

**Date: August 10, 2022**

**Scrip Code - 535789**

**BSE Limited**

Phiroze Jeejeebhoy Towers,

Dalal Street,

MUMBAI – 400 001

**IBULHSGFIN/EQ**

**National Stock Exchange of India Limited**

“Exchange Plaza”, Bandra-Kurla Complex,

Bandra (East),

MUMBAI – 400 051

**Sub: Earnings Update for the quarter ended June 30, 2022**

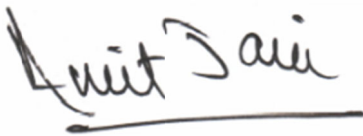
Dear Sirs,

Please find enclosed an Earnings Update of Indiabulls Housing Finance Limited, for the quarter ended June 30, 2022, for your information and record.

Thanking you,

Yours truly,

for **Indiabulls Housing Finance Limited**



Amit Jain

*Company Secretary*

*Enclosure: as above*

**CC:**

**Luxembourg Stock Exchange, Luxembourg**

**Singapore Exchange Securities Trading Limited, Singapore**



Unaudited Financial Results – Q1 FY2022-23  
August 10, 2022

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# Business Update

## Key Financial Highlights:

| Particulars | Q1 FY22-23 | Q4 FY21-22 | Q3 FY21-22 | Q2 FY21-22 | Q1 FY21-22 |
|-------------|------------|------------|------------|------------|------------|
| PAT         | 287        | 307        | 303        | 286        | 282        |
| Borrowings  | 47,174     | 52,831     | 55,361     | 58,608     | 60,399     |
| CRAR        | 34.0%      | 32.6%      | 31.2%      | 31.2%      | 30.9%      |
| Tier 1      | 27.5%      | 27.2%      | 25.7%      | 24.9%      | 24.3%      |
| Net Gearing | 2.5x       | 2.6x       | 2.8x       | 3.0x       | 3.1x       |

- AUM stands at ₹ 73,047 Cr and loan book at ₹ 60,194 Cr. On track to grow AUM at ~10% in FY23
- Strong capital adequacy, low gearing, high liquidity, and robust provisioning provide strong balance sheet foundation for growth in FY23
- Reference rates on Housing Loans and Loans Against Property raised by 140 bps and on Wholesale Loans by 160 bps. Book spread expanded to 2.7% at end of Q1FY23 from 2.4% at end of Q4FY22
- De-risking of wholesale loans: On track for further reduction by 20% by Dec 22 [on Mar 22 numbers] in wholesale and high-ticket book, which is seeing traction due to strong real estate off-take.

# Three-track Roadmap for FY23 and Beyond

## Key Operating Metrics: Disbursals, RoA, Customer Franchise

| 1. Retail Loans: 70% HL:30% LAP<br>[co-lending and sell down]                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 2. AIF Platform for Wholesale Loans                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          | 3. Institutionalization<br>of the Company                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |
|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Disbursal-led AUM Growth: 3%+ RoA Across Products                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| <p>₹ 2,260 Cr disbursed in Q1FY23 through co-lending and sell down at RoA of 3%+</p> <p>Total retail disbursals of ₹ 3,040 Cr in Q1FY23 – run rate of ~₹ 1,000 Cr per month</p> <p>Seven fully operational and maturing co-lending tie-ups. Tech integration completed with 3 co-lending partners</p> <p>9 new branches opened in Q1FY23</p> <p>Assignment/ Securitization/ Co-lending constituted 31% of IBH's funding mix as at end of Q1FY23 – an all time high due to increasing co-lending and sell down traction</p> <p>On track to disburse ₹ 15,000 Cr in FY23 and ₹ 20,000 Cr in FY24</p> <p>Only ~30% of disbursal will be on IBH's balance sheet, which includes pools awaiting achievement of regulatory "Minimum Holding Period", before it can be sold down</p> <p>Digital lending platform to expand reach, increase cost efficiency and reduce TAT</p> | <p>Wholesale AIF platform in partnership with three global funds:</p> <ol style="list-style-type: none"> <li>Documentation underway for disbursal of ₹ 200 Cr to a leading developer. Disbursal within a fortnight</li> <li>Filing for SEBI approval made for another AIF Fund. Launch in H1FY23 [subject to regulatory approvals]</li> <li>Filing for 1 more fund with SEBI will be made in Q2FY23. Launch in H2FY23 [subject to regulatory approvals]</li> </ol> <p>₹ 10,000 Cr planned to be disbursed through these funds in FY23. To be scaled up to ₹ 15,000 Cr in FY24</p> <p>IBH to contribute only 5% to 10% of the capital</p> <p>IBH will earn processing fees and annual management fees on whole AUM</p> <p>5%+ RoA business with marginal, pari-passu risk</p> | <p>60% of Board is Independent</p> <p>Board led by Mr. SS Mundra, ex-Deputy Governor of the RBI</p> <p>Mr. B.C. Patnaik: MD, Life Insurance Corporation of India, inducted to the Board as nominee director of LIC. LIC is IBH's largest institutional shareholder and bondholder</p> <p>Mr. A Siddharth, ex-partner Deloitte Haskins &amp; Sells, chairs audit committee</p> <p>Board-run Company with tight oversight: All key board committees chaired by independents</p> <p>Existing management team bolstered by new talent in IT, IT security, and compliance, to drive asset-light model</p> <p>De-promoterization approved by the Board, shareholders and lead banker of working capital lender consortium. Full process will be completed in CY22 [subject to requisite approvals]</p> |

# Scalable Retail Asset-Light Business Model

## Enterprise Value Driven by Disbursals, RoA, Customer Franchise



₹ 2,260 Cr disbursed through co-lending and sell down in Q1FY23

| Profile of Loans Disbursed in Q1FY23 | Total  | Home Loans | LAP   |
|--------------------------------------|--------|------------|-------|
| Disbursal Amount [₹ Cr]              | 2,260  | 1,448      | 812   |
| Count of Cases                       | 11,484 | 5,976      | 5,508 |
| Average Ticket Size [₹ lacs]         | 20     | 24         | 15    |
| Median CIBIL Score                   | 754    | 759        | 744   |

3%+ RoA being earned on disbursals done through the asset-light model

- Spread on 20% with IBH
- Spread on 80% with bank [gets multiplied up 4x on IBH's 20%]
- Ongoing service fees paid by bank on its 80% [gets multiplied up 4x on IBH's 20%]
- Sourcing fees paid by bank on its 80% [gets multiplied up 4x on IBH's 20%]
- Processing fees, insurance cross-sell commission earned on entire disbursal [gets multiplied up 5x on IBH's 20%]
- Credit cost on pari-passu basis
- Ongoing operating expenses borne by IBH
- Spread and fees earned on entire AUM, but only ~30% retained on Balance Sheet, which includes pools awaiting achievement of regulatory "Minimum Holding Period", before it can be sold down

Committed Demand for ₹ 15,000 Cr in FY23 from seven existing partnerships

- Fully operational and maturing co-lending arrangements with 7 banks and FIs
- Tech integration to be completed with all co-lending partners in FY23
- Co-lending partners chosen that have strategic need for the tie-ups

Retail disbursals are generating 3%+ RoA  
250,000 retail customers to be added between FY23 and FY25  
AUM growth has resumed in FY23

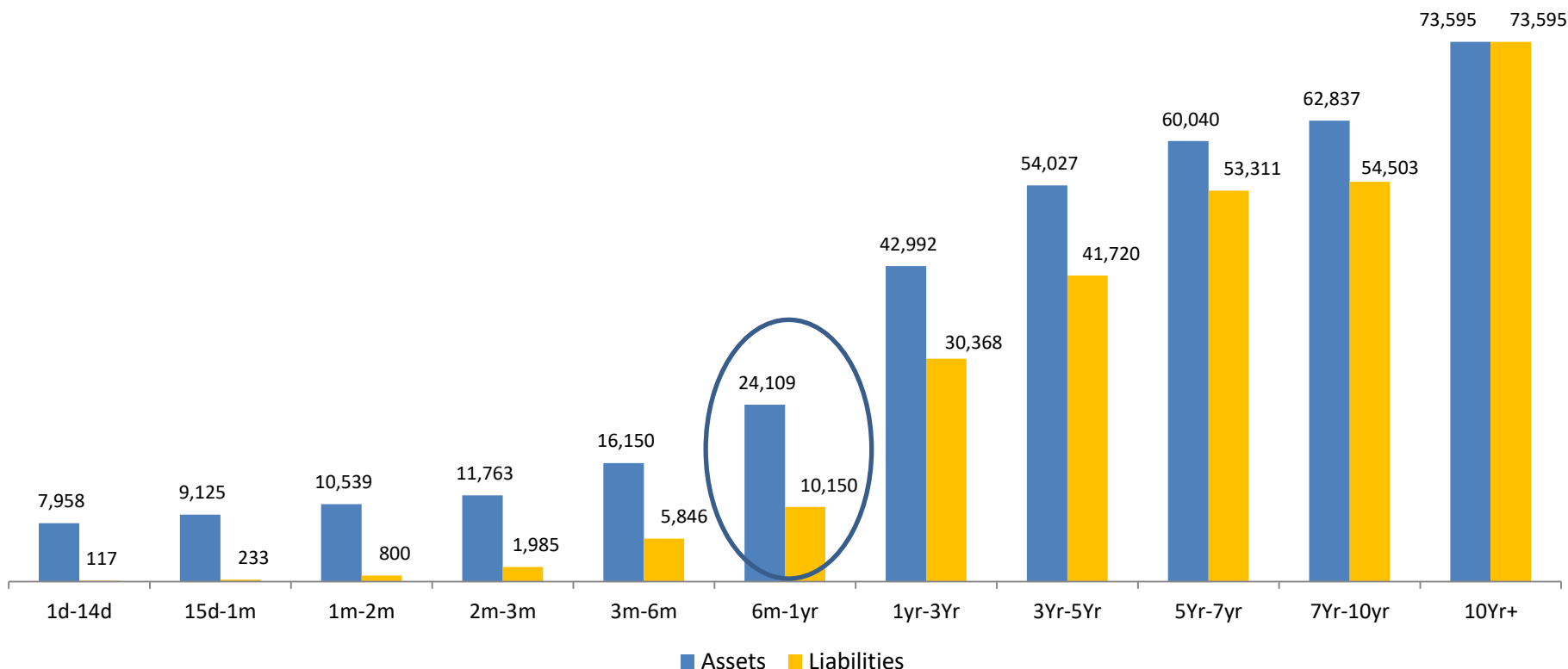
# Stable Asset Quality

|                               | Q1 FY23 | Q4 FY22 | Q3 FY22 | Q2 FY22 | Q1 FY22 |
|-------------------------------|---------|---------|---------|---------|---------|
| Gross NPA                     | 2,159   | 2,318   | 2,350   | 2,074   | 2,268   |
| Gross NPA %                   | 2.96%   | 3.21%   | 3.18%   | 2.69%   | 2.86%   |
| Net NPA                       | 1,252   | 1,364   | 1,334   | 1,179   | 1,227   |
| Net NPA %                     | 1.71%   | 1.89%   | 1.80%   | 1.53%   | 1.55%   |
| Stage 3 Provisions/ Gross NPA | 42%     | 41%     | 43%     | 43%     | 46%     |

Amounts in ₹ Cr

- Total provisions at ₹ 2,080 Cr [3.5% of loan book], which is 2.8x times of the regulatory requirement and 96% of Gross NPAs. Stage 3 provision coverage ratio at 42%
- The Company has seen strong recoveries in the last few quarters. On the back of the pick up in the real estate sector, the Company expects this trend to continue through FY23
- Average vintage of the retail loan book is now 4+ years – as loans have run down, borrower equity in the financed property has significantly increased leading to low current LTVs. Asset quality levels have hence stabilised for the portfolio
- Retail collection efficiency on a cumulative basis stood at 98.7% during Q1FY23
- Since FY 2022, retail disbursements of ₹ 5,500 Cr have been done under the asset-light model. 90+ delinquency at under 0.10%

# Granular Asset Liability Maturity Management: Liquidity-led Fortress Balance Sheet



- The ALM above is shown on a cumulative basis up to each bucket, with positive cash of ₹ 13,959 Cr at the end of 1 year
- The Company's Liquidity Coverage Ratio stood at 246% against a regulatory requirement of only 50%. The liquidity considered here is only on regulatory defined High Quality Liquid Assets [HQLA], as defined by the RBI, which excludes investments such as those in liquid schemes of mutual funds etc.
- The Company successfully repaid its dollar bond obligations of USD 350 million due on 28 May, 2022 utilizing the proceeds of the voluntarily pre-funded fixed deposits. The Company will be setting up similar arrangements for its ECB repayment in FY24 and FCCB repayments in FY24 and FY25

*Detailed quarter-wise break-up provided in the appendix on page 16*

# Effective Oversight: Independent Chairman, Institutional Investor Oversight, Strong Board, Audit Committee



**Board led by ex-RBI Deputy Governor and majority independent directors:** Independent, Non-Executive director Mr. S. S. Mundra, Ex-Deputy Governor of the Reserve Bank of India, is the chairman of the Board. 60% of the Board is Independent

**The founder Mr. Sameer Gehlaut stepped down from the Board in Q4FY22**

**Institutional Board Oversight:** Mr. B.C. Patnaik, Managing Director, Life Insurance Corporation of India has been inducted onto the Board as nominee director of LIC. LIC is IBH's largest institutional shareholder and bondholder

**Audit Committee chaired by ex-Partner of Deloitte, Haskins & Sells:** Mr. A Siddharth, who served as partner with Deloitte Haskins & Sells for 33 years, is the Chairman of the Audit Committee

**ESG Committee, chaired by Justice Gyan Sudha Misra :** Will review the ESG initiatives being taken by the Company

All key Board sub-committees – Audit, NRC, Risk Management, ESG – majorly or completely **comprises of Independent Directors**

The Company has voluntarily applied to be a part of **NSE Prime** – a set of norms that prescribes Corporate Governance standards stricter than extant requirements for NSE listed companies

## **Board of Directors with pre-eminence and experience in diverse fields**

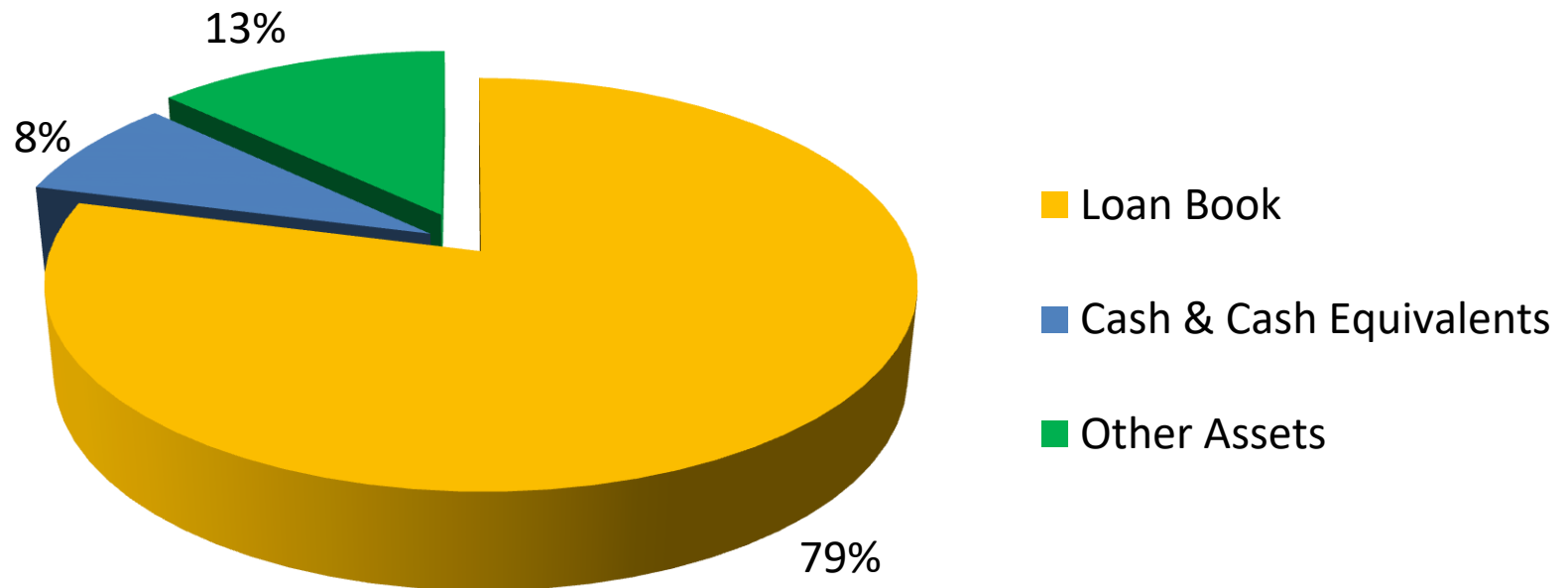
- Mr. S.S. Mundra  
[Independent director] : Non-Executive Chairman, Ex-Deputy Governor of the Reserve Bank of India
- Mr. B.C. Patnaik  
[Independent director] : Managing Director, Life Insurance Corporation of India  
LIC is IBH's largest institutional shareholder and bondholder
- Mr. A Siddharth  
[Independent director] : Ex-Partner, Deloitte, Haskins & Sells  
[Chairman, Audit Committee]
- Justice Gyan Sudha Misra  
[Independent director] : Retired Justice, Supreme Court of India
- Mr. Satish Chand Mathur  
[Independent director] : Ex-Director General of Police, Maharashtra
- Mr. Dinabandhu Mohapatra  
[Independent director] : Ex-MD & CEO of Bank of India, 35 years of banking experience
- Mr. Ajit Kumar Mittal : Non-Executive Director, Ex-Reserve Bank of India
- Mr. Gagan Banga : Vice Chairman, Managing Director and CEO
- Mr. Ashwini Kumar Hooda : Deputy Managing Director
- Mr. Sachin Chaudhary : Chief Operating Officer

# Appendix

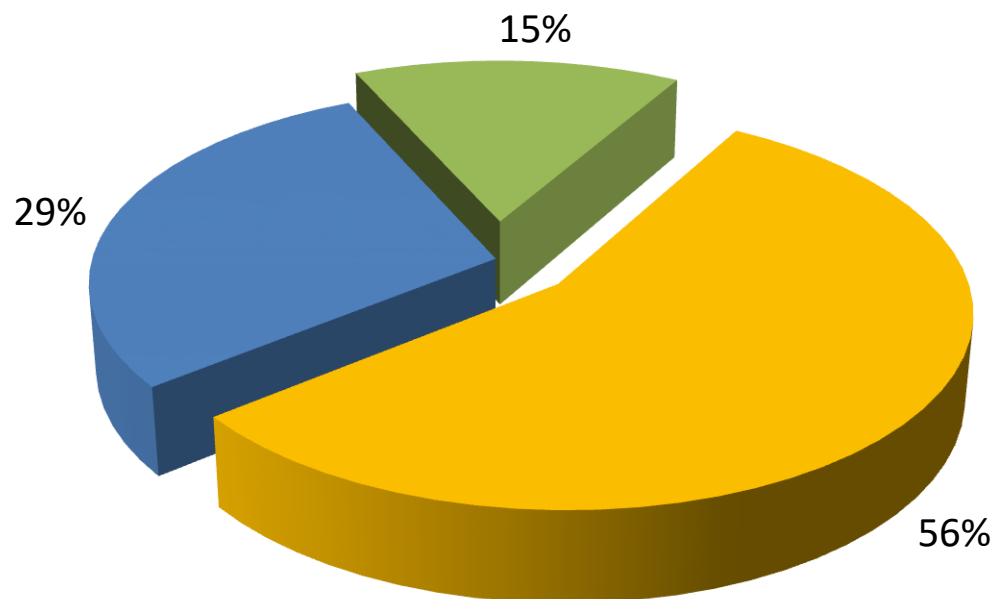
# Financial and Operational Highlights

## Balance Sheet Assets

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# Asset Composition



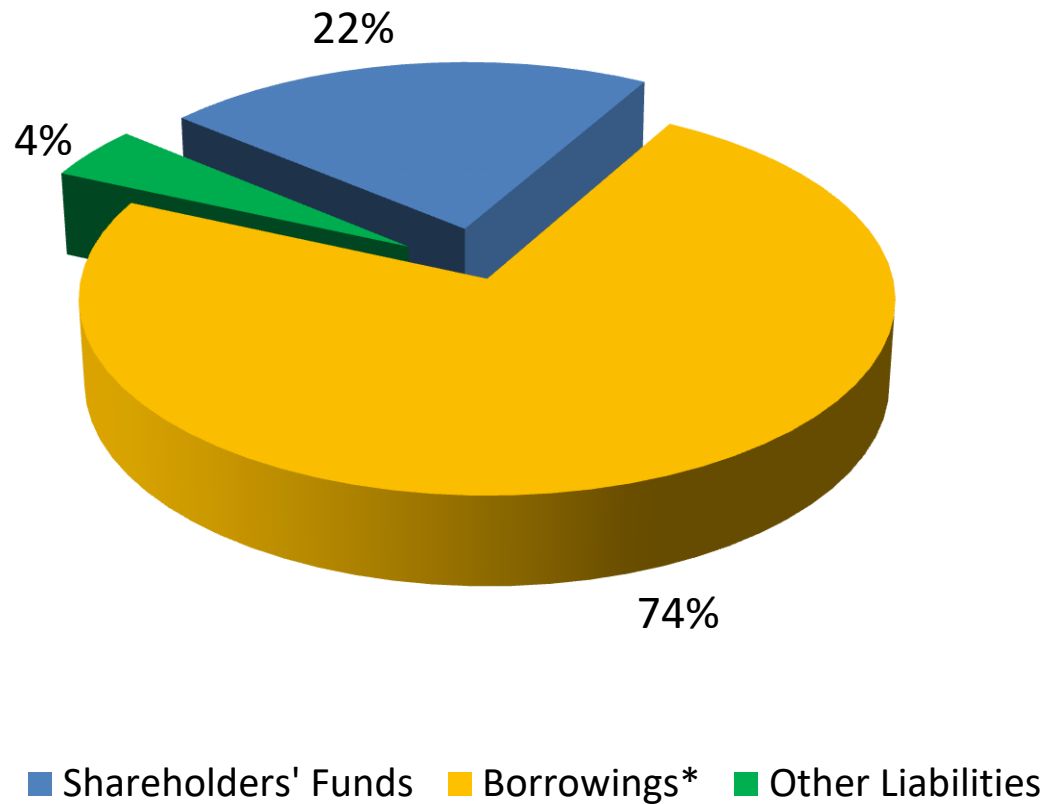
■ Retail Mortgage Loans ■ Commercial Real Estate Loans ■ Business Loans

| Particulars        | Q1 FY23 |
|--------------------|---------|
| Yield on Loans     | 10.8%   |
| Cost of Borrowings | 8.1%    |
| Book Spread        | 2.7%    |

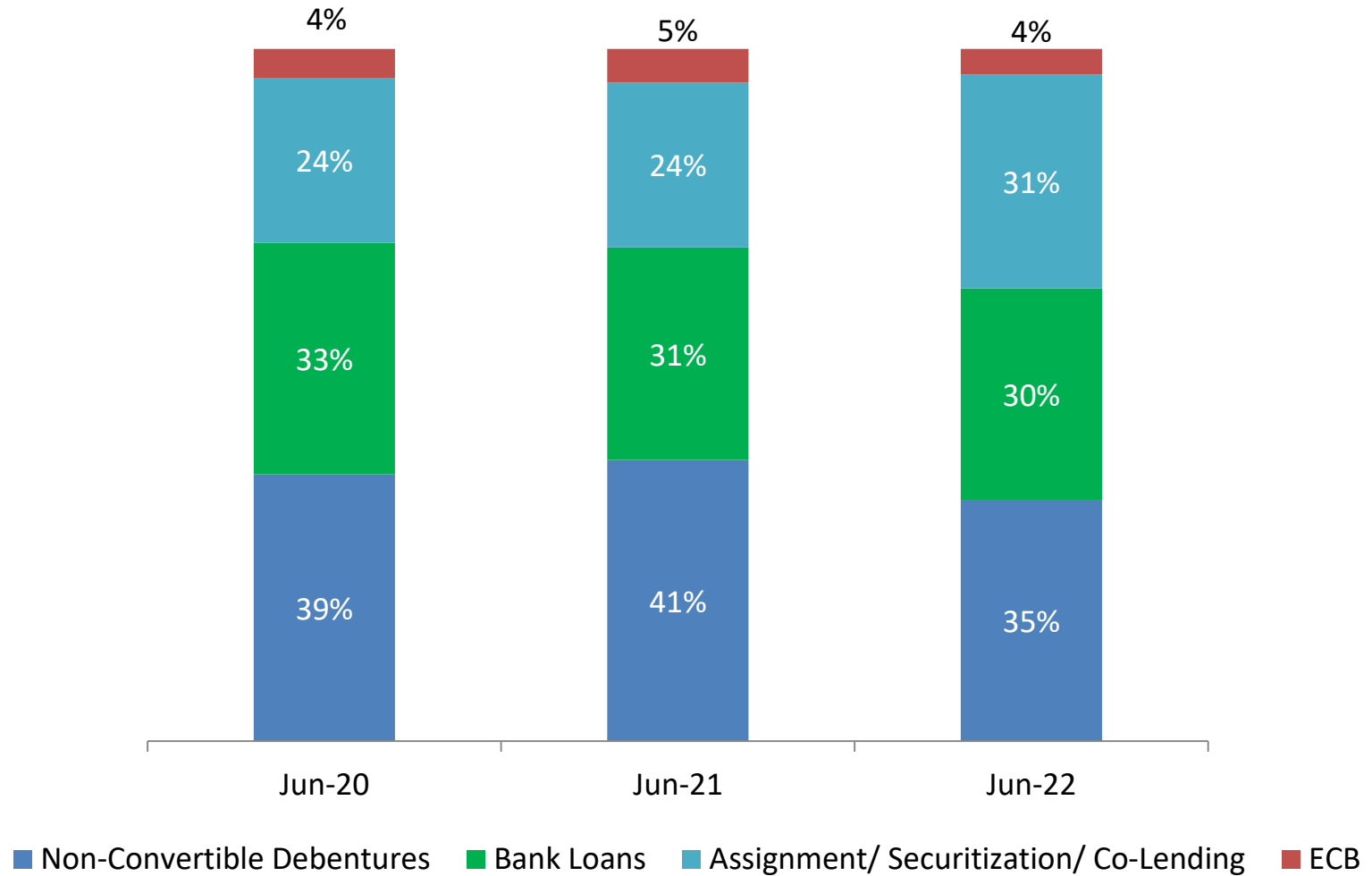
- Reference rates on Housing Loans and Loans Against Property raised by 140 bps and on Wholesale Loans by 160 bps
- Book spread expanded to 2.7% at end of Q1FY23 from 2.4% at end of Q4FY22

# Liabilities Profile

# Liabilities



# Funding Mix



**Assignment/ Securitization/ Co-lending contributes to 31% of IBH's funding mix – an all time high due to increasing co-lending and sell down traction**

# Micro ALM Details [Quarter-wise for next 10 years]

Amount in ₹ Cr

| Particulars                        | Total         | Q2FY23        | Q3FY23        | Q4FY23        | Q1FY24        | Q2FY24        | Q3FY24        | Q4FY24        |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Cash & Investments                 | 7,180         | 7,180         | 9,779         | 10,304        | 12,660        | 13,959        | 11,106        | 11,931        |
| Customer Repayments                | 60,194        | 4,583         | 4,387         | 3,935         | 4,024         | 2,640         | 2,749         | 2,483         |
| Non Current Assets                 | 6,221         | -             | -             | -             | -             | -             | -             | -             |
| <b>Total Inflows [A]</b>           | <b>73,595</b> | <b>11,763</b> | <b>14,165</b> | <b>14,238</b> | <b>16,685</b> | <b>16,599</b> | <b>13,855</b> | <b>14,415</b> |
| <i>Cumulative Total Inflows</i>    |               | <i>11,763</i> | <i>16,150</i> | <i>20,085</i> | <i>24,109</i> | <i>26,749</i> | <i>29,498</i> | <i>31,981</i> |
| Repayments                         | 56,868        | 1,985         | 3,862         | 1,578         | 2,726         | 5,492         | 1,924         | 2,872         |
| Equity Capital, Reserves & Surplus | 16,727        | -             | -             | -             | -             | -             | -             | -             |
| <b>Total Outflows [B]</b>          | <b>73,595</b> | <b>1,985</b>  | <b>3,862</b>  | <b>1,578</b>  | <b>2,726</b>  | <b>5,492</b>  | <b>1,924</b>  | <b>2,872</b>  |
| <i>Cumulative Total Outflows</i>   |               | <i>1,985</i>  | <i>5,846</i>  | <i>7,424</i>  | <i>10,150</i> | <i>15,643</i> | <i>17,567</i> | <i>20,439</i> |
| <b>Net Cash [A-B]</b>              |               | <b>9,779</b>  | <b>10,304</b> | <b>12,660</b> | <b>13,959</b> | <b>11,106</b> | <b>11,931</b> | <b>11,543</b> |

- The Company's Liquidity Coverage Ratio stood at 246% against a regulatory requirement of only 50%. The liquidity considered here is only on regulatory defined High Quality Liquid Assets [HQLA], as defined by the RBI, which excludes investments such as those in liquid schemes of mutual funds etc.
- The Company successfully repaid its dollar bond obligations of USD 350 million due on 28 May, 2022 utilizing the proceeds of the voluntarily pre-funded fixed deposits. The Company will be setting up similar arrangements for its ECB repayment in FY24 and FCCB repayments in FY24 and FY25

# Micro ALM Details [Quarter-wise for next 10 years]

Amount in ₹ Cr

| Particulars                        | Q1FY25        | Q2FY25        | Q3FY25        | Q4FY25        | Q1FY26        | Q2FY26        | Q3FY26        | Q4FY26        |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Cash & Investments                 | 11,543        | 12,536        | 11,877        | 12,957        | 13,421        | 12,624        | 12,987        | 13,209        |
| Customer Repayments                | 2,430         | 2,211         | 2,393         | 2,111         | 1,866         | 1,878         | 1,603         | 2,077         |
| Non Current Assets                 | -             | -             | -             | -             | -             | -             | -             | -             |
| <b>Total Inflows [A]</b>           | <b>13,972</b> | <b>14,747</b> | <b>14,270</b> | <b>15,067</b> | <b>15,288</b> | <b>14,502</b> | <b>14,590</b> | <b>15,286</b> |
| <i>Cumulative Total Inflows</i>    | <i>34,411</i> | <i>36,622</i> | <i>39,015</i> | <i>41,126</i> | <i>42,992</i> | <i>44,870</i> | <i>46,473</i> | <i>48,550</i> |
| Repayments                         | 1,436         | 2,870         | 1,313         | 1,646         | 2,664         | 1,515         | 1,381         | 1,264         |
| Equity Capital, Reserves & Surplus | -             | -             | -             | -             | -             | -             | -             | -             |
| <b>Total Outflows [B]</b>          | <b>1,436</b>  | <b>2,870</b>  | <b>1,313</b>  | <b>1,646</b>  | <b>2,664</b>  | <b>1,515</b>  | <b>1,381</b>  | <b>1,264</b>  |
| <i>Cumulative Total Outflows</i>   | <i>21,875</i> | <i>24,745</i> | <i>26,058</i> | <i>27,704</i> | <i>30,368</i> | <i>31,883</i> | <i>33,264</i> | <i>34,528</i> |
| <b>Net Cash [A-B]</b>              | <b>12,536</b> | <b>11,877</b> | <b>12,957</b> | <b>13,421</b> | <b>12,624</b> | <b>12,987</b> | <b>13,209</b> | <b>14,022</b> |

# Micro ALM Details [Quarter-wise for next 10 years]

Amount in ₹ Cr

| Particulars                        | Q1FY27        | Q2FY27        | Q3FY27        | Q4FY27        | Q1FY28        | Q2FY28        | Q3FY28        | Q4FY28        |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Cash & Investments                 | 14,022        | 12,963        | 11,192        | 11,222        | 12,329        | 12,308        | 10,455        | 11,700        |
| Customer Repayments                | 929           | 936           | 821           | 1,886         | 906           | 732           | 1,607         | 646           |
| Non Current Assets                 | -             | -             | -             | -             | -             | -             | -             | -             |
| <b>Total Inflows [A]</b>           | <b>14,951</b> | <b>13,899</b> | <b>12,013</b> | <b>13,108</b> | <b>13,235</b> | <b>13,040</b> | <b>12,062</b> | <b>12,345</b> |
| <i>Cumulative Total Inflows</i>    | <i>49,479</i> | <i>50,415</i> | <i>51,235</i> | <i>53,121</i> | <i>54,027</i> | <i>54,759</i> | <i>56,366</i> | <i>57,012</i> |
| Repayments                         | 1,988         | 2,707         | 790           | 779           | 927           | 2,584         | 363           | 4,945         |
| Equity Capital, Reserves & Surplus | -             | -             | -             | -             | -             | -             | -             | -             |
| <b>Total Outflows [B]</b>          | <b>1,988</b>  | <b>2,707</b>  | <b>790</b>    | <b>779</b>    | <b>927</b>    | <b>2,584</b>  | <b>363</b>    | <b>4,945</b>  |
| <i>Cumulative Total Outflows</i>   | <i>36,516</i> | <i>39,223</i> | <i>40,013</i> | <i>40,792</i> | <i>41,720</i> | <i>44,304</i> | <i>44,667</i> | <i>49,612</i> |
| <b>Net Cash [A-B]</b>              | <b>12,963</b> | <b>11,192</b> | <b>11,222</b> | <b>12,329</b> | <b>12,308</b> | <b>10,455</b> | <b>11,700</b> | <b>7,400</b>  |

# Micro ALM Details [Quarter-wise for next 10 years]

Amount in ₹ Cr

| Particulars                        | Q1FY29        | Q2FY29        | Q3FY29        | Q4FY29        | Q1FY30        | Q2FY30        | Q3FY30        | Q4FY30        |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Cash & Investments                 | 7,400         | 7,733         | 7,181         | 6,662         | 6,468         | 6,729         | 7,170         | 7,317         |
| Customer Repayments                | 634           | 678           | 659           | 653           | 405           | 580           | 270           | 332           |
| Non Current Assets                 | -             | -             | -             | -             | -             | -             | -             | -             |
| <b>Total Inflows [A]</b>           | <b>8,034</b>  | <b>8,411</b>  | <b>7,840</b>  | <b>7,315</b>  | <b>6,873</b>  | <b>7,309</b>  | <b>7,439</b>  | <b>7,648</b>  |
| <i>Cumulative Total Inflows</i>    | <i>57,646</i> | <i>58,324</i> | <i>58,982</i> | <i>59,635</i> | <i>60,040</i> | <i>60,620</i> | <i>60,889</i> | <i>61,221</i> |
| Repayments                         | 301           | 1,230         | 1,177         | 848           | 143           | 139           | 122           | 118           |
| Equity Capital, Reserves & Surplus | -             | -             | -             | -             | -             | -             | -             | -             |
| <b>Total Outflows [B]</b>          | <b>301</b>    | <b>1,230</b>  | <b>1,177</b>  | <b>848</b>    | <b>143</b>    | <b>139</b>    | <b>122</b>    | <b>118</b>    |
| <i>Cumulative Total Outflows</i>   | <i>49,913</i> | <i>51,142</i> | <i>52,320</i> | <i>53,167</i> | <i>53,311</i> | <i>53,450</i> | <i>53,572</i> | <i>53,691</i> |
| <b>Net Cash [A-B]</b>              | <b>7,733</b>  | <b>7,181</b>  | <b>6,662</b>  | <b>6,468</b>  | <b>6,729</b>  | <b>7,170</b>  | <b>7,317</b>  | <b>7,530</b>  |

# Micro ALM Details [Quarter-wise for next 10 years]

Amount in ₹ Cr

| Particulars                        | Q1FY31        | Q2FY31        | Q3FY31        | Q4FY31        | Q1FY32        | Q2FY32        | Q3FY32        | Q4FY32        | 10+ Years     |
|------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Cash & Investments                 | 7,530         | 7,644         | 7,765         | 7,888         | 8,011         | 8,094         | 8,178         | 8,256         | 8,334         |
| Customer Repayments                | 226           | 230           | 230           | 226           | 183           | 181           | 172           | 169           | 4,537         |
| Non Current Assets                 | -             | -             | -             | -             | -             | -             | -             | -             | 6,221         |
| <b>Total Inflows [A]</b>           | <b>7,756</b>  | <b>7,873</b>  | <b>7,994</b>  | <b>8,114</b>  | <b>8,195</b>  | <b>8,275</b>  | <b>8,350</b>  | <b>8,425</b>  | <b>19,091</b> |
| <i>Cumulative Total Inflows</i>    | <i>61,447</i> | <i>61,676</i> | <i>61,906</i> | <i>62,132</i> | <i>62,315</i> | <i>62,496</i> | <i>62,668</i> | <i>62,837</i> | <i>73,595</i> |
| Repayments                         | 112           | 109           | 106           | 103           | 100           | 97            | 94            | 91            | 2,364         |
| Equity Capital, Reserves & Surplus | -             | -             | -             | -             | -             | -             | -             | -             | 16,727        |
| <b>Total Outflows [B]</b>          | <b>112</b>    | <b>109</b>    | <b>106</b>    | <b>103</b>    | <b>100</b>    | <b>97</b>     | <b>94</b>     | <b>91</b>     | <b>19,091</b> |
| <i>Cumulative Total Outflows</i>   | <i>53,803</i> | <i>53,912</i> | <i>54,018</i> | <i>54,121</i> | <i>54,221</i> | <i>54,318</i> | <i>54,412</i> | <i>54,503</i> | <i>73,595</i> |
| <b>Net Cash [A-B]</b>              | <b>7,644</b>  | <b>7,765</b>  | <b>7,888</b>  | <b>8,011</b>  | <b>8,094</b>  | <b>8,178</b>  | <b>8,256</b>  | <b>8,334</b>  | <b>-</b>      |

# Home Loan Profile:

## Focus on Mid-Income Affordable Housing



|                       | Urban<br>Home Loans           | Semi-Urban<br>Home Loans |
|-----------------------|-------------------------------|--------------------------|
| Average Loan Size     | ₹ 35 Lakhs                    | ₹ 25 Lakhs               |
| Maximum Loan to Value | 80%                           | 80%                      |
| Average Loan to Value | 73% [at origination]          | 70% [at origination]     |
| Average Loan Term     | 15 years                      |                          |
| Average Customer Age  | 38 years                      |                          |
| Primary Security      | Mortgage of property financed |                          |
| Repayment Type        | Monthly amortizing            |                          |

# Smart City Home Loan: Technology-led Cost-effective Delivery through eHomeLoans Platform



|                       |                               |
|-----------------------|-------------------------------|
| Minimum Loan Size     | ₹ 7 Lakhs                     |
| Average Loan Size     | ₹ 10 Lakhs                    |
| Maximum Loan Size     | ₹ 40 Lakhs                    |
| Maximum Loan to Value | 80% [at origination]          |
| Maximum Loan Term     | 20 years                      |
| Average Customer Age  | 39 years                      |
| Primary Security      | Mortgage of property financed |
| Repayment Type        | Monthly amortizing            |

- Smart City Home Loans rides on the eHome Loans infrastructure with lean spoke branches logging in digital/ scanned loan applications, these are underwritten at centralised regional credit hubs
- Smart City Home Loans is driving expansion into geographies with low competitive intensity, contributing better margins at low cost-to-income without dilution in credit standards

# Loan Against Property Product Profile

|                           |                                   |
|---------------------------|-----------------------------------|
| Average Loan Size         | ₹ 73 Lakhs                        |
| Maximum Loan to Value     | 65%                               |
| Average Loan to Value     | 49% [at origination]              |
| Average Loan Term         | 7 years                           |
| Primary Security          | Mortgage of property financed     |
| Repayment Type            | Monthly amortizing                |
| Average Age of Business   | 7 years                           |
| Basis of Credit Appraisal | Business cash flow analysis based |

**Cash flow based underwriting:** *Loan repayment is from underlying business cash flows and not from refinancing*

# Smart City LAP: Technology-led Cost-effective Delivery through eHomeLoans Platform

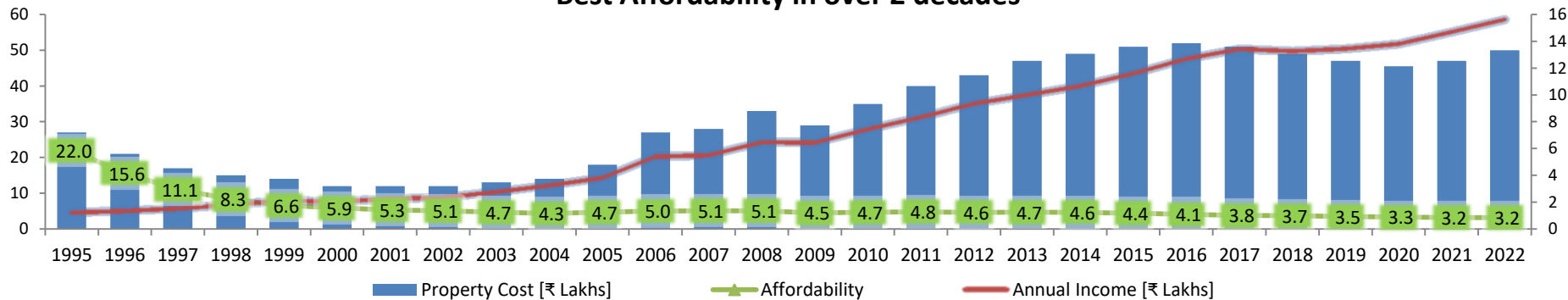
|                       |                               |
|-----------------------|-------------------------------|
| Minimum Loan Size     | ₹ 10 Lakhs                    |
| Average Loan Size     | ₹ 25 Lakhs                    |
| Maximum Loan Size     | ₹ 50 Lakhs                    |
| Maximum Loan to Value | 55% [at origination]          |
| Average Loan to Value | 40%                           |
| Maximum Loan Term     | 10 years                      |
| Average Loan Term     | 5 years                       |
| Average Customer Age  | 41 years                      |
| Primary Security      | Mortgage of property financed |
| Repayment Type        | Monthly amortizing            |

# Beginning of a Long Term Property Market Up-cycle

# Mortgage Market in India

- Since 2013, property prices have grown at 1-2% CAGR, significantly below inflation [ $\sim 5\%$  CAGR] and wage growth [ $\sim 8\%$  per capita]
- Consequently, 'Affordability' [ratio of house price to annual salary] is at its best in the last 25 years
- Benign interest rates further boosts affordability

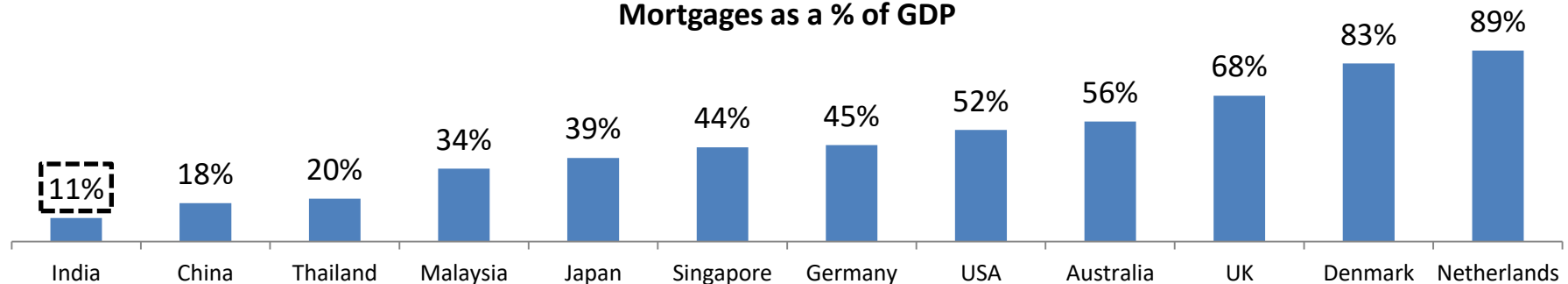
**Best Affordability in over 2 decades**



Source: HDFC Ltd, Investec Securities Research

- Low mortgage penetration in comparison with advanced and emerging economies implies vast opportunity for growth

**Mortgages as a % of GDP**



Source: European Mortgage Federation, Hofinet and NHB

# Growth Momentum in Residential Real Estate

## Sales pick-up

- Housing sales in top 8 Indian cities recorded ~60% YoY growth in H1 CY2022 and ~19% growth compared to H2 CY2021<sup>1</sup>:
  - Total housing sales in H1 CY2022 in top 8 Indian cities reached a nine-year high in terms of half yearly sales volume
  - NCR grew the maximum by ~154%, followed by Ahmedabad and Bengaluru at ~95% and ~80% respectively in terms of housing sales in H1 CY2022 YoY compared to H1 CY2021
  - Mumbai and NCR accounted for 46% of the total sales in H1 CY2022
- Housing sales in H1 CY2022 recorded strong growth across ticket sizes<sup>1</sup>:
  - Houses in the ticket size of >₹ 10 million [25% of total sales] registered a growth of 100% YoY
  - Houses in the ticket size of <₹ 5 million [41% of total sales] registered a growth of 56% YoY
  - Houses in the ticket size of ₹ 5 to 10 million [34% of total sales] registered a growth of 39% YoY
- Capital inflows in real estate in H1 CY2022 stood at USD 3.4 billion, up 42% on a half-yearly basis and 4% YoY<sup>2</sup>
  - On QoQ basis, the capital inflows in Q2 CY2022 stood at USD 2 billion, an increase of 47% over Q1 CY2022<sup>2</sup>
  - Delhi-NCR, Chennai and Mumbai dominated total investment quantum in Q2 CY2022, with a cumulative share of ~90%<sup>2</sup>
  - Institutional investors led the investment activity with a share of ~65%, followed by developers at 31% during Q2 CY2022<sup>2</sup>

## Launches

- Residential project launches in top 8 Indian cities witnessed ~56% YoY growth in H1 CY2022, and sequentially ~25% growth compared to H2 CY2021<sup>1</sup>:
  - On YoY terms, NCR recorded the largest growth of 876% in H1 CY2022 followed by Kolkata and Bengaluru at 205% and 59% respectively
  - NCR has shown the maximum growth in new launches of ~63% sequentially in H1 CY2022 compared to H2 CY2021, followed by Mumbai, Bengaluru and Ahmedabad at 39%, 23% and 23% respectively.
  - Mumbai and NCR accounted for roughly 47% of the total new launches in top 8 cities in H1 CY2022

# Commercial Office Space Absorption

- Commercial office space absorption registered a growth of 107% YoY in H1 CY2022 with 25.3 million sq. ft. office space getting transacted <sup>1</sup>
  - Transaction volumes in Ahmedabad, Pune and Kolkata grew the most at 201%, 187% and 128% YoY respectively in H1 CY2022
  - Bengaluru and NCR accounted for 46% of total office space transactions in H1 CY2022.
  - Markets rentals in Bengaluru and Pune grew the most during H1 CY2022, at 13% and 8%, respectively
- New completions picked up significantly with 24.1 million sq. ft. getting delivered in H1 CY2022, a growth of 61% YoY<sup>1</sup>
  - Hyderabad and Bengaluru accounted for 46% of the new completions, with Bengaluru seeing the most space delivered at 5.8 million sq. ft. in H1 CY2022
  - Hyderabad and Chennai recorded 603% and 272% YoY growth in project completions in H1 CY2022 respectively

## Static Credit Performance Analysis of LAP and HL Pools

# Retail Loan Book of Highest Quality

## Portfolio performance of all sold down pools of ₹ 76,779 Cr

| Loan Pool Type | Initial Pool Details |                                                |                            | of Initial POS |                       |                                |              |              |
|----------------|----------------------|------------------------------------------------|----------------------------|----------------|-----------------------|--------------------------------|--------------|--------------|
|                | Disbursement [₹ Cr]  | Average Ticket Size [at disbursement] [₹ Lakh] | Sold Down Principal [₹ Cr] | Months on Book | Pool Principal [₹ Cr] | Amortisation [On Disbursement] | 90+ dpd %    | 180+ dpd %   |
| HL Pools       | 51,015               | 24.6                                           | 41,149                     | 60             | 14,315                | 68%                            | 0.56%        | 0.45%        |
| LAP Pools      | 25,764               | 63.8                                           | 20,349                     | 54             | 5,256                 | 77%                            | 0.37%        | 0.26%        |
| <b>Total</b>   | <b>76,779</b>        | <b>31.0</b>                                    | <b>61,498</b>              | <b>58</b>      | <b>19,571</b>         | <b>71%</b>                     | <b>0.50%</b> | <b>0.38%</b> |

Portfolio performance of all live sold down DA pools is monitored by the credit bureau Experian. Remainder PTC/PCG pools are being monitored by CRISIL, ICRA, CARE and Brickwork Ratings [respective agencies that rated the PTC/PCG pools]

## IBHFL has 24 ongoing relationships with banks / mutual funds/ FIs/ global investment funds for sell down

|                      |                       |                      |                     |
|----------------------|-----------------------|----------------------|---------------------|
| Axis Bank            | Bank of Baroda        | Bank of India        | Canara Bank         |
| ICICI Bank           | Central Bank of India | Deutsche Bank        | IDFC First Bank     |
| IDBI Bank            | Indian Bank           | Indian Overseas Bank | Kotak Mahindra Bank |
| Punjab National Bank | State Bank of India   | RBL Bank             | UCO BANK            |
| Union Bank of India  | Punjab & Sind Bank    | HDFC Bank            | Yes Bank            |
| HDFC Ltd.            | Nippon                | Davidson Kempner     | Oaktree             |

# Home Loans Pool Performance Factsheet: Experian Credit Bureau

## Direct Assignments [Sold Down]

| Sr. No | Investor | Initial Pool Details |                        |                               | MPS | Pool Principal<br>[₹ Cr] | Amortisa-<br>tion# | of Initial POS |            | CCR    | MCR     | QCR     |
|--------|----------|----------------------|------------------------|-------------------------------|-----|--------------------------|--------------------|----------------|------------|--------|---------|---------|
|        |          | Sold Down<br>Date    | Disbursement<br>[₹ Cr] | Sold Down<br>Principal [₹ Cr] |     |                          |                    | 90+ dpd %      | 180+ dpd % |        |         |         |
| 1      | Bank 22  | 31-Dec-15            | 449.64                 | 374.2                         | 77  | 40.81                    | 90%                | 0.28%          | 0.25%      | 99.85% | 99.24%  | 99.42%  |
| 2      | Bank 15  | 29-Mar-17            | 733.46                 | 612.0                         | 62  | 60.56                    | 91%                | 0.42%          | 0.24%      | 99.81% | 95.83%  | 101.79% |
| 3      | Bank 15  | 23-Jun-17            | 460.07                 | 387.4                         | 59  | 40.24                    | 90%                | 0.75%          | 0.68%      | 99.67% | 93.30%  | 91.73%  |
| 4      | Bank 8   | 30-Jun-17            | 212.37                 | 177.0                         | 59  | 39.61                    | 79%                | 0.51%          | 0.15%      | 99.88% | 98.49%  | 99.15%  |
| 5      | Bank 8   | 26-Sep-17            | 200.75                 | 168.1                         | 56  | 56.70                    | 69%                | 1.57%          | 0.80%      | 99.69% | 96.87%  | 99.26%  |
| 6      | Bank 15  | 27-Sep-17            | 909.82                 | 760.2                         | 56  | 129.20                   | 84%                | 0.35%          | 0.35%      | 99.74% | 103.80% | 101.94% |
| 7      | Bank 15  | 22-Dec-17            | 878.62                 | 735.5                         | 53  | 132.65                   | 83%                | 0.97%          | 0.94%      | 99.55% | 96.51%  | 97.20%  |
| 8      | Bank 16  | 22-Dec-17            | 225.37                 | 178.8                         | 53  | 45.47                    | 78%                | 1.71%          | 1.58%      | 99.33% | 94.30%  | 95.67%  |
| 9      | Bank 8   | 22-Dec-17            | 126.5                  | 104.2                         | 53  | 34.78                    | 69%                | 0.61%          | 0.14%      | 99.92% | 103.48% | 100.75% |
| 10     | Bank 15  | 5-Mar-18             | 601.11                 | 504.0                         | 51  | 99.24                    | 82%                | 0.81%          | 0.63%      | 99.57% | 97.60%  | 101.47% |
| 11     | Bank 16  | 9-Mar-18             | 483.24                 | 394.3                         | 51  | 114.92                   | 74%                | 1.45%          | 1.42%      | 99.21% | 97.17%  | 96.91%  |
| 12     | Bank 1   | 22-Mar-18            | 358.54                 | 289.1                         | 50  | 104.84                   | 67%                | 1.49%          | 1.22%      | 99.56% | 97.36%  | 97.54%  |
| 13     | Bank 16  | 26-Mar-18            | 480.91                 | 404.3                         | 50  | 97.79                    | 77%                | 0.85%          | 0.82%      | 99.65% | 98.41%  | 100.37% |
| 14     | Bank 1   | 27-Mar-18            | 222.86                 | 185.0                         | 50  | 61.70                    | 69%                | 0.73%          | 0.73%      | 99.72% | 98.28%  | 98.73%  |
| 15     | Bank 8   | 28-Mar-18            | 337.10                 | 270.6                         | 50  | 100.81                   | 67%                | 1.11%          | 1.03%      | 99.57% | 101.12% | 99.31%  |
| 16     | Bank 8   | 30-Apr-18            | 174.57                 | 146.1                         | 49  | 51.64                    | 67%                | 1.08%          | 0.96%      | 99.34% | 101.24% | 98.75%  |
| 17     | Bank 15  | 4-May-18             | 413.86                 | 349.0                         | 49  | 64.52                    | 83%                | 0.99%          | 0.93%      | 99.54% | 96.44%  | 96.15%  |
| 18     | Bank 15  | 17-May-18            | 269.95                 | 224.8                         | 48  | 38.58                    | 84%                | 0.33%          | 0.15%      | 99.86% | 97.48%  | 98.59%  |
| 19     | Bank 8   | 18-May-18            | 109.8                  | 91.4                          | 48  | 34.12                    | 65%                | 0.96%          | 0.70%      | 99.63% | 99.22%  | 99.48%  |
| 20     | Bank 15  | 22-Jun-18            | 597.02                 | 502.8                         | 47  | 124.59                   | 77%                | 0.79%          | 0.75%      | 99.63% | 99.38%  | 100.67% |
| 21     | Bank 8   | 26-Jun-18            | 134.9                  | 112.8                         | 47  | 38.01                    | 69%                | 0.74%          | 0.43%      | 99.63% | 100.22% | 99.18%  |
| 22     | Bank 15  | 25-Jul-18            | 327.79                 | 275.1                         | 46  | 51.58                    | 83%                | 0.70%          | 0.70%      | 99.36% | 93.23%  | 96.67%  |
| 23     | Bank 8   | 31-Jul-18            | 109.4                  | 90.4                          | 46  | 32.65                    | 67%                | 1.19%          | 1.19%      | 99.24% | 98.18%  | 97.23%  |
| 24     | Bank 15  | 30-Aug-18            | 413.16                 | 349.4                         | 45  | 81.38                    | 78%                | 0.93%          | 0.93%      | 99.16% | 96.13%  | 96.45%  |
| 25     | Bank 15  | 19-Sep-18            | 353.17                 | 297.5                         | 44  | 61.62                    | 81%                | 1.13%          | 1.13%      | 98.60% | 97.05%  | 96.93%  |
| 26     | Bank 8   | 19-Sep-18            | 109.4                  | 90.4                          | 44  | 30.90                    | 69%                | 0.99%          | 0.56%      | 99.78% | 100.30% | 99.63%  |
| 27     | Bank 17  | 29-Oct-18            | 879.68                 | 672.3                         | 43  | 233.42                   | 69%                | 1.13%          | 1.09%      | 99.50% | 98.25%  | 100.03% |

MPS: Months post securitisation  
CCR: Cumulative collection ratio

MCR: Monthly collection ratio  
QCR: Quarterly collection ratio

# Amortisation is calculated on Disbursement  
dpd: days past due

Data is for Jun 2022 payouts

# Home Loans Pool Performance Factsheet: Experian Credit Bureau Direct Assignments [Sold Down]

| Sr. No | Investor | Initial Pool Details |                        |                               | MPS | Pool Principal<br>[₹ Cr] | Amortisa-<br>tion# | of Initial POS |            | CCR    | MCR     | QCR     |
|--------|----------|----------------------|------------------------|-------------------------------|-----|--------------------------|--------------------|----------------|------------|--------|---------|---------|
|        |          | Sold Down<br>Date    | Disbursement<br>[₹ Cr] | Sold Down<br>Principal [₹ Cr] |     |                          |                    | 90+ dpd %      | 180+ dpd % |        |         |         |
| 28     | Bank 17  | 29-Oct-18            | 828.01                 | 645.4                         | 43  | 188.23                   | 73%                | 1.31%          | 1.09%      | 99.20% | 101.64% | 100.97% |
| 29     | Bank 18  | 31-Oct-18            | 352.79                 | 287.7                         | 43  | 69.37                    | 78%                | 0.62%          | 0.53%      | 99.76% | 98.51%  | 102.50% |
| 30     | Bank 17  | 15-Nov-18            | 170.69                 | 133.1                         | 43  | 48.31                    | 67%                | 1.29%          | 1.08%      | 99.34% | 103.08% | 101.22% |
| 31     | Bank 8   | 16-Nov-18            | 1,594.55               | 1217.1                        | 43  | 242.38                   | 82%                | 0.95%          | 0.54%      | 99.74% | 100.00% | 99.71%  |
| 32     | Bank 8   | 17-Nov-18            | 377.37                 | 306.3                         | 43  | 109.23                   | 68%                | 1.48%          | 1.18%      | 99.50% | 100.96% | 98.62%  |
| 33     | Bank 8   | 30-Nov-18            | 141.32                 | 109.1                         | 43  | 42.26                    | 66%                | 1.34%          | 1.01%      | 99.26% | 97.57%  | 98.56%  |
| 34     | Bank 8   | 14-Dec-18            | 239.40                 | 194.4                         | 42  | 73.96                    | 66%                | 1.05%          | 0.70%      | 99.77% | 99.44%  | 98.93%  |
| 35     | Bank 8   | 14-Dec-18            | 236.89                 | 189.3                         | 42  | 41.92                    | 79%                | 0.59%          | 0.28%      | 99.87% | 98.89%  | 99.21%  |
| 36     | Bank 8   | 21-Dec-18            | 3,254.39               | 2462.1                        | 42  | 557.79                   | 79%                | 1.02%          | 0.81%      | 99.46% | 98.90%  | 98.82%  |
| 37     | Bank 8   | 21-Dec-18            | 1,643.45               | 1184.1                        | 42  | 463.65                   | 65%                | 1.13%          | 0.85%      | 98.93% | 100.05% | 99.09%  |
| 38     | Bank 21  | 29-Dec-18            | 338.53                 | 271.8                         | 41  | 72.59                    | 76%                | 0.38%          | 0.38%      | 99.75% | 105.18% | 101.04% |
| 39     | Bank 6   | 31-Dec-18            | 367.99                 | 275.3                         | 41  | 99.58                    | 66%                | 1.38%          | 0.82%      | 99.42% | 97.08%  | 98.03%  |
| 40     | Bank 18  | 31-Dec-18            | 340.01                 | 255.1                         | 41  | 63.39                    | 77%                | 1.13%          | 0.73%      | 99.43% | 95.89%  | 97.88%  |
| 41     | Bank 19  | 31-Dec-18            | 321.79                 | 238.5                         | 41  | 35.61                    | 86%                | 1.66%          | 1.66%      | 98.79% | 91.00%  | 91.08%  |
| 42     | Bank 21  | 16-Jan-19            | 920.43                 | 728.0                         | 40  | 158.45                   | 81%                | 0.35%          | 0.33%      | 99.79% | 98.53%  | 99.14%  |
| 43     | Bank 8   | 29-Jan-19            | 678.17                 | 511.7                         | 41  | 103.59                   | 81%                | 0.84%          | 0.49%      | 99.61% | 106.36% | 99.36%  |
| 44     | Bank 8   | 31-Jan-19            | 309.96                 | 226.1                         | 41  | 81.72                    | 67%                | 1.34%          | 1.25%      | 99.00% | 98.46%  | 96.76%  |
| 45     | Bank 23  | 31-Jan-19            | 236.98                 | 169.5                         | 40  | 59.66                    | 69%                | 0.82%          | 0.81%      | 99.56% | 98.54%  | 98.82%  |
| 46     | Bank 10  | 31-Jan-19            | 161.04                 | 117.4                         | 40  | 49.82                    | 61%                | 1.51%          | 1.51%      | 99.09% | 97.59%  | 100.63% |
| 47     | Bank 10  | 15-Feb-19            | 133.4                  | 100.3                         | 39  | 37.77                    | 65%                | 0.80%          | 0.80%      | 99.39% | 99.61%  | 105.56% |
| 48     | Bank 23  | 22-Feb-19            | 248.72                 | 182.7                         | 39  | 70.62                    | 65%                | 1.57%          | 1.25%      | 99.15% | 98.23%  | 97.64%  |
| 49     | Bank 8   | 27-Feb-19            | 176.84                 | 128.9                         | 40  | 45.09                    | 68%                | 1.30%          | 0.99%      | 99.17% | 98.05%  | 98.68%  |
| 50     | Bank 11  | 28-Feb-19            | 200.52                 | 143.2                         | 39  | 38.76                    | 76%                | 0.93%          | 0.74%      | 99.41% | 97.54%  | 99.98%  |
| 51     | Bank 10  | 19-Mar-19            | 171.44                 | 126.3                         | 38  | 52.42                    | 62%                | 1.56%          | 1.24%      | 99.07% | 97.12%  | 98.81%  |
| 52     | Bank 8   | 19-Mar-19            | 182.36                 | 133.4                         | 39  | 55.27                    | 62%                | 1.20%          | 1.10%      | 99.01% | 100.74% | 99.83%  |
| 53     | Bank 11  | 28-Mar-19            | 149.33                 | 109.2                         | 38  | 37.82                    | 68%                | 0.34%          | 0.34%      | 99.50% | 101.22% | 102.28% |
| 54     | Bank 14  | 29-Mar-19            | 203.7                  | 145.7                         | 38  | 30.06                    | 82%                | 0.03%          | 0.03%      | 99.95% | 98.14%  | 101.42% |

MPS: Months post securitisation  
CCR: Cumulative collection ratio

MCR: Monthly collection ratio  
QCR: Quarterly collection ratio

# Amortisation is calculated on Disbursement  
dpd: days past due

Data is for Jun 2022 payouts

# Home Loans Pool Performance Factsheet: Experian Credit Bureau

## Direct Assignments [Sold Down]

| Sr. No | Investor | Initial Pool Details |                        |                               | MPS | Pool Principal<br>[₹ Cr] | Amortisa-<br>tion# | of Initial POS |            | CCR     | MCR     | QCR     |
|--------|----------|----------------------|------------------------|-------------------------------|-----|--------------------------|--------------------|----------------|------------|---------|---------|---------|
|        |          | Sold Down<br>Date    | Disbursement<br>[₹ Cr] | Sold Down<br>Principal [₹ Cr] |     |                          |                    | 90+ dpd %      | 180+ dpd % |         |         |         |
| 55     | Bank 6   | 31-Mar-19            | 974.99                 | 709.3                         | 38  | 210.57                   | 73%                | 1.31%          | 1.18%      | 99.39%  | 98.07%  | 98.67%  |
| 56     | Bank 8   | 25-Apr-19            | 207.69                 | 147.5                         | 38  | 63.41                    | 62%                | 1.27%          | 0.86%      | 99.47%  | 99.71%  | 98.05%  |
| 57     | Bank 11  | 14-May-19            | 166.4                  | 122.4                         | 37  | 35.30                    | 73%                | 0.00%          | 0.00%      | 100.01% | 99.99%  | 100.86% |
| 58     | Bank 23  | 27-May-19            | 612.29                 | 463.7                         | 36  | 122.81                   | 75%                | 1.11%          | 0.69%      | 99.39%  | 106.71% | 103.30% |
| 59     | Bank 23  | 27-May-19            | 116.7                  | 84.3                          | 36  | 38.08                    | 59%                | 1.54%          | 0.84%      | 99.32%  | 96.64%  | 99.29%  |
| 60     | Bank 23  | 28-Jun-19            | 334.90                 | 248.2                         | 35  | 59.04                    | 78%                | 1.93%          | 1.43%      | 99.14%  | 94.30%  | 94.99%  |
| 61     | Bank 23  | 28-Jun-19            | 169.28                 | 123.4                         | 35  | 43.45                    | 68%                | 1.32%          | 0.97%      | 99.37%  | 95.93%  | 100.44% |
| 62     | Bank 11  | 19-Sep-19            | 328.70                 | 242.2                         | 32  | 81.95                    | 69%                | 1.28%          | 1.24%      | 99.50%  | 95.07%  | 100.99% |
| 63     | Bank 11  | 26-Sep-19            | 259.07                 | 180.6                         | 32  | 83.41                    | 60%                | 1.26%          | 1.14%      | 99.60%  | 97.88%  | 98.43%  |
| 64     | Bank 11  | 27-Dec-19            | 260.05                 | 184.9                         | 29  | 93.97                    | 55%                | 0.95%          | 0.89%      | 99.49%  | 98.60%  | 98.55%  |
| 65     | Bank 14  | 28-Feb-20            | 110.75                 | 79.3                          | 27  | 39.18                    | 56%                | 1.44%          | 1.17%      | 98.94%  | 97.73%  | 98.13%  |
| 66     | Bank 14  | 29-Feb-20            | 267.40                 | 198.9                         | 27  | 88.34                    | 59%                | 0.88%          | 0.80%      | 99.33%  | 100.06% | 99.80%  |
| 67     | Bank 11  | 17-Mar-20            | 303.41                 | 215.5                         | 27  | 97.67                    | 60%                | 0.74%          | 0.67%      | 99.56%  | 98.39%  | 99.23%  |
| 68     | Bank 11  | 14-Sep-20            | 116.13                 | 77.8                          | 38  | 48.32                    | 48%                | 2.21%          | 2.17%      | 99.37%  | 100.07% | 98.39%  |
| 69     | Bank 11  | 16-Sep-20            | 209.52                 | 141.7                         | 21  | 67.68                    | 60%                | 1.29%          | 1.29%      | 99.55%  | 97.10%  | 98.00%  |
| 70     | Bank 11  | 28-Dec-20            | 507.52                 | 330.4                         | 18  | 208.77                   | 49%                | 1.53%          | 0.56%      | 99.83%  | 98.85%  | 98.42%  |
| 71     | Bank 11  | 26-Feb-21            | 243.42                 | 169.4                         | 15  | 121.99                   | 37%                | 1.28%          | 0.32%      | 99.92%  | 97.38%  | 97.97%  |
| 72     | Bank 11  | 31-Mar-21            | 168.9                  | 111.6                         | 14  | 74.50                    | 51%                | 0.70%          | 0.04%      | 99.93%  | 98.90%  | 99.27%  |
| 73     | Bank 11  | 30-Jun-21            | 98.9                   | 74.5                          | 11  | 55.26                    | 38%                | 0.73%          | 0.73%      | 100.09% | 100.40% | 99.91%  |
| 74     | Bank 11  | 17-Sep-21            | 148.1                  | 117.2                         | 8   | 90.52                    | 32%                | 0.52%          | 0.00%      | 99.34%  | 101.45% | 100.59% |
| 75     | Bank 11  | 20-Dec-21            | 233.1                  | 195.9                         | 6   | 176.11                   | 16%                | 0.00%          | 0.00%      | 99.79%  | 99.53%  | 99.73%  |
| 76     | Bank 19  | 30-Dec-21            | 45.4                   | 38.2                          | 5   | 32.31                    | 21%                | 0.00%          | 0.00%      | 100.00% | 100.00% | 100.00% |
| 77     | Bank 24  | 31-Dec-21            | 69.2                   | 51.2                          | 6   | 47.43                    | 14%                | 0.00%          | 0.00%      | 98.64%  | 97.86%  | 98.47%  |
| 78     | FI4      | 31-Dec-21            | 444.8                  | 388.4                         | 5   | 269.32                   | 39%                | 0.00%          | 0.00%      | 100.01% | 94.63%  | 100.01% |
| 79     | Bank 15  | 11-Mar-22            | 119.0                  | 99.8                          | 3   | 97.48                    | 9%                 | 0.00%          | 0.00%      | 99.94%  | 99.71%  | 99.94%  |
| 80     | Bank 11  | 31-Mar-22            | 165.1                  | 137.5                         | 2   | 136.25                   | 8%                 | 0.00%          | 0.00%      | 99.69%  | 99.87%  | 99.69%  |

# LAP Pool Performance Factsheet: Experian Credit Bureau Direct Assignments [Sold Down]

| Sr. No | Investor | Initial Pool Details |                        |                               | MPS | Pool Principal<br>[₹ Cr] | Amortisa-<br>tion# | of Initial POS |            | CCR     | MCR     | QCR     |
|--------|----------|----------------------|------------------------|-------------------------------|-----|--------------------------|--------------------|----------------|------------|---------|---------|---------|
|        |          | Sold Down<br>Date    | Disbursement<br>[₹ Cr] | Sold Down<br>Principal [₹ Cr] |     |                          |                    | 90+ dpd %      | 180+ dpd % |         |         |         |
| 1      | Bank 2   | 30-Mar-15            | 1,067.19               | 869.53                        | 86  | 59.92                    | 94%                | 0.31%          | 0.31%      | 99.50%  | 91.97%  | 104.60% |
| 2      | Bank 13  | 26-Sep-16            | 368.66                 | 299.60                        | 69  | 30.60                    | 91%                | 0.18%          | 0.18%      | 99.44%  | 91.28%  | 98.65%  |
| 3      | Bank 5   | 30-Mar-17            | 415.87                 | 340.51                        | 62  | 44.73                    | 88%                | 0.45%          | 0.13%      | 99.84%  | 99.32%  | 100.00% |
| 4      | Bank 10  | 28-Jun-17            | 626.58                 | 469.44                        | 59  | 56.91                    | 90%                | 0.19%          | 0.19%      | 99.66%  | 98.72%  | 103.02% |
| 5      | Bank 8   | 30-Jun-17            | 406.01                 | 332.72                        | 60  | 36.79                    | 90%                | 0.47%          | 0.27%      | 99.72%  | 103.78% | 100.95% |
| 6      | Bank 14  | 26-Sep-17            | 1,943.79               | 1,528.52                      | 56  | 211.67                   | 88%                | 0.39%          | 0.36%      | 99.42%  | 108.09% | 107.54% |
| 7      | Bank 14  | 28-Dec-17            | 881.35                 | 710.88                        | 53  | 150.72                   | 81%                | 2.04%          | 0.65%      | 99.54%  | 99.02%  | 102.50% |
| 8      | Bank 12  | 29-Dec-17            | 377.76                 | 301.79                        | 53  | 25.90                    | 92%                | 0.75%          | 0.75%      | 99.26%  | 94.46%  | 98.48%  |
| 9      | Bank 12  | 1-Mar-18             | 226.06                 | 186.82                        | 51  | 25.60                    | 87%                | 0.00%          | 0.00%      | 100.27% | 100.00% | 112.96% |
| 10     | Bank 15  | 29-Jun-18            | 515.29                 | 428.15                        | 48  | 94.15                    | 80%                | 0.76%          | 0.72%      | 99.27%  | 101.19% | 100.37% |
| 11     | Bank 12  | 29-Jun-18            | 378.58                 | 314.03                        | 47  | 73.25                    | 79%                | 1.25%          | 0.81%      | 99.40%  | 106.01% | 107.33% |
| 12     | Bank 12  | 23-Aug-18            | 217.85                 | 185.39                        | 45  | 49.24                    | 75%                | 1.15%          | 0.63%      | 99.38%  | 102.98% | 100.82% |
| 13     | Bank 15  | 19-Sep-18            | 284.19                 | 237.46                        | 44  | 43.04                    | 83%                | 0.75%          | 0.53%      | 99.18%  | 92.94%  | 92.61%  |
| 14     | Bank 15  | 26-Sep-18            | 404.02                 | 334.43                        | 44  | 65.20                    | 82%                | 0.71%          | 0.71%      | 98.99%  | 103.99% | 94.34%  |
| 15     | Bank 12  | 31-Oct-18            | 128.71                 | 106.84                        | 43  | 40.84                    | 65%                | 1.08%          | 0.91%      | 99.18%  | 94.62%  | 106.74% |
| 16     | Bank 19  | 30-Nov-18            | 380.05                 | 298.80                        | 42  | 84.89                    | 74%                | 2.01%          | 2.01%      | 98.05%  | 95.42%  | 94.77%  |
| 17     | Bank 15  | 30-Nov-18            | 245.69                 | 205.37                        | 42  | 53.17                    | 76%                | 1.41%          | 0.50%      | 99.06%  | 89.90%  | 101.66% |
| 18     | Bank 15  | 27-Dec-18            | 462.28                 | 354.65                        | 41  | 110.63                   | 70%                | 1.44%          | 1.04%      | 98.78%  | 97.32%  | 98.56%  |
| 19     | Bank 15  | 27-Dec-18            | 308.78                 | 260.32                        | 41  | 88.53                    | 68%                | 2.19%          | 1.98%      | 99.08%  | 103.69% | 99.85%  |
| 20     | Bank 15  | 22-Jan-19            | 182.19                 | 139.77                        | 40  | 49.68                    | 66%                | 1.67%          | 0.73%      | 99.14%  | 96.35%  | 98.39%  |
| 21     | Bank 15  | 24-Jan-19            | 128.30                 | 108.86                        | 40  | 33.96                    | 71%                | 0.00%          | 0.00%      | 99.08%  | 110.63% | 107.29% |
| 22     | Bank 15  | 18-Feb-19            | 183.77                 | 135.59                        | 39  | 37.14                    | 75%                | 1.28%          | 0.88%      | 99.42%  | 96.67%  | 99.76%  |
| 23     | Bank 15  | 23-Mar-19            | 131.60                 | 101.66                        | 38  | 39.05                    | 63%                | 1.56%          | 1.56%      | 99.12%  | 96.20%  | 105.40% |
| 24     | Bank 14  | 29-Mar-19            | 308.31                 | 226.33                        | 38  | 92.90                    | 62%                | 0.23%          | 0.23%      | 99.17%  | 100.00% | 100.75% |
| 25     | Bank 14  | 30-Mar-19            | 398.70                 | 289.89                        | 38  | 94.61                    | 70%                | 0.08%          | 0.08%      | 98.96%  | 99.77%  | 99.86%  |
| 26     | Bank 15  | 31-Mar-19            | 181.12                 | 138.41                        | 38  | 42.21                    | 71%                | 1.10%          | 1.10%      | 99.09%  | 96.95%  | 96.95%  |
| 27     | Bank 15  | 28-May-19            | 131.78                 | 102.04                        | 36  | 31.29                    | 70%                | 1.81%          | 1.32%      | 99.23%  | 95.79%  | 95.02%  |
| 28     | Bank 24  | 27-Sep-19            | 344.44                 | 253.10                        | 32  | 112.16                   | 63%                | 0.00%          | 0.00%      | 99.08%  | 100.02% | 100.06% |
| 29     | FI3      | 30-Mar-21            | 115.58                 | 99.31                         | 15  | 47.42                    | 59%                | 0.00%          | 0.00%      | 99.95%  | 100.00% | 100.12% |
| 30     | Bank 15  | 31-Mar-22            | 65.33                  | 52.95                         | 2   | 52.01                    | 12%                | 0.00%          | 0.00%      | 98.88%  | 97.99%  | 98.88%  |

MPS: Months post securitisation  
CCR: Cumulative collection ratio

MCR: Monthly collection ratio  
QCR: Quarterly collection ratio

# Amortisation is calculated on Disbursement  
dpd: days past due

Data is for Jun 2022 payouts

# Home Loans and LAP Pool Performance Factsheet

## PTC and PCG Pools

| HL Pools |          | Initial Pool Details |                     |                            |     |                       |               | of Initial POS |            |         |         |         |             |
|----------|----------|----------------------|---------------------|----------------------------|-----|-----------------------|---------------|----------------|------------|---------|---------|---------|-------------|
| Sr No    | Investor | Sold Down Date       | Disbursement [₹ Cr] | Sold Down Principal [₹ Cr] | MPS | Pool Principal [₹ Cr] | Amortisation# | 90+ dpd %      | 180+ dpd % | CCR     | MCR     | QCR     | Rating from |
| 1        | Bank 2   | 20-Mar-14            | 335.4               | 315.2                      | 99  | 35.86                 | 89%           | 0.00%          | 0.00%      | 99.96%  | 100.41% | 100.11% | ICRA        |
| 2        | Bank 18  | 4-Mar-15             | 294.0               | 272.4                      | 88  | 33.08                 | 89%           | 0.00%          | 0.00%      | 99.92%  | 100.13% | 100.03% | CRISIL      |
| 3        | Bank 9   | 29-Jun-17            | 354.5               | 330.0                      | 59  | 75.03                 | 79%           | 0.00%          | 0.00%      | 98.08%  | 100.52% | 102.03% | ICRA        |
| 4        | Bank 18  | 30-Nov-18            | 107.4               | 89.2                       | 42  | 16.24                 | 85%           | 0.00%          | 0.00%      | 99.63%  | 100.00% | 99.82%  | CRISIL      |
| 5        | Bank 2   | 25-Nov-19            | 154.9               | 112.2                      | 31  | 33.30                 | 79%           | 0.00%          | 0.00%      | 99.36%  | 99.61%  | 99.99%  | Brickwork   |
| 6        | Bank 2   | 30-Dec-19            | 231.6               | 185.3                      | 29  | 56.80                 | 75%           | 0.00%          | 0.00%      | 99.68%  | 99.23%  | 99.68%  | ICRA        |
| 7        | Bank 14  | 30-Dec-19            | 604.4               | 449.8                      | 30  | 195.15                | 64%           | 0.00%          | 0.00%      | 100.00% | 99.68%  | 100.69% | Brickwork   |
| 8        | Bank 21  | 30-Dec-19            | 546.7               | 486.5                      | 30  | 224.70                | 59%           | 0.00%          | 0.00%      | 99.62%  | 101.06% | 99.98%  | Brickwork   |
| 9        | Bank 10  | 14-Jan-20            | 532.5               | 492.6                      | 29  | 199.44                | 63%           | 0.00%          | 0.00%      | 99.61%  | 100.74% | 100.96% | ICRA        |
| 10       | Bank 23  | 3-Mar-20             | 544.7               | 378.7                      | 27  | 96.12                 | 82%           | 0.00%          | 0.00%      | 96.97%  | 108.50% | 104.76% | CRISIL      |
| 11       | Bank 14  | 13-Mar-20            | 718.8               | 541.6                      | 27  | 314.57                | 51%           | 0.00%          | 0.00%      | 99.87%  | 99.26%  | 100.16% | Brickwork   |
| 12       | Bank 10  | 29-Dec-20            | 69.7                | 58.8                       | 18  | 32.54                 | 53%           | 0.00%          | 0.00%      | 99.74%  | 99.55%  | 99.61%  | CRISIL      |
| 13       | Bank 10  | 29-Dec-20            | 52.9                | 45.1                       | 18  | 18.72                 | 65%           | 0.00%          | 0.00%      | 100.00% | 100.00% | 100.00% | CRISIL      |
| 14       | FI2      | 29-Jan-21            | 1,523.4             | 1,385.7                    | 17  | 905.02                | 41%           | 0.00%          | 0.00%      | 100.00% | 113.91% | 102.42% | Brickwork   |
| 15       | FI2      | 30-Jun-21            | 2,355.2             | 2,102.2                    | 12  | 1,755.85              | 25%           | 0.00%          | 0.00%      | 100.00% | 114.27% | 107.95% | Brickwork   |
| 16       | FI3      | 30-Jun-21            | 283.6               | 283.6                      | 12  | 261.33                | 8%            | 0.00%          | 0.00%      | 100.00% | 100.00% | 100.00% | Brickwork   |
| 17       | FI2      | 14-Oct-21            | 3,257.5             | 2,780.3                    | 8   | 2,208.81              | 32%           | 0.00%          | 0.00%      | 100.00% | 99.38%  | 101.15% | Brickwork   |
| 18       | FI2      | 30-Jun-21            | 2,355.2             | 2,102.2                    | 9   | 1,747.33              | 89%           | 0.00%          | 0.00%      | 99.96%  | 100.41% | 100.11% | ICRA        |
| 19       | FI3      | 30-Jun-21            | 283.6               | 283.6                      | 9   | 272.79                | 89%           | 0.00%          | 0.00%      | 99.92%  | 100.13% | 100.03% | CRISIL      |
| 20       | FI2      | 14-Oct-21            | 3,257.5             | 2,780.3                    | 5   | 2,400.98              | 79%           | 0.00%          | 0.00%      | 98.08%  | 100.52% | 102.03% | ICRA        |

# Home Loans and LAP Pool Performance Factsheet

## PTC and PCG Pools

### LAP Pools

| Sr No | Investor | Initial Pool Details |                     |                            | MPS | Pool Principal [₹ Cr] | Amortisation# | of Initial POS |            | CCR    | MCR     | QCR     | Rating from |
|-------|----------|----------------------|---------------------|----------------------------|-----|-----------------------|---------------|----------------|------------|--------|---------|---------|-------------|
|       |          | Sold Down Date       | Disbursement [₹ Cr] | Sold Down Principal [₹ Cr] |     |                       |               | 90+ dpd %      | 180+ dpd % |        |         |         |             |
| 1     | Bank 3   | 31-Mar-16            | 227.99              | 209.06                     | 74  | 21.87                 | 90%           | 0.00%          | 0.00%      | 99.42% | 98.43%  | 100.74% | CARE        |
| 2     | Bank 18  | 30-Sep-16            | 143.73              | 135.98                     | 68  | 15.69                 | 89%           | 0.00%          | 0.00%      | 98.74% | 100.07% | 102.19% | CRISIL      |
| 3     | Bank 9   | 30-Dec-16            | 545.82              | 512.69                     | 64  | 71.53                 | 87%           | 0.00%          | 0.00%      | 98.49% | 100.86% | 101.86% | CRISIL      |
| 4     | Bank 9   | 27-Mar-17            | 310.07              | 292.35                     | 62  | 59.38                 | 81%           | 0.00%          | 0.00%      | 99.49% | 100.59% | 100.87% | CRISIL      |
| 5     | Bank 9   | 27-Sep-17            | 664.04              | 609.69                     | 56  | 171.97                | 74%           | 0.00%          | 0.00%      | 98.83% | 100.21% | 100.33% | ICRA        |
| 6     | FI1      | 31-Dec-19            | 744.28              | 481.16                     | 30  | 137.03                | 82%           | 0.00%          | 0.00%      | 89.14% | 107.17% | 102.44% | CRISIL      |
| 7     | FI3      | 29-June-21           | 265.6               | 240.3                      | 12  | 148.67                | 44%           | 0.00%          | 0.00%      | 99.35% | 97.60%  | 100.19% | Brickwork   |

# Corporate Social Responsibility

# Indiabulls Foundation: Corporate Social Responsibility



## Health



### JanSwasthya Kalyan (JSK) Vahika- Mobile Medical Vans

- Free primary healthcare services provided at doorstep to the underprivileged population of urban slums with 15 JSK- mobile medical vans
- 17,206 patients diagnosed and treated in this quarter
- 47,11,758 patients benefitted since inception



### Free Charitable Medical Clinic

- 981 patients have benefitted from IBF Medical Clinic in this quarter
- 5,13,678 patients benefitted since inception

## Education



### IBF Education Scholarship Program

- 25 underprivileged students awarded scholarship for education in this quarter
- 1,878 students awarded scholarship since inception

# Ratings, Business Value Proposition, Key Ratios, Valuations, and Shareholding

# Credit Ratings and Auditors

| Rating Agency                              | Long Term Credit Rating |
|--------------------------------------------|-------------------------|
| CRISIL [an S&P Global Company]             | AA                      |
| ICRA [a Moody's Investors Service Company] | AA                      |
| CARE Ratings                               | AA                      |
| Brickwork Ratings                          | AA+                     |

- In FY22, CRISIL, an S&P Global Company and ICRA, a Moody's Investors Service Company, revised the rating outlook of the Company to AA [Stable]

# Productivity Ratios

|                            | FY<br>2012 | FY<br>2013 | FY<br>2014 | FY<br>2015 | FY<br>2016 | FY<br>2017 | FY<br>2018 | FY<br>2019 | FY<br>2020 | FY<br>2021 | FY<br>2022 |
|----------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| No. of Employees           | 4,243      | 4,072      | 4,099      | 4,840      | 5,453      | 6,388      | 8,111      | 8,676      | 5,405      | 3,480      | 4,603      |
| Profit per employee [₹ Cr] | 0.24       | 0.31       | 0.38       | 0.39       | 0.43       | 0.46       | 0.47       | 0.47       | 0.41       | 0.35       | 0.26       |
| Asset per employee [₹ Cr]  | 5.85       | 8.09       | 10.84      | 11.82      | 14.02      | 16.23      | 16.26      | 15.00      | 19.03      | 26.79      | 17.81      |
| Cost-to-Income Ratio       | 18.7%      | 18.0%      | 17.1%      | 16.4%      | 14.3%      | 13.3%      | 12.5%      | 12.7%      | 16.2%      | 12.8%      | 21.0%      |

# Key Financial Metrics

|                                   | FY2012 | FY2013 | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 | FY2021 | FY2022 |
|-----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Pre Tax RoAA [%]                  | 4.9%   | 4.9%   | 4.8%   | 4.9%   | 4.9%   | 4.6%   | 4.3%   | 4.2%   | 2.2%   | 1.6%   | 1.8%   |
| Post Tax RoAA [%]                 | 3.7%   | 3.8%   | 3.8%   | 3.7%   | 3.7%   | 3.6%   | 3.3%   | 3.0%   | 1.9%   | 1.3%   | 1.3%   |
| RoE [%]                           | 22%    | 26%    | 27%    | 29%    | 26%    | 26%    | 30%    | 24%    | 18%    | 7.5%   | 7.2%   |
| Capital Adequacy [%] <sup>#</sup> | 19.96% | 18.58% | 20.47% | 19.60% | 23.38% | 20.91% | 20.82% | 26.49% | 27.09% | 30.65% | 32.64% |
| - Tier I <sup>#</sup>             | 19.27% | 15.05% | 16.10% | 16.28% | 20.36% | 17.25% | 15.07% | 19.81% | 20.31% | 23.96% | 27.20% |
| - Tier II <sup>#</sup>            | 0.69%  | 3.53%  | 4.37%  | 3.32%  | 3.02%  | 3.66%  | 5.76%  | 6.68%  | 6.78%  | 6.69%  | 5.44%  |

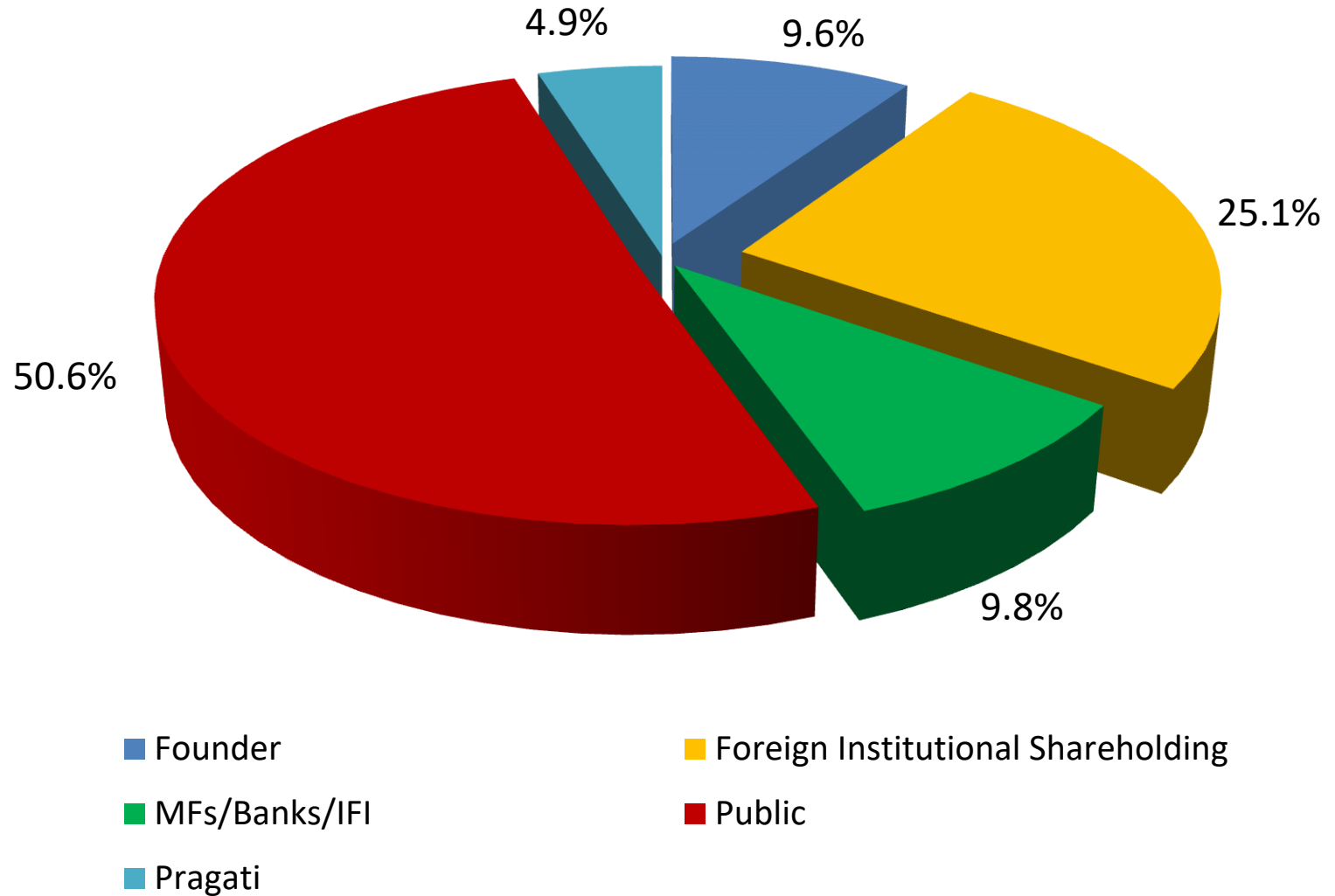
# Adjusted for mutual fund investments

RoAA: Return on Average Assets  
RoE: Return on Equity

# Valuations and Returns

|                                   | Mar-12 | Mar-13 | Mar-14 | Mar-15 | Mar-16 | Mar-17 | Mar-18 | Mar-19 | Mar-20 | Mar-21 | Mar-22 | Jun-22* |
|-----------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|
| Market Price per Share [₹]        | 207    | 272    | 286    | 558    | 674    | 998    | 1,194  | 744    | 228    | 193    | 157    | 125     |
| Dividend per Share [₹]            | 13     | 20     | 29     | 35     | 36     | 36     | 42     | 40     | 21     | 9      | -      | -       |
| Dividend Yield [%]                | 6.3%   | 7.4%   | 10.2%  | 6.3%   | 5.3%   | 3.6%   | 3.5%   | 5.4%   | 9.2%   | 4.7%   | -      | -       |
| Market Capitalisation [₹ '000 Cr] | 6.5    | 8.5    | 9.5    | 19.8   | 28.4   | 42.3   | 50.9   | 31.8   | 9.7    | 8.9    | 7.4    | 5.9     |
| Price-to-Book [times]             | 1.3    | 1.6    | 1.7    | 3.0    | 2.7    | 3.4    | 3.3    | 1.7    | 0.6    | 0.6    | 0.4    | 0.4     |
| PE Ratio [times]                  | 6.5    | 6.8    | 6.0    | 10.2   | 11.3   | 14.5   | 13.2   | 7.8    | 4.4    | 7.0    | 5.9    | 4.9     |

# Shareholding Pattern



■ Founder  
■ MFs/Banks/IFI  
■ Pragati

■ Foreign Institutional Shareholding  
■ Public

# Detailed Financials

# Consolidated Income Statement

| (₹ in Billions) |                                                                                           |               |               |              |              |
|-----------------|-------------------------------------------------------------------------------------------|---------------|---------------|--------------|--------------|
|                 | Particulars                                                                               | Quarter ended |               |              | Year ended   |
|                 |                                                                                           | 30.06.22      | 31.03.22      | 30.06.21     | 31.03.22     |
|                 |                                                                                           | (Unaudited)   | (Audited)     | (Unaudited)  | (Audited)    |
| 1               | <b>Revenue from operations</b>                                                            |               |               |              |              |
|                 | (i) Interest Income                                                                       | 19.80         | 19.11         | 22.92        | 85.83        |
|                 | (ii) Dividend Income                                                                      | -             | -             | -            | -            |
|                 | (iii) Fees and commission Income                                                          | 0.39          | 0.16          | 0.24         | 0.81         |
|                 | (iv) Net gain on fair value changes                                                       | 0.18          | 2.07          | -            | 1.73         |
|                 | (v) Net gain on derecognition of financial instruments under amortised cost category      | 0.39          | 0.55          | 0.05         | 1.47         |
|                 | <b>Total Revenue from operations</b>                                                      | <b>20.75</b>  | <b>21.89</b>  | <b>23.21</b> | <b>89.83</b> |
| 2               | Other Income                                                                              | 0.03          | 0.02          | 0.05         | 0.11         |
| 3               | <b>Total Income (1+2)</b>                                                                 | <b>20.78</b>  | <b>21.91</b>  | <b>23.26</b> | <b>89.94</b> |
| 4               | <b>Expenses</b>                                                                           |               |               |              |              |
|                 | Finance Costs                                                                             | 14.95         | 15.43         | 15.52        | 62.42        |
|                 | Net loss on fair value changes                                                            | -             | -             | 0.09         | -            |
|                 | Impairment on financial instruments (net of recoveries)                                   | 0.56          | 0.92          | 2.14         | 4.64         |
|                 | Employee Benefits Expenses                                                                | 0.72          | 1.13          | 1.15         | 4.68         |
|                 | Depreciation and amortization                                                             | 0.18          | 0.20          | 0.19         | 0.77         |
|                 | Other expenses                                                                            | 0.51          | 0.51          | 0.48         | 1.87         |
|                 | <b>Total expenses</b>                                                                     | <b>16.92</b>  | <b>18.19</b>  | <b>19.56</b> | <b>74.38</b> |
| 5               | <b>Profit before tax (3-4)</b>                                                            | <b>3.86</b>   | <b>3.72</b>   | <b>3.69</b>  | <b>15.56</b> |
| 6               | <b>Tax expense</b>                                                                        |               |               |              |              |
|                 | Current tax Expense/ (Credit)                                                             | 0.49          | (0.45)        | 0.66         | 0.62         |
|                 | Deferred Tax Charge                                                                       | 0.50          | 1.11          | 0.22         | 3.16         |
|                 | <b>Total Tax Expense</b>                                                                  | <b>0.99</b>   | <b>0.66</b>   | <b>0.88</b>  | <b>3.78</b>  |
| 7               | <b>Profit for the period / year attributable to the Shareholders of the Company (5-6)</b> | <b>2.87</b>   | <b>3.07</b>   | <b>2.82</b>  | <b>11.78</b> |
| 8               | <b>Other comprehensive income</b>                                                         |               |               |              |              |
|                 | A (i) Items that will not be reclassified to statement of profit or loss                  |               |               |              |              |
|                 | (a) Remeasurement gain / (loss) on defined benefit plan                                   | 0.04          | 0.04          | 0.04         | 0.01         |
|                 | (b) Gain / (Loss) on equity instrument designated at FVOCI                                | -             | 0.01          | (0.06)       | 0.70         |
|                 | (ii) Income tax impact on above                                                           | 0.01          | (0.00)        | 0.00         | (0.12)       |
|                 | B (i) Items that will be reclassified to statement of profit or loss                      |               |               |              |              |
|                 | (a) Effective portion of cash flow hedges                                                 | 3.34          | (0.18)        | 0.22         | 0.81         |
|                 | (ii) Income tax impact on above                                                           | (0.84)        | 0.05          | (0.06)       | (0.20)       |
|                 | <b>Total Other comprehensive Income / (loss) (net of tax)</b>                             | <b>2.55</b>   | <b>(0.09)</b> | <b>0.15</b>  | <b>1.20</b>  |
| 9               | <b>Total comprehensive income (after tax) (7+8)</b>                                       | <b>5.42</b>   | <b>2.98</b>   | <b>2.97</b>  | <b>12.98</b> |
| 10              | <b>Paid-up Equity Share Capital</b>                                                       | <b>0.90</b>   | <b>0.89</b>   | <b>0.89</b>  | <b>0.89</b>  |
| 11              | <b>Earnings per Share (EPS)</b>                                                           |               |               |              |              |
|                 | <i>*(EPS for the quarters are not annualised)</i>                                         |               |               |              |              |
|                 | -Basic (Amount in ₹)                                                                      | 6.40          | 6.88          | 6.32         | 26.42        |
|                 | -Diluted (Amount in ₹)                                                                    | 6.40          | 6.88          | 6.31         | 26.34        |
|                 | -Face Value (Amount in ₹)                                                                 | 2.00          | 2.00          | 2.00         | 2.00         |

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