Q1 FY23 Investor Update

LICHFL: A Journey of 33 Years…

1989 Incorporated

1994 IPO

2002 AAA Rating

2004 GDR Issue

2009 Crossed Rs. 500 crs profit

2011 Crossed Rs. 50,000 Cr loan portfolio

2012: New Logo introduced

2012
- Best HFC by CNBC TV 18
- Construction Industry Award

2013
- Crossed Rs. 1000 cr profit & Rs 75,000 Cr assets

2014
- Best HFC by ABP News

2015
- Crosses Rs 1 lakh cr in portfolio
- Best Housing Finance Co. by BFSI Awards
- Best data quality in HFC by CIBIL

2016
- Business Today- Best CEO Award
- Business World -Most Respected Co Award
- Outlook Money-Best HFC
- Best HFC by ABP News
- Best Data Quality by CIBIL
- Asia Pacific Entrepreneurship Award
- Power Brands Awards by Franchise India

2017
- Crossed 150,000 cr in assets
- Outlook Money-Best HFC
- Business Today BFSI Best CEO
- NSE for highest Debt Issuance

2019
- Voted as the 'Brand of the Decade 2019' by BARC Asia
- Crossed 2,00,000 Cr in Assets
- NSE for Best Issuer on EBP

2020

PROJECT RED

Reimagining Excellence thru' Digital transformation

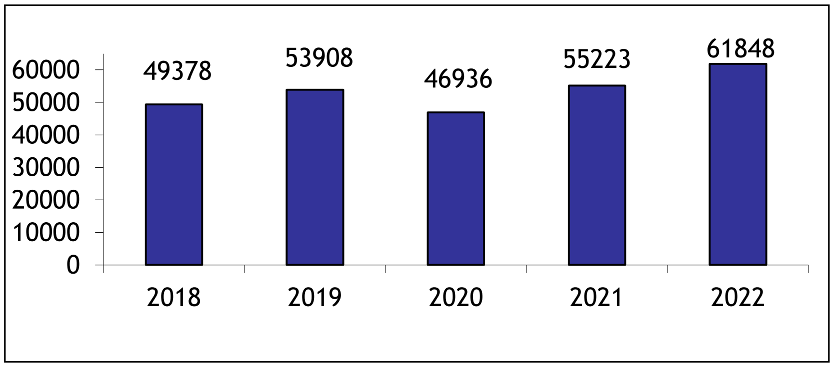
2022
- Crossed Rs. 2,50,000 Cr in Assets
- "Best Organisation for Women 2022" award by 'The Economic Times'
- "BEST CSR" Award in the 11th Edition of Global CSR Excellence & Leadership Awards.

Executive Summary – Q1/FY23

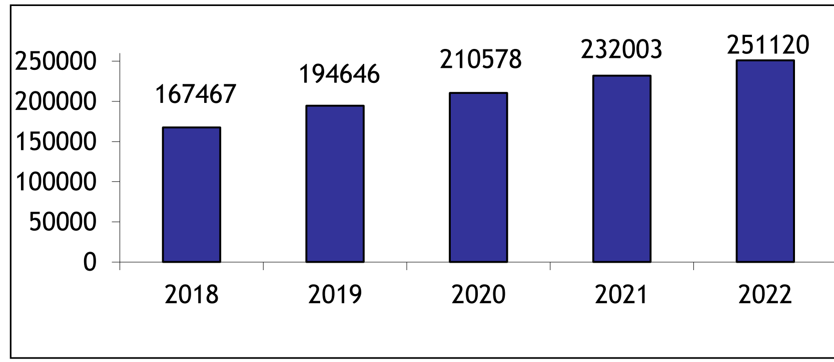
- Q1 FY23 PAT at Rs. 925.48 cr as against Rs 153.44 cr, up by 503%
- Q1 FY23 Total Revenue from operations Rs. 5285.46 cr as against Rs. 4857.11 cr , up by
- Outstanding Loan portfolio up by 10 % to Rs. 255712 cr
  - Individual Home Loan Portfolio up by 15% to Rs. 209599 Cr
- Q1FY23 Disbursements Rs. 15201 cr against Rs. 8652 cr , growth of 76%.
  - Individual Home Loan Disbursements Rs. 13131 cr against Rs. 7650 cr, growth of 72%
- Net Interest Income Rs.1610.19 cr as against Rs. 1275.31 cr as on 30.06.2021, growth of 26 %
- Net Interest Margins 2.54 % for Q1 FY23 as against 2.20 % for Q1FY22
- Stage 3 EAD at 4.96 % as against 5.93% as on 30.06.2021
- Total ECL provision stood at Rs. 6141 Cr as on 30.06.2022.
  - Covid-19 related provision stood at Rs. 619.10 Cr as on 30.06.2022.
  - Collection efficiency for June 2022 stood at 99%.

Update – last 5 years

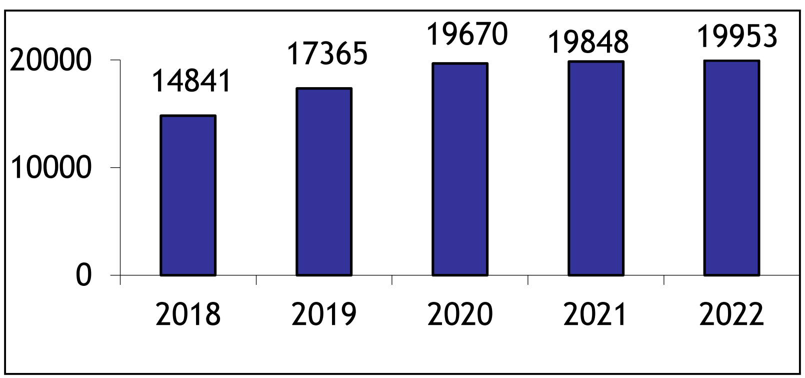
Disbursement (Rs. Cr) CAGR 6%



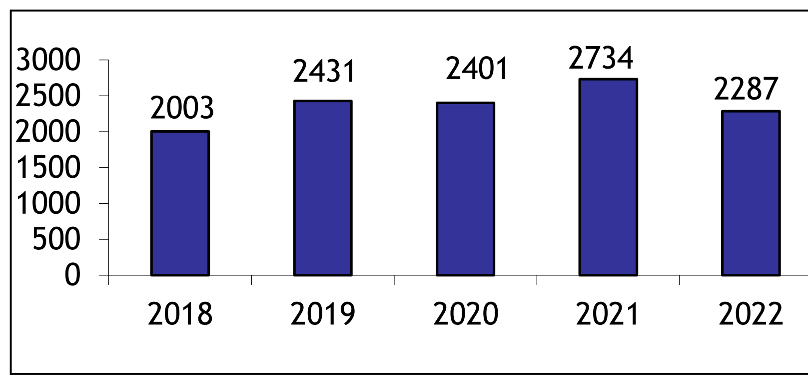
Loan Portfolio (Rs.cr) CAGR 11%



Income (Rs. cr) CAGR 7%

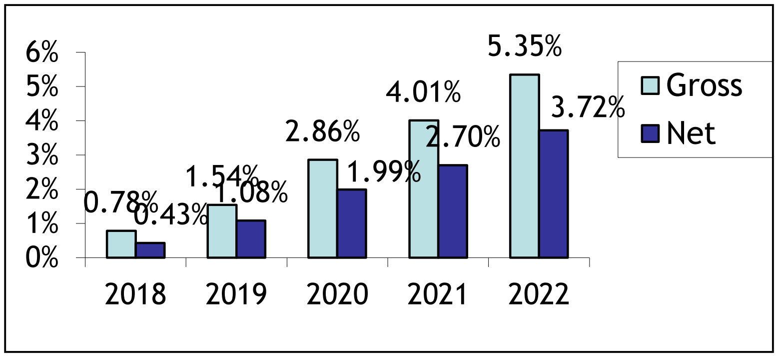


Profit After Tax (Rs. cr) CAGR 4%

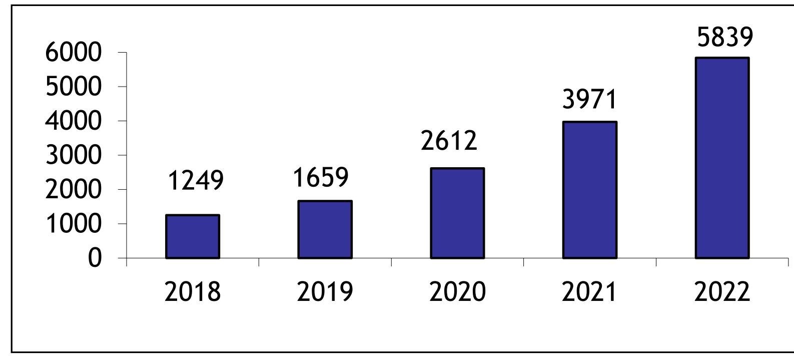


Update – last 5 years

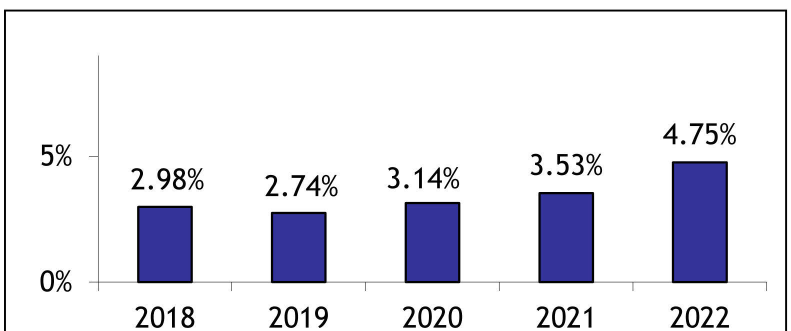
Gross & Net NPAs



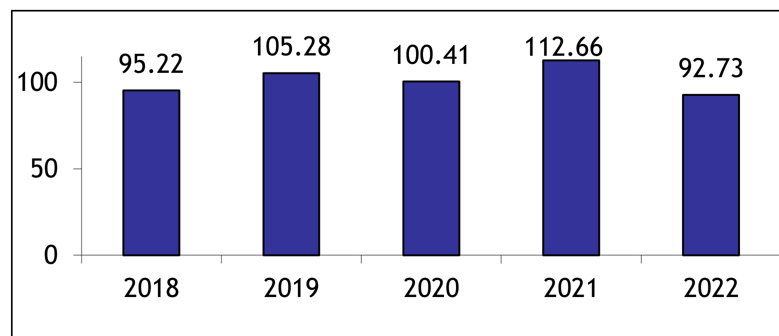
Total Provisions* (Rs cr)



Operating Expense to Total Income



Profit per employee (Rs. lacs)

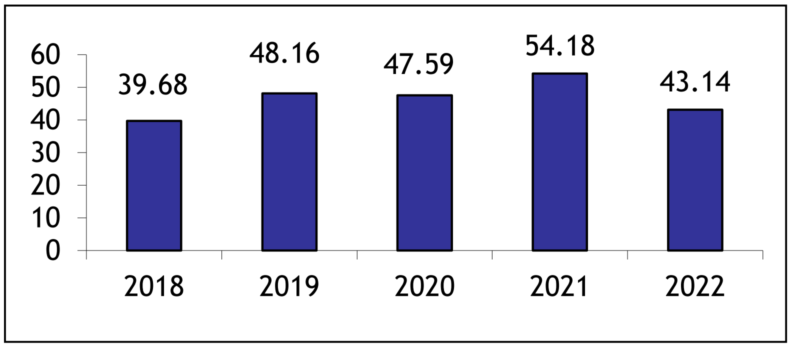


As per IGAAP till 2021 and as per RBI notification dated 12th Nov. 2021 for 2022

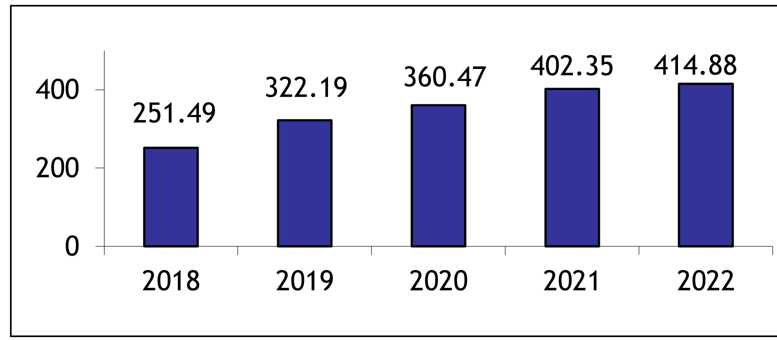
* For 2019, 2020, 2021 & 2022 ECL Provisions of Stage 1,2 and 3

Update – last 5 years

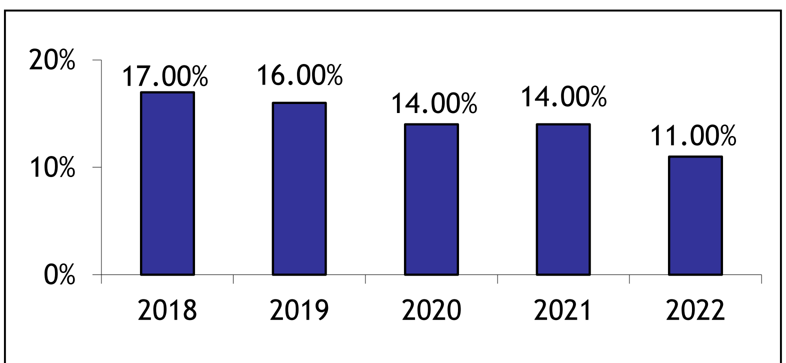
EPS (Rs) (Rs 2/- pd up)



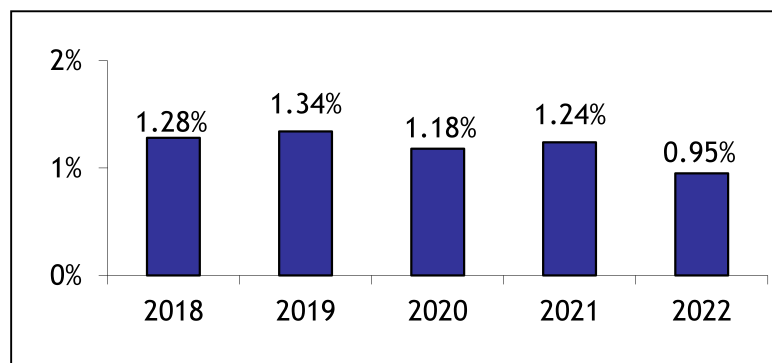
Book Value (Rs)(Rs 2/- pd up)



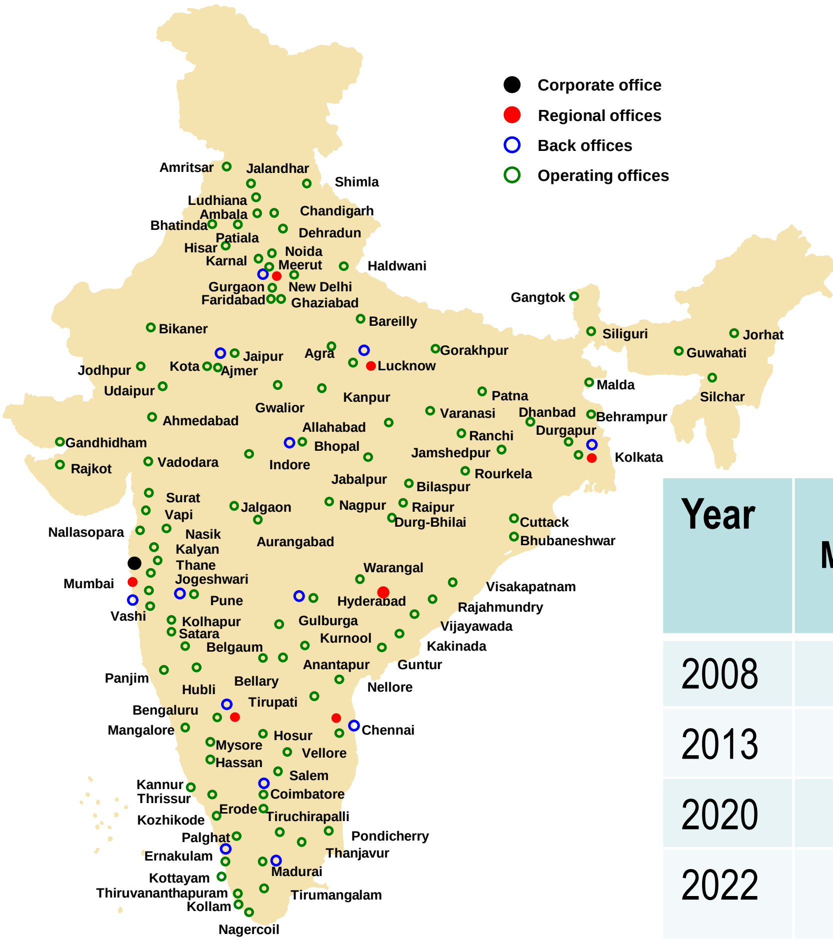
Return on Avg Equity



Return on Avg Loan Assets



Large geographic presence



- 9 Regional Offices
- 24 Back Offices
- 283 Marketing Offices
- Rep offices in Dubai
- Coverage of more than 450 centres
- 2444 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
2008	125	14	6	985	**21936**
2013	194	16	7	1446	**77812**
2020	282	24	9	2392	**210578**
2022	282	24	9	2467	**251120**

LIC HFL
LIC HOUSING FINANCE LTD

Distribution Network

283

Marketing Offices

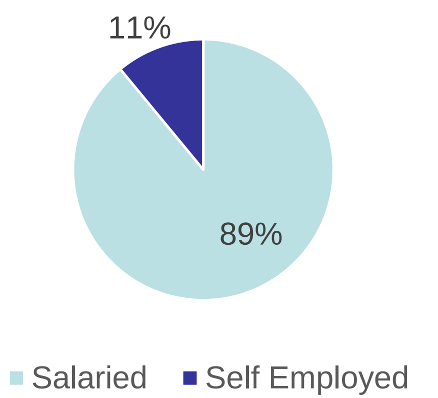
- **HOME LOAN AGENTS (HLAs)**
  (Agents of LIC)
- **DIRECT SALES AGENTS (DSAs)**
  (Small Firms/Companies etc)
- **CUSTOMER RELATIONS ASSOCIATES (CRAs)**
  (Individual Agents of the Company)
- **48 branches of LICHFL Financial Services**
  (100% subsidiary of LICHFL)

New Marketing Channel → **DIRECT MARKETING EXECUTIVES (DME)**
(Captive Marketing Channel)

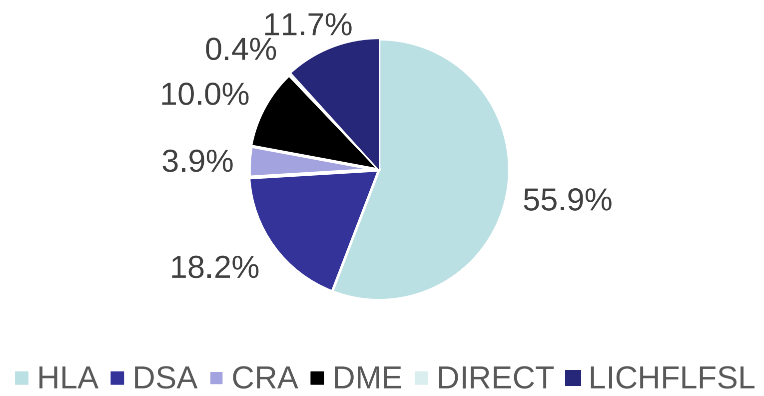
***Online Loan approvals during Q1 FY23 were Rs. 6568 Cr**

Origination Pattern & Average Ticket Size

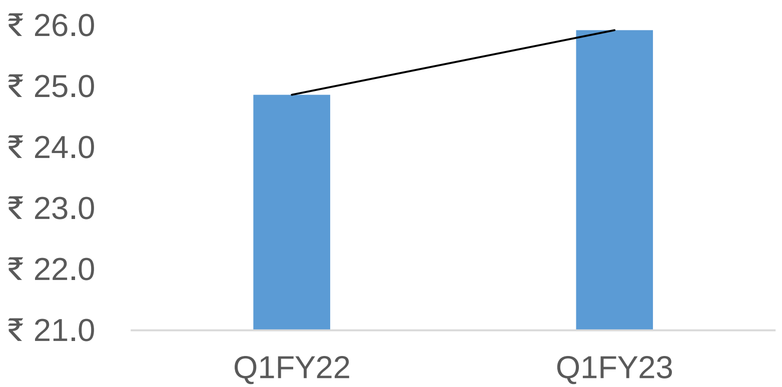
Customer Type (No.)



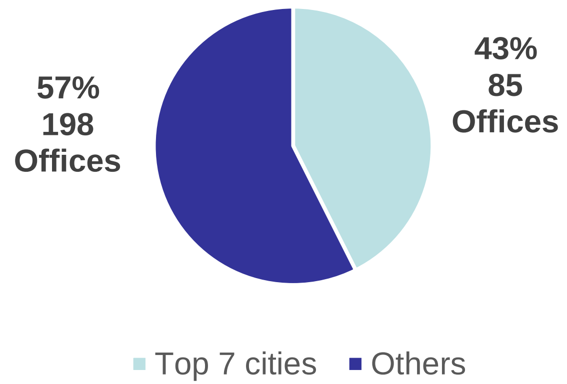
Originations by source



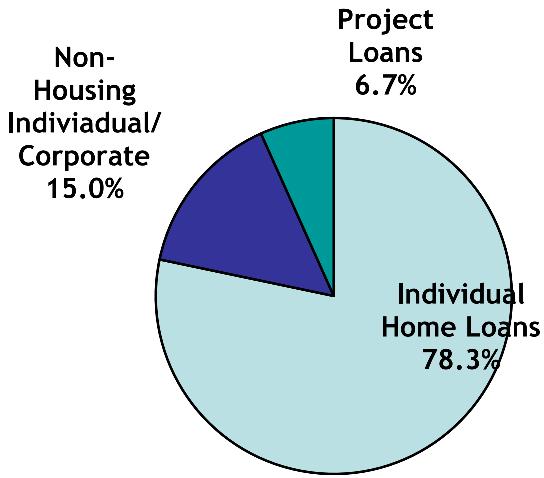
Incremental Ticket Size (Rs lacs)

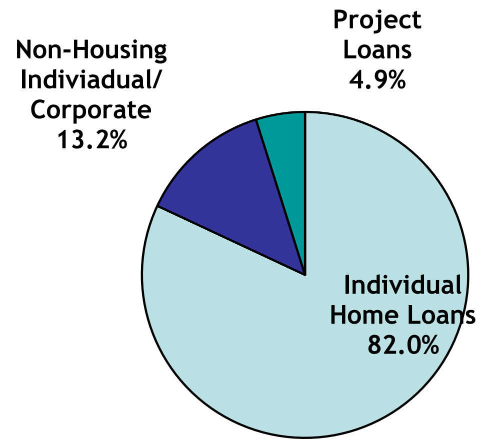


Top 7 cities & Others



Loan Book Composition





30.06.2021

O/s Portfolio Rs. 232548 cr

30.06.2022

O/s Portfolio Rs. 255712 cr

Individual Loans – Portfolio Stats

Pure Floating Rate Loans To Outstanding Portfolio	
As of FY21	97%
As of FY22	95%
As of Q1FY23	96%

Loan To Value Ratio On Incremental Sanctions	
For FY21	48%
For FY22	48%
For Q1FY23	48%

Prepayment Lump Sum/ opening book	
For FY21	10.8%
For FY22	10.9%
For Q1FY23	10.4%

Installment to Net Income Ratio On Incremental Sanctions	
For FY21	29.00%
For FY22	29.00%
For Q1FY23	28.00%

Financial Highlights

	Q1 FY 2023	Q1 FY 2022
Return on Average Equity (%)	15.93%	3.04%
Return on Average Assets (%)	1.46%	0.3%
Earnings per share (on Rs 2 pd up)	16.82	3.04
Capital Adequacy Ratio	March 2022	March 2021
Tier I	16.23	13.87
Tier II	1.85	1.40
Total	18.08	15.28

Executive Summary-Q1/FY23

	Var	Q1 FY23 (Rs. Cr)	Q1 FY22 (Rs. Cr)
Revenue from Operations	***9%***	**5285.46**	**4857.11**
Finance cost	***3%***	**3640.04**	**3549.97**
Net Interest Income	***26%***	**1610.19**	**1275.31**
Impairment on Financial Instruments and Net Loss on De-recognition of Financial Instruments	***-63%***	**307.73**	**830.41**
Profit before Tax	***491%***	**1140.36**	**192.93**
Tax Expense	***444%***	**214.88**	**39.49**
Net Profit	***503%***	**925.48**	**153.44**

Executive Summary-Q1/FY23

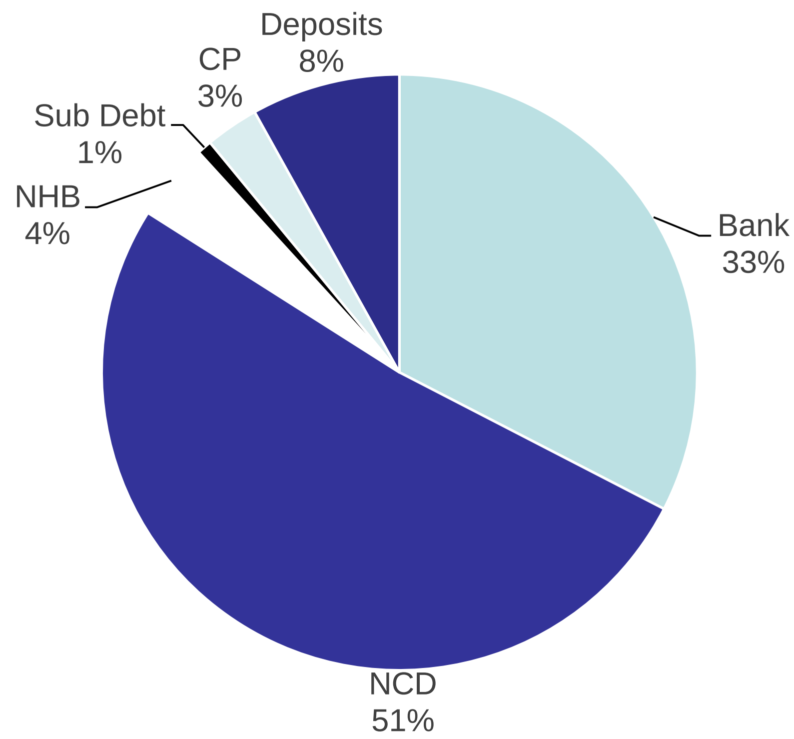
	Var	Q1FY23	Q1FY22
Disbursements			
Individual	***77%***	**14892**	**8415**
Project	***30%***	**309**	**237**
Total	***76%***	**15201**	**8652**
Outstanding Portfolio			
Individual	**12%**	**243269**	**216947**
Project	**-20%**	**12443**	**15601**
Total	**10%**	**255712**	**232548**
Net Interest Margins(%)		**2.54%**	**2.20%**
Weighted average cost of funds		**6.70%**	**6.88%**
Yield on advances annualised		**8.09%**	**8.80%**

Liability Profile

as on 30.6.2022

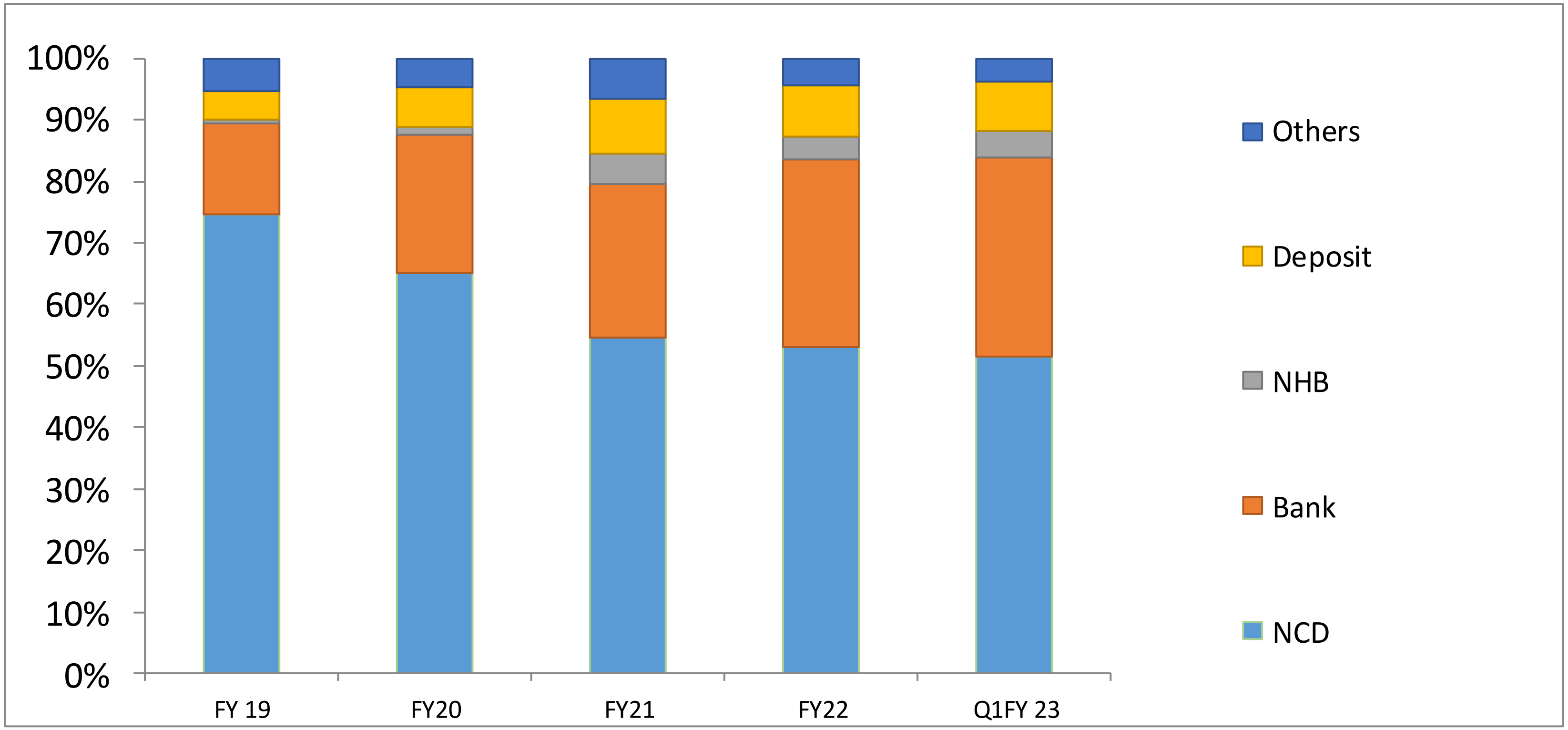
Source	Wtd Avg Cost (%)
Banks	6.11%
National Housing Bank	5.47%
Non Convertible Debenture	7.40%
Upper Tier II	7.30%
Commercial Paper	4.73%
Deposits	5.84%
Total	**6.70%**

Outstanding Borrowings – Rs. 225965 cr



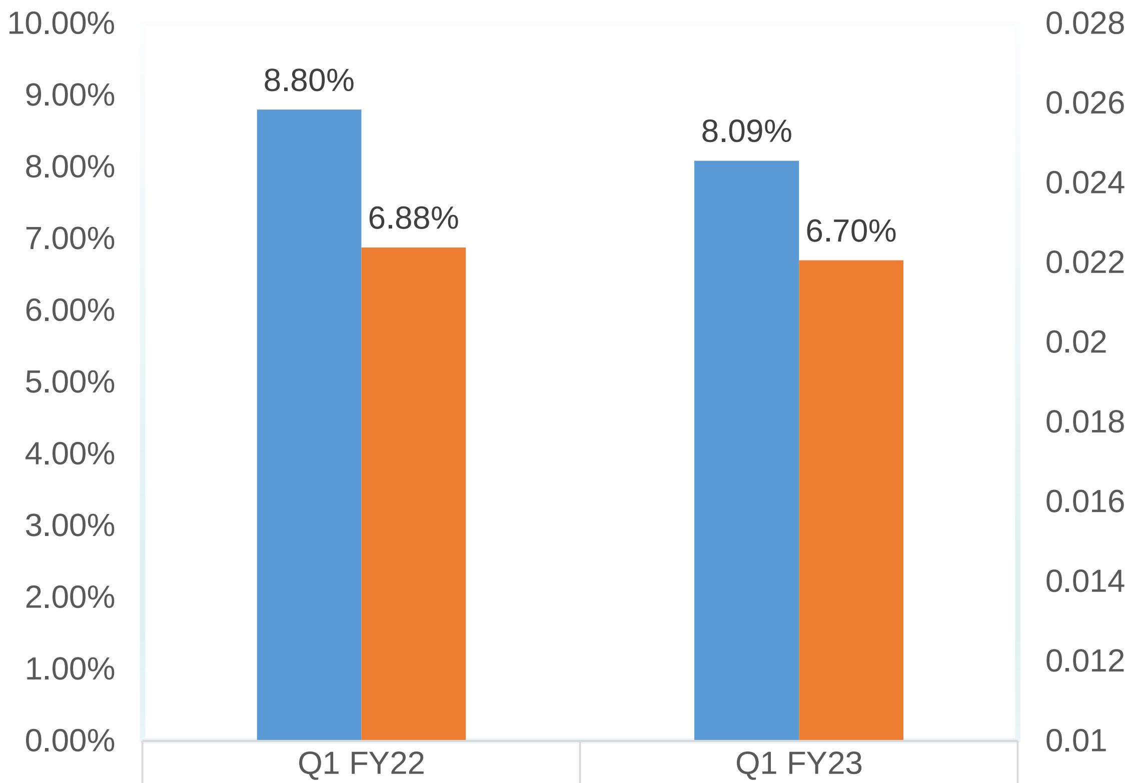
During Q1 FY23, Incremental Cost of funds was 5.44%

Change in Liability Mix- last 4 yrs



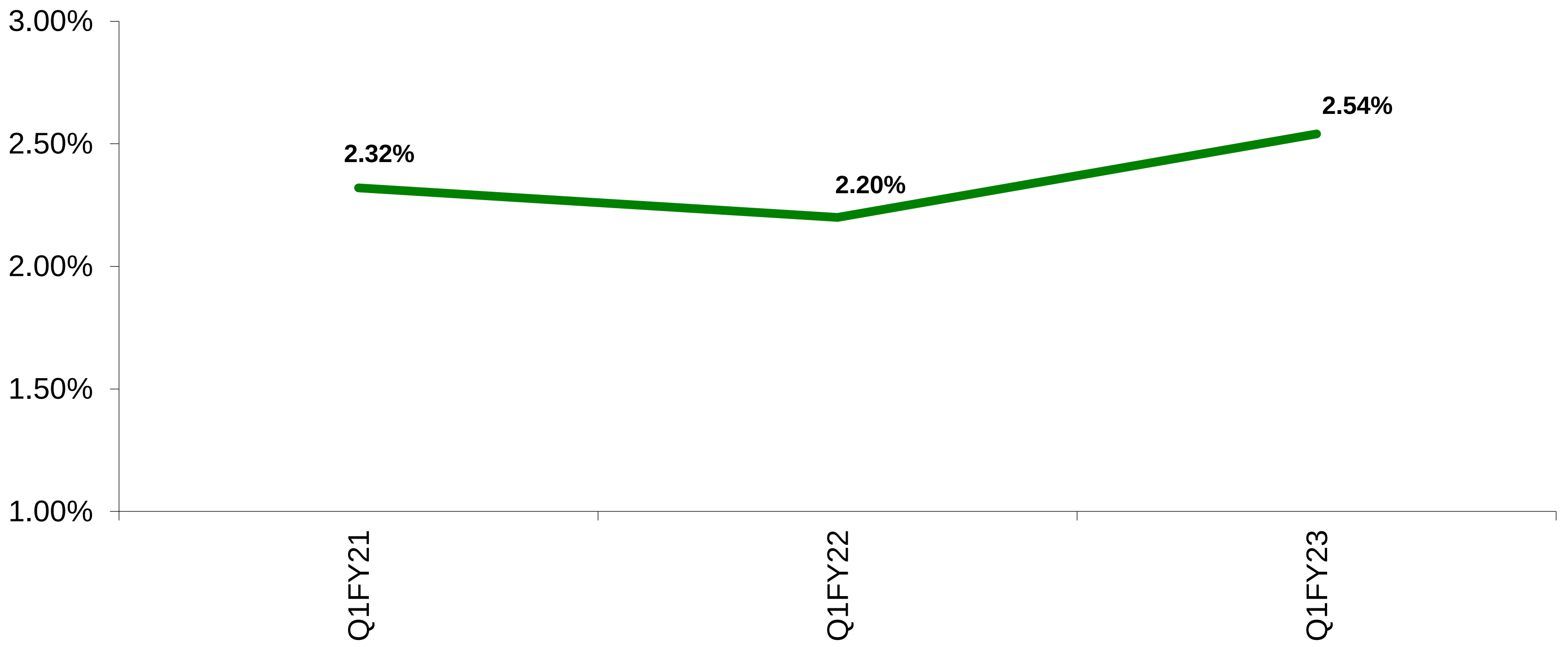
	FY 19	FY20	FY21	FY22	Q1FY 23
Wtd. Avg. cost of Funds	**8.49%**	**8.08%**	**6.93%**	**6.52%**	**6.70%**

Yield & Cost of Funds on portfolio



	Q1 FY22	Q1 FY23
Yield on Advances on Portfolio	8.80%	8.09%
Wtd Avg cost of funds on Total Borrowed Funds	6.88%	6.70%

NIMs



Classification of Assets

Exposure At Default %	June-22	June-21
Stage 1	91.08%	88.69%
Stage 2	3.96%	5.38%
Stage 3	4.96%	5.93%
Total	100.00%	100.00%
ECL Provision	**June-22**	**June-21**
Stage 1	Rs. 185.67 cr	Rs. 83.96 cr
Stage 2	Rs. 827.05 cr	Rs. 29.71cr
Stage 3	Rs. 5128.31 cr	Rs. 4613.35 cr

***ECL Provisions for Assets recategorised as NPA as per RBI notification dated 12th November, 2021 is Rs. 148 Cr, which are in Stage 1 & Stage 2.**

Thank you

DISCLAIMER

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