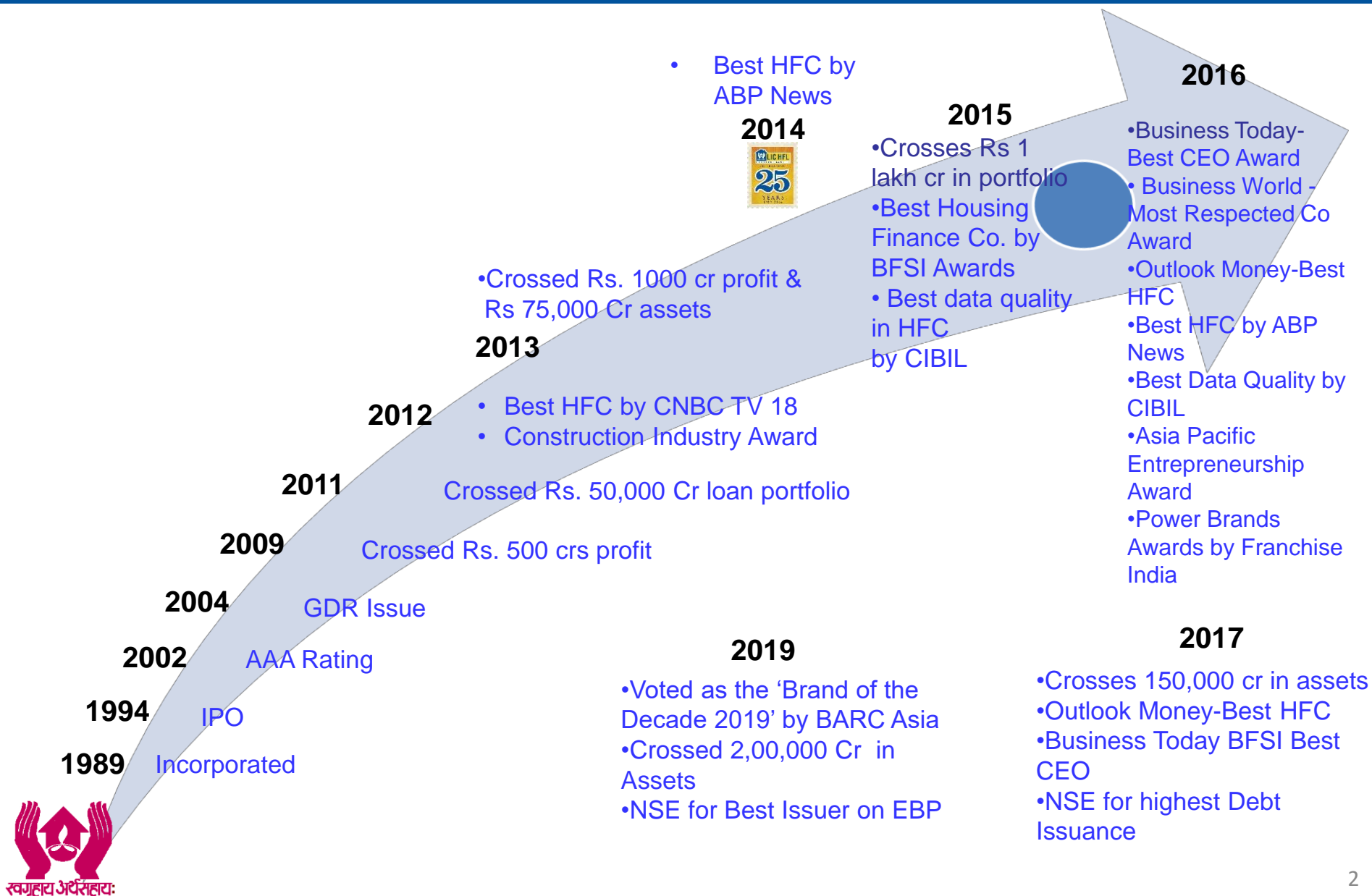


# Q1 FY21 Investor Update

# LICHFL: A Journey of 31 Years...



## Executive Summary – Q1/FY21

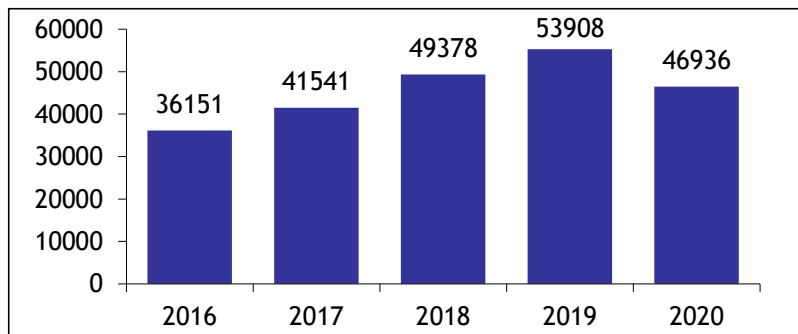
- Q1 FY21 PAT at Rs 817.48 cr as against Rs 610.68 cr up 34 %
- Q1 FY21 Total Revenue from operations up by 4 % to Rs 5003.71 cr
- Outstanding Loan portfolio up by 6 % to Rs. 209817 cr
  - Individual Loan Portfolio up by 6% to Rs. 195176 cr
- Q1FY21 Disbursements Rs.3560 cr against Rs. 10261 cr
  - Individual Home Loan Disbursements Rs.3034 cr against Rs.7871 cr
- Net Interest Income Rs. 1220.61 cr as against 1181.86 cr as on 30.06.2020
- Net Interest Margins 2.32 % for Q1 FY21 as against 2.41 % for Q1FY20
- Stage 3 EAD at 2.83% as against 2.83% as on 31.03.2020

## Impact of Covid 19

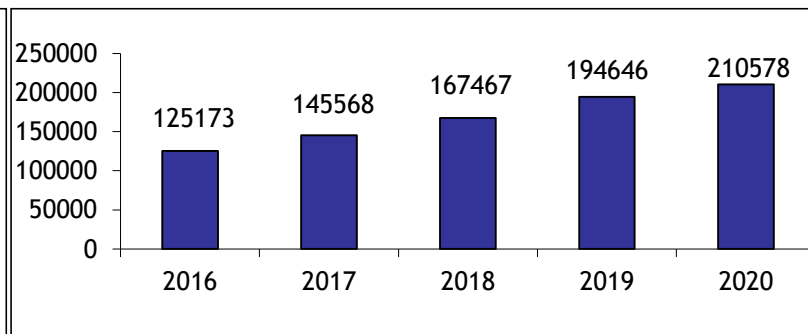
- WHO announced COVID-19 outbreak as a pandemic on 11 March 2020. India was in Lockdown in various phases from March 25, 2020 till 31<sup>st</sup> May, 2020. Thereafter, there has been gradual process of unlocking.
- During Lockdown, the Company seamlessly moved to the BCP and continued all regular operations through Work from Home. All the offices are now opened for business, following relaxations in lockdown and guidelines issued by respective authorities.
- Moratorium- In accordance with RBI directions, the Company offered moratorium to its customers for the period March 1, 2020 to June 30, under moratorium 1 and pursuant to RBI directions of May 23, 2020 under moratorium II an extension of 3 months from June 1, 2020 to August 31, 2020
  - Individual Home Loans under moratorium accounted for 16% of the Home Loans portfolio as on June 30, 2020.
  - Approximately 25% of the Company's total loans under management is in moratorium as of June 30, 2020.

## Update – last 5 years

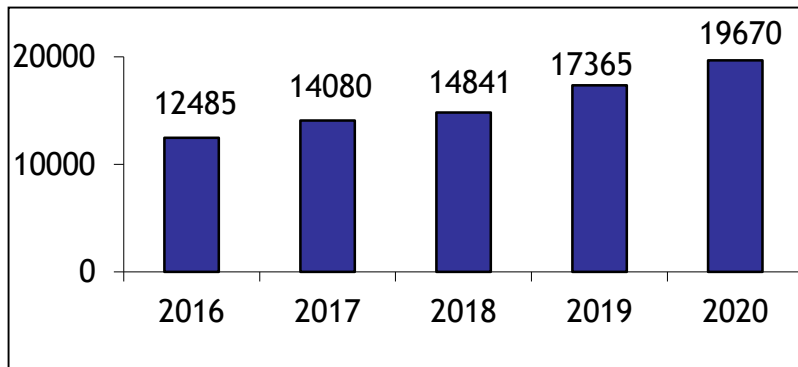
### Disbursement (Rs. Cr) CAGR 7%



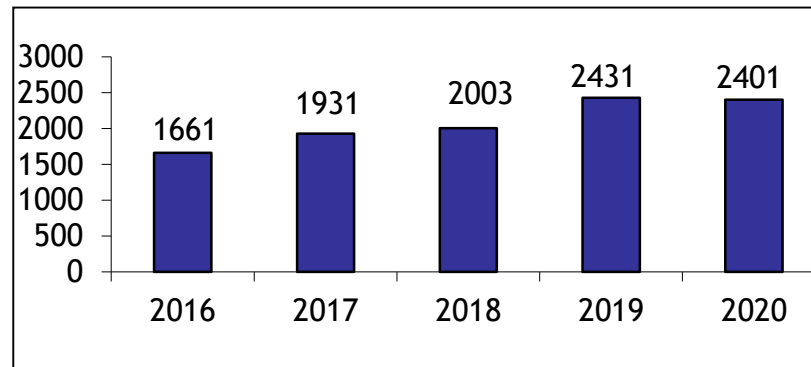
### Loan Portfolio (Rs.cr) CAGR 14%



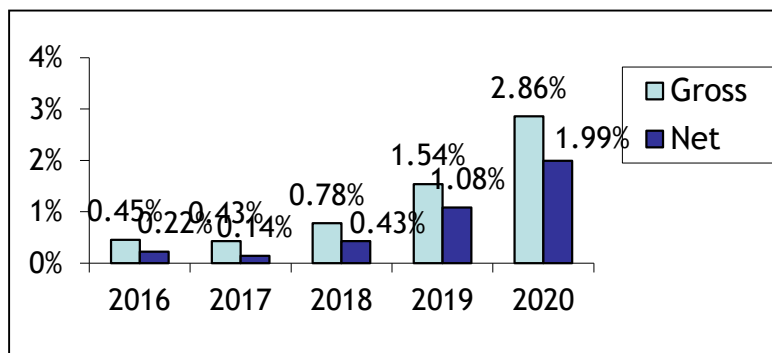
### Income (Rs. cr) CAGR 12%



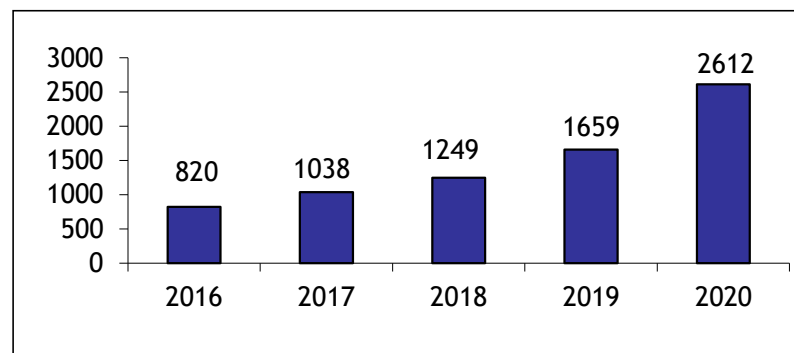
### Profit After Tax (Rs. cr) CAGR 15%



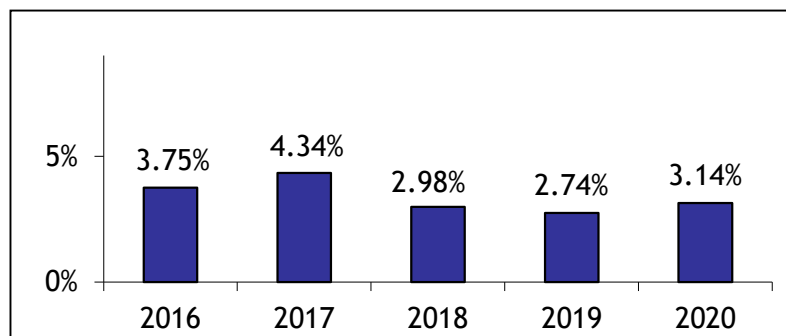
## Gross & Net NPAs



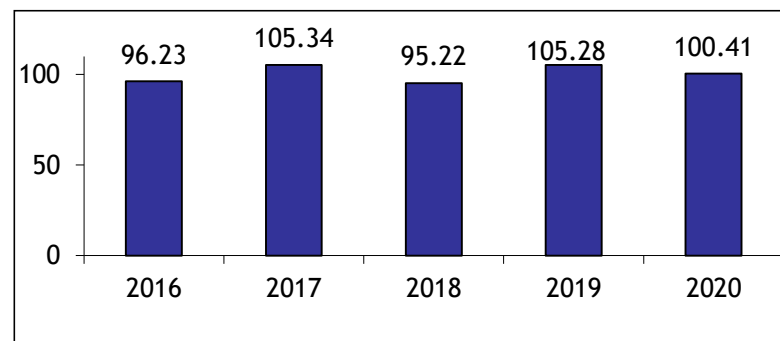
## Total Provisions\* (Rs cr)



## Operating Expense to Total Income



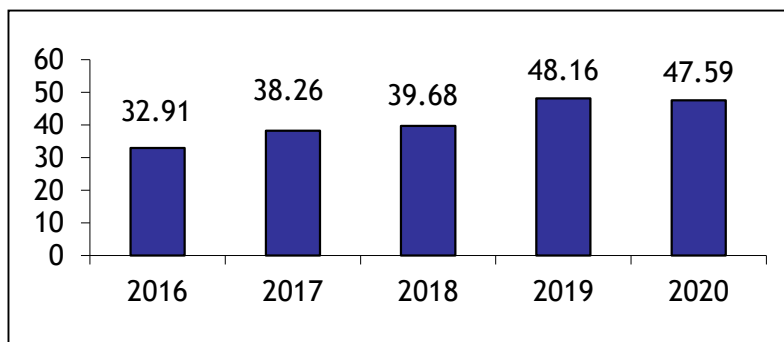
## Profit per employee (Rs. lacs)



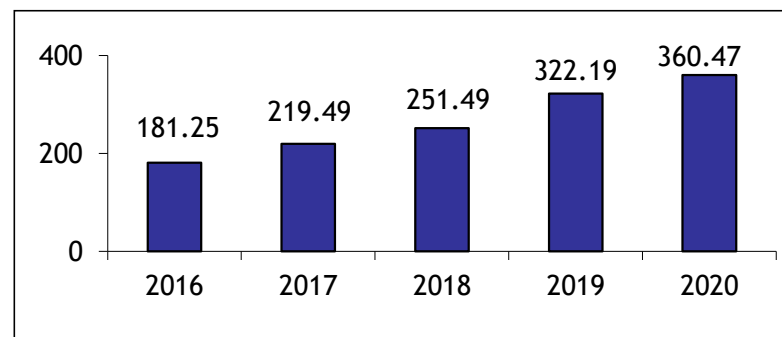
\* For 2019 and 2020 ECL Provisions of Stage 1,2 and 3

## Update – last 5 years

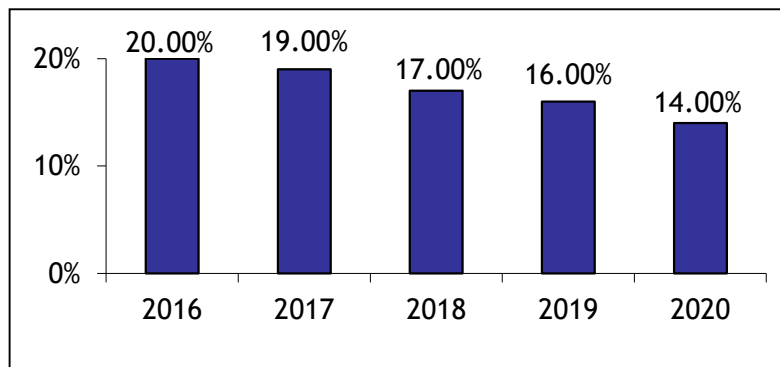
### EPS (Rs) (Rs 2/- pd up)



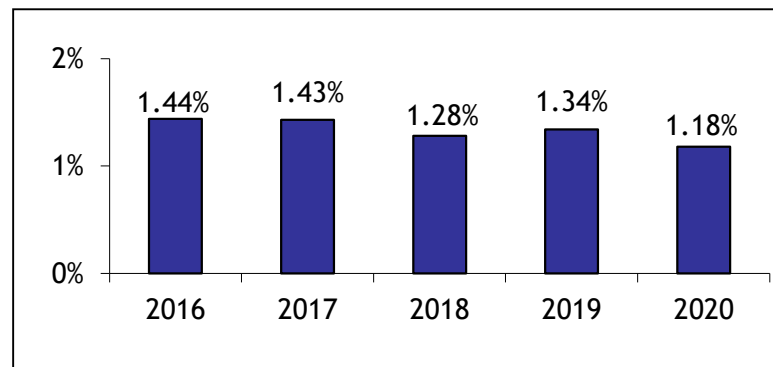
### Book Value (Rs)(Rs 2/- pd up)



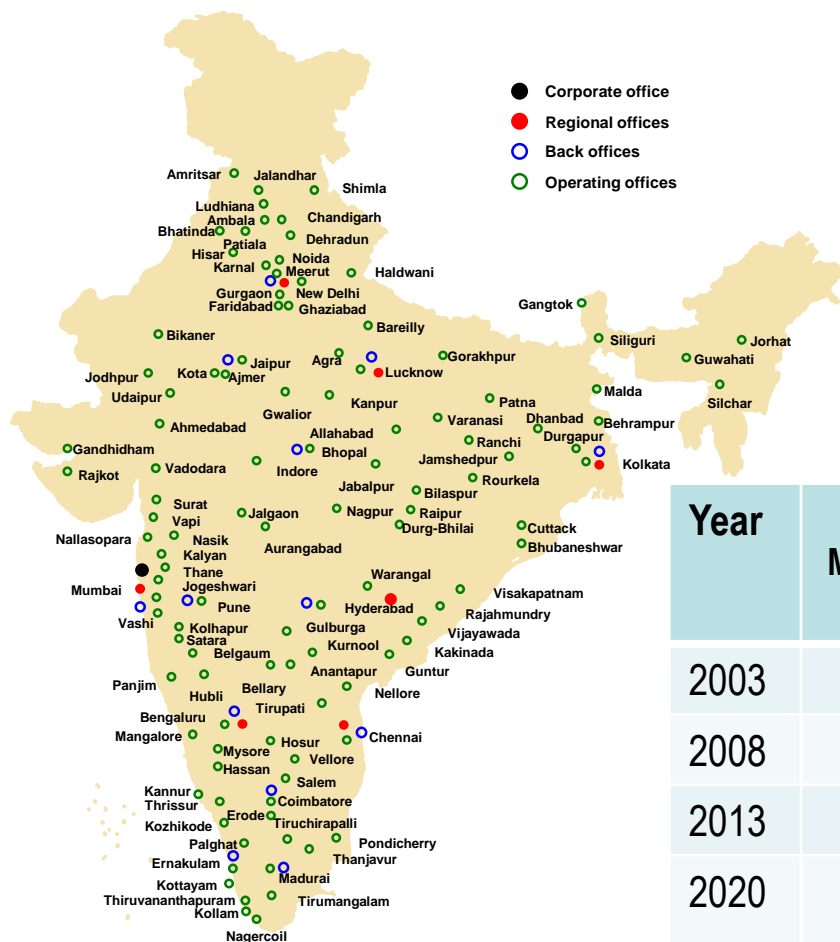
### Return on Avg Equity



### Return on Avg Loan Assets



# Large geographic presence



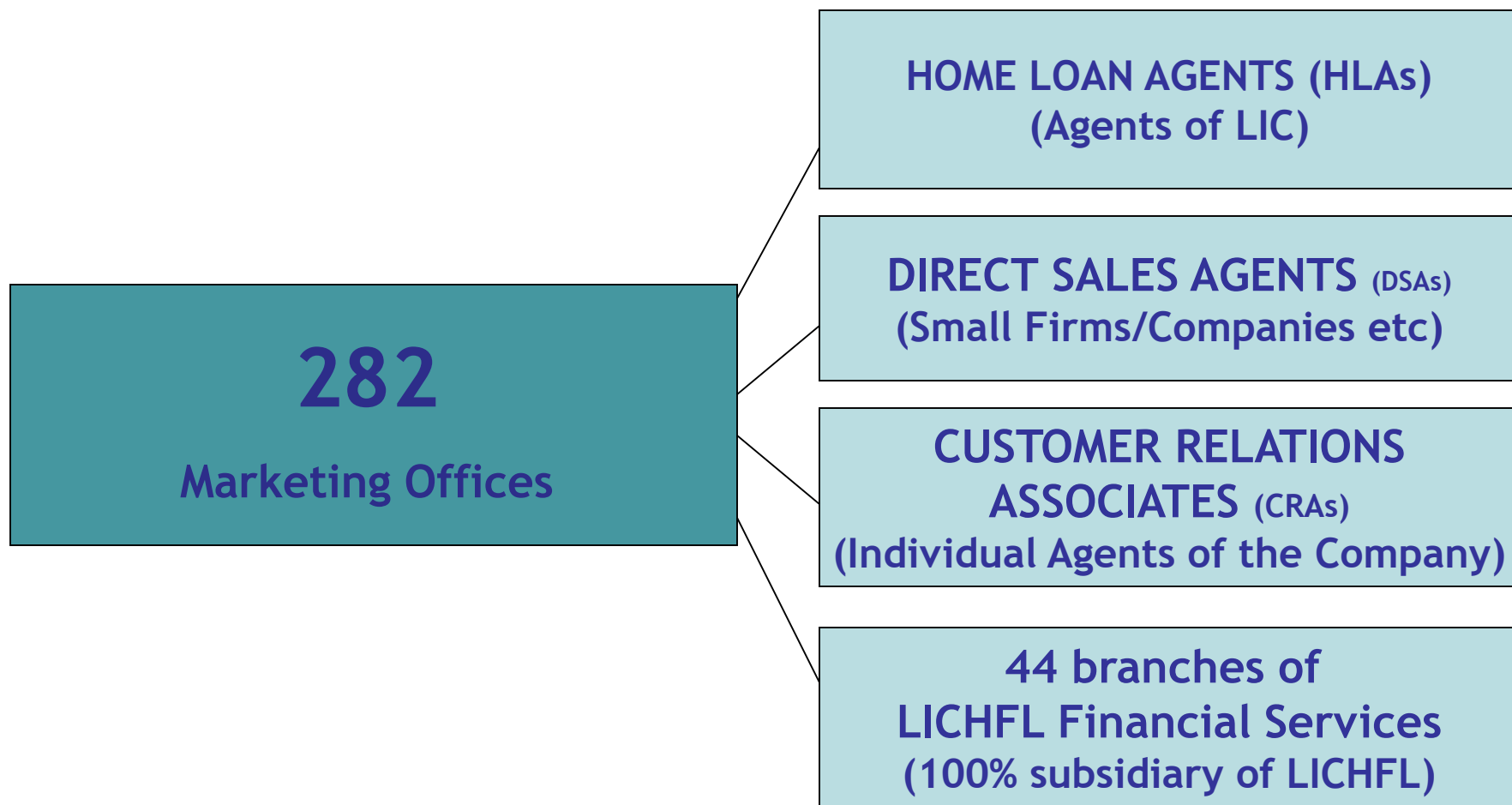
- 9 Regional Offices
- 24 Back Offices
- 282 Marketing Offices
- Rep offices in Dubai & Kuwait
- Coverage of more than 450 centres
- 2384 Employees

**Widening footprint...improved efficiencies**

Year	No of Marketing Offices	No of Back offices	No of Regional Offices	No of Employees	Lon Portfolio Rs cr
2003	105	-	6	870	7772
2008	125	14	6	985	21936
2013	194	16	7	1446	77812
2020	282	24	9	2392	210578

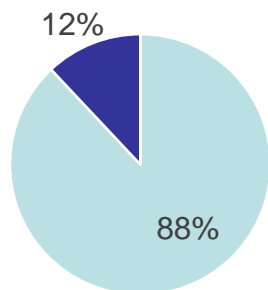


## Distribution Network



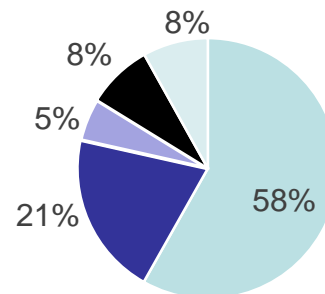
# Origination Pattern & Average Ticket Size

Customer Type (No.)



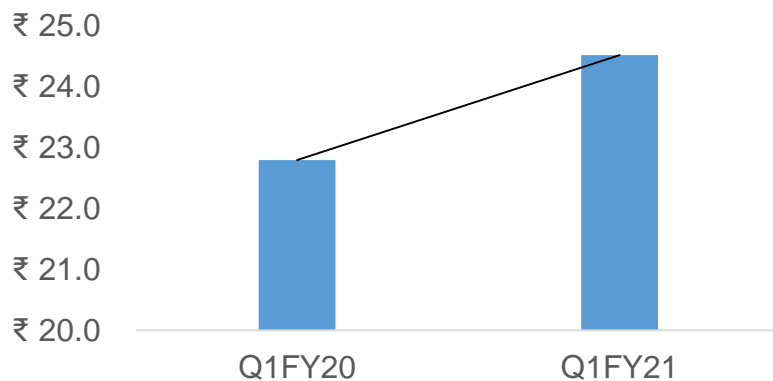
■ Salaried ■ Self Employed

Originations by source

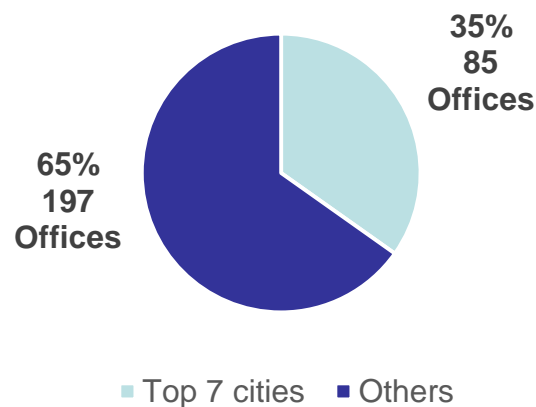


■ HLA ■ DSA ■ CRA ■ DIRECT ■ LICHFLFSL

Incremental Ticket Size  
(Rs lacs)

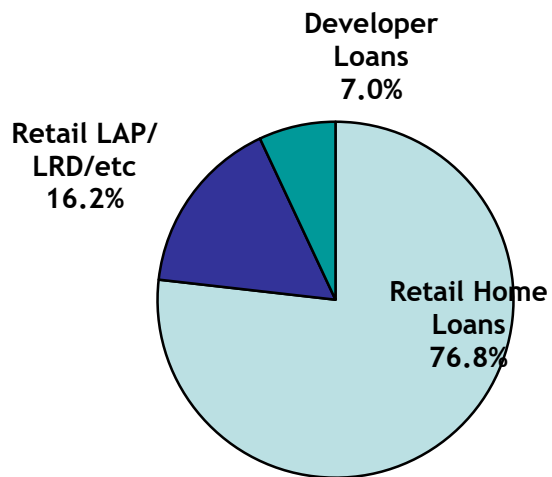


Top 7 cities & Others



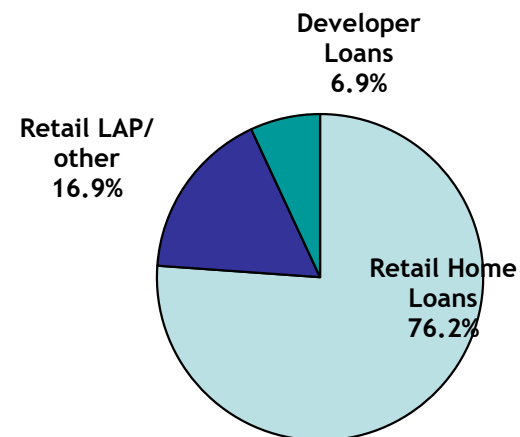
■ Top 7 cities ■ Others

# Loan Book Composition



**30.06.2020**

**O/s Portfolio Rs. 209817 cr**



**30.06.2019**

**O/s Portfolio Rs. 197768 cr**

# Individual Loans – Portfolio Stats

## Pure Floating Rate Loans To Outstanding Portfolio

As of FY19	93%
As of FY20	92%
As of Q1FY21	94%

## Loan To Value Ratio On Incremental Sanctions

For FY19	46%
For FY20	49%
For Q1FY21	51%

## Prepayment Lump Sum/ opening book

For FY19	10.2%
For FY20	10.1%
For Q1FY21	5.3%

## Installment to Net Income Ratio On Incremental Sanctions

For FY19	32.00%
For FY20	31.00%
For Q1FY21	30.00%

# Financial Highlights

	Q1 FY 2021	Q1 FY 2020
Return on Average Equity (%)	17.58%	15.42%
Return on Average Assets (%)	1.6%	1.3%
Earnings per share (on Rs 2 pd up)	16.20	12.10
Capital Adequacy Ratio	March 2020	March 2019
Tier I	12.19	12.30
Tier II	1.70	2.06
Total	13.89	14.36

# Executive Summary-Q1/FY21

	Var	Q1FY21	Q1FY20
Interest Income on Individual Loans	4%	4535.89	4369.96
Interest Income on Project Loans	3%	398.27	386.56
Other Interest Income	82%	50.92	27.93
<u>Total Interest Income</u>	4%	4985.08	4784.45
<u>Total Revenue from operations</u>	4%	5003.71	4807.20
Interest Expenses	4%	3764.47	3602.59
<u>Net Interest Income</u>	3%	1220.61	1181.86
Salary & Other Establishment Exp.	26%	138.90	110.40
Provisions for Expected Credit Loss	-78%	56.45	253.33
<u>Profit before Tax</u>	21%	1017.67	840.89
Income Tax Provision including Deferred Tax	-13%	200.19	230.21
<u>Net Profit</u>	34%	817.48	610.68

# Executive Summary-Q1/FY21

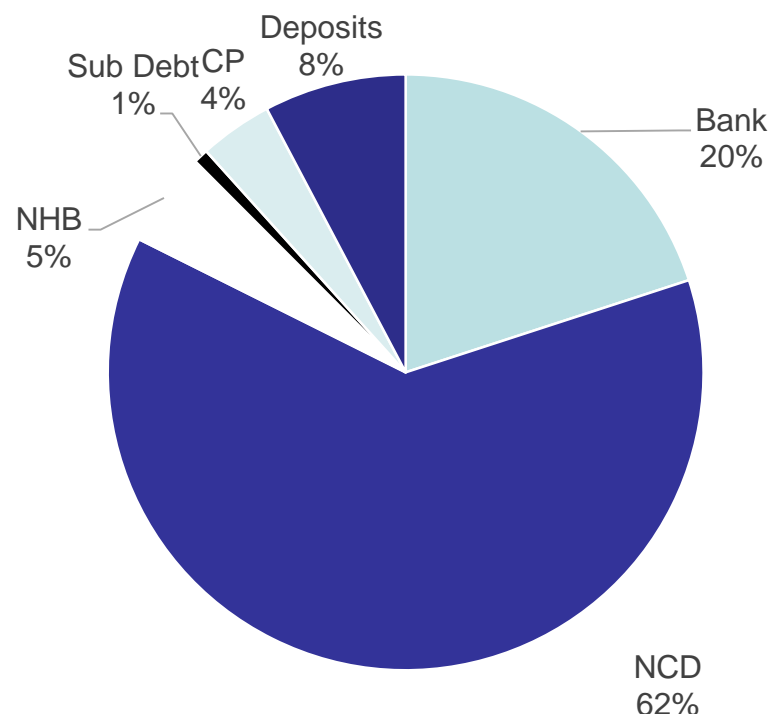
	<i>Var</i>	<b>Q1FY21</b>	<b>Q1FY20</b>
<b>Disbursements</b>			
Individual	<b>-64%</b>	<b>3402</b>	<b>9432</b>
Project	<b>-81%</b>	<b>159</b>	<b>829</b>
<b><u>Total</u></b>	<b>-65%</b>	<b>3560</b>	<b>10261</b>
<b>Outstanding Portfolio</b>			
Individual	<b>6%</b>	<b>195176</b>	<b>184155</b>
Project	<b>7.5%</b>	<b>14641</b>	<b>13614</b>
<b><u>Total</u></b>	<b>6%</b>	<b>209817</b>	<b>197768</b>
<b>Net Interest Margins(%)</b>		<b>2.32%</b>	<b>2.41%</b>
<b>Weighted average cost of funds</b>		<b>7.87%</b>	<b>8.46%</b>
<b>Yield on advances annualised</b>		<b>10.15%</b>	<b>10.45%</b>
<b>Spreads</b>		<b>2.28%</b>	<b>1.99%</b>

# Liability Profile

as on 30.06.2020

Source	Wtd Avg Cost (%)
Banks & Institutions	7.24%
Non Convertible Debenture	8.31%
National Housing Bank	6.28%
Sub. Bonds & Upper Tier II	8.95%
Commercial Paper	6.19%
Deposits	7.84%
<b>Total</b>	<b>7.87%</b>

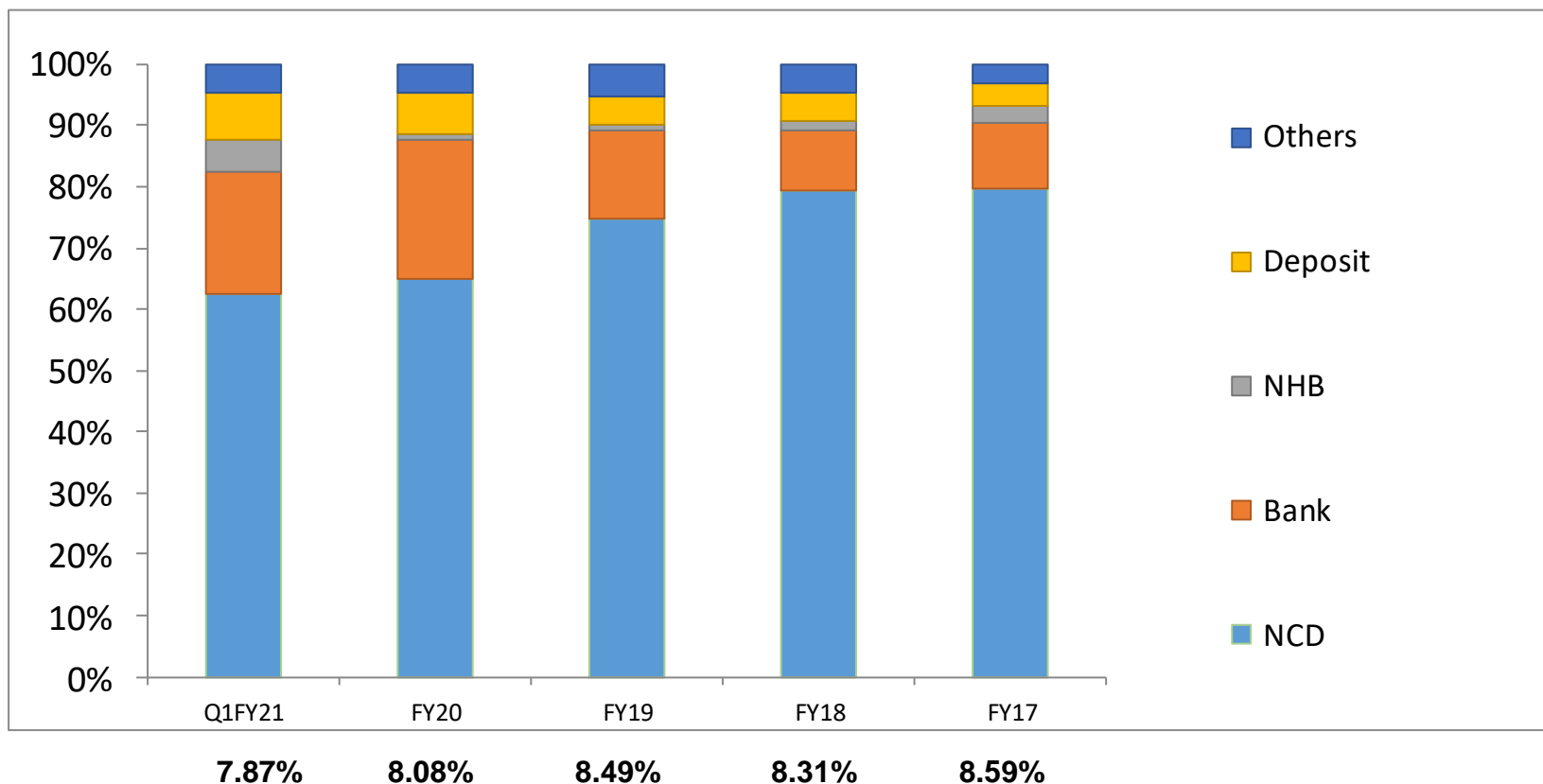
Outstanding Borrowings – Rs. 188259 cr



During Q1 FY21, Incremental Cost of funds was 6.80%

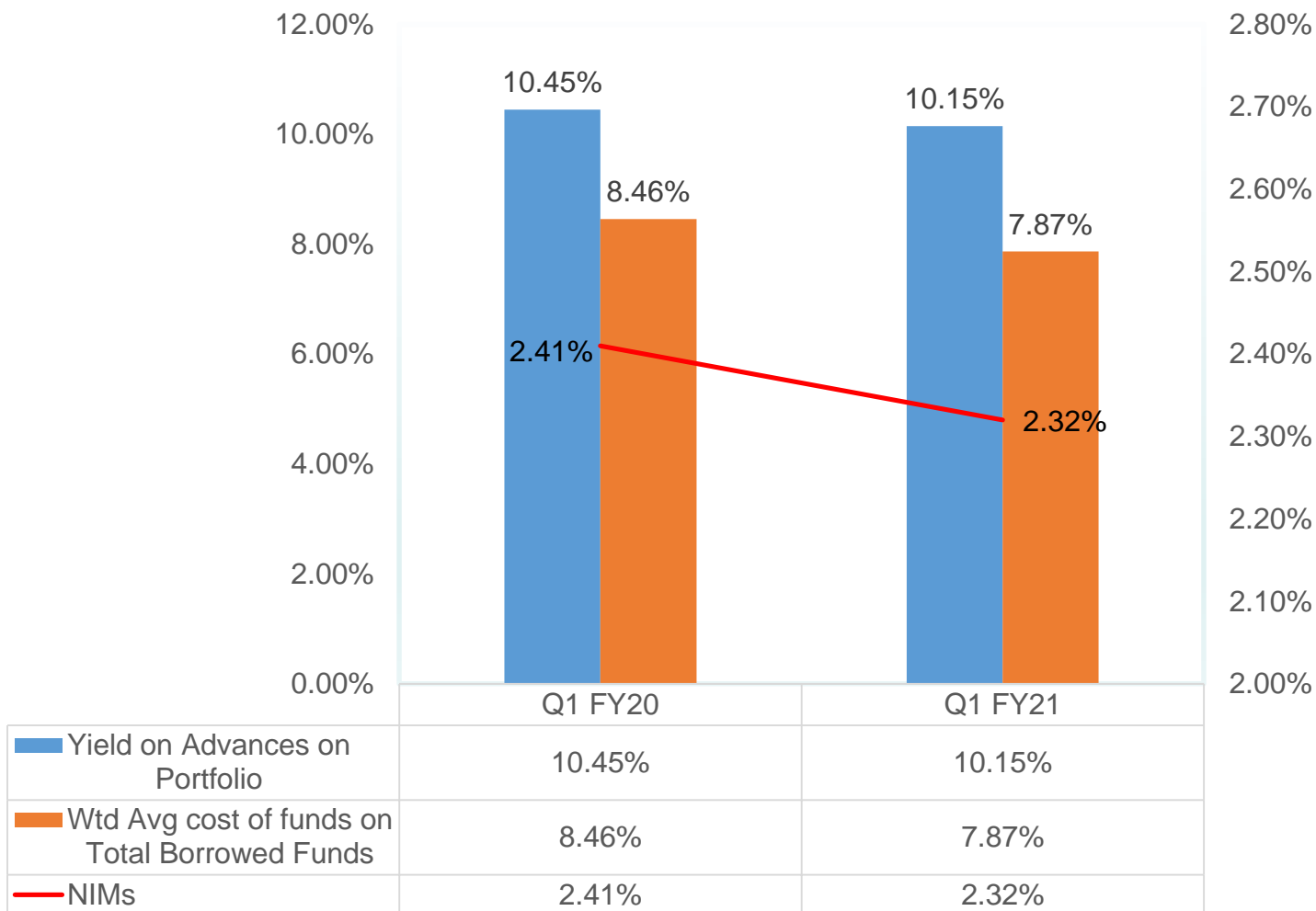


# Change in Liability Mix- last 4 yrs

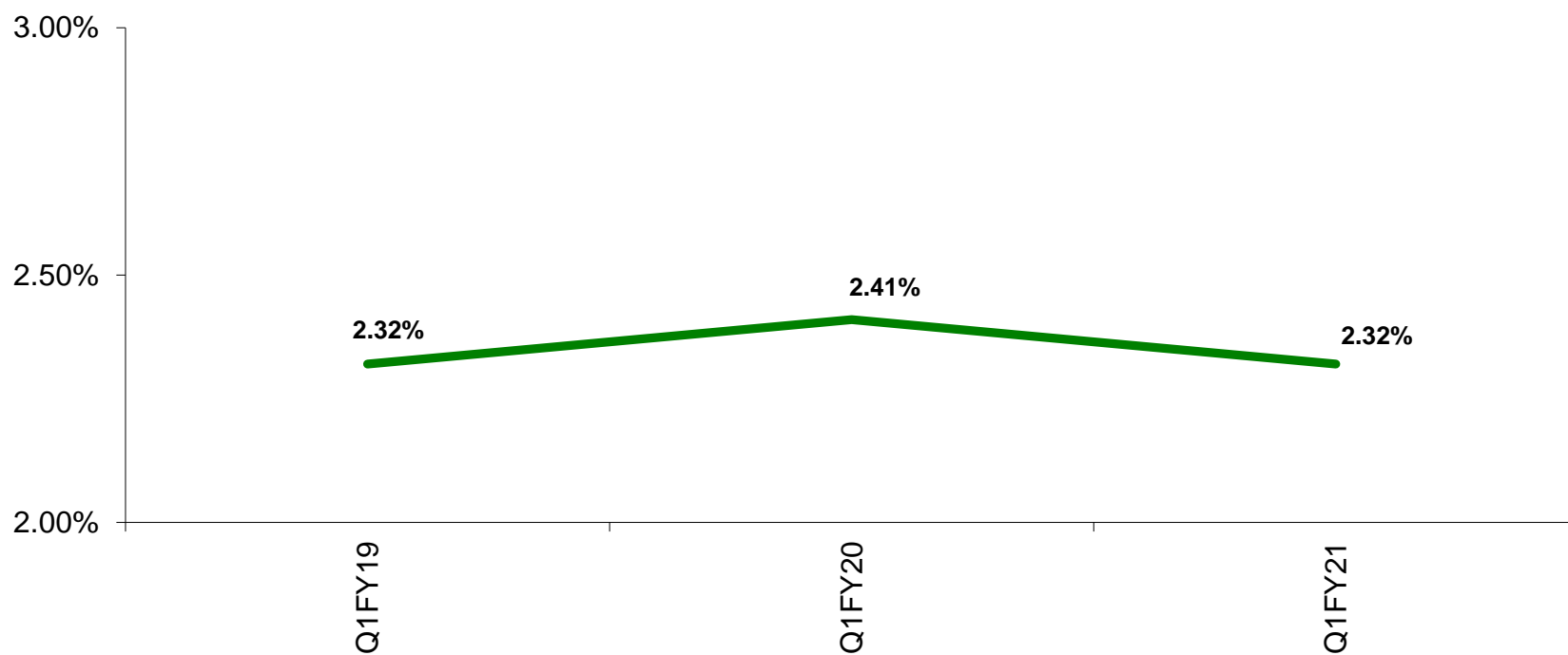


**Wtd. Avg. cost  
of Funds**

# Yield & Cost of Funds on portfolio



# NIMs



# Classification of Assets

Exposure At Default %	June-20	June-19
Stage 1	93.20%	93.28%
Stage 2	3.97%	4.74%
Stage 3	2.83%	1.98%
Total	100%	100%
ECL Provision	June-20	June-19
Stage 1	Rs. 0.13 cr	Rs. 27.56 cr
Stage 2	Rs. 0.14 Cr	Rs. 128.56 cr
Stage 3	Rs. 2668.63 Cr	Rs. 1756.70 cr

# Thank you

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