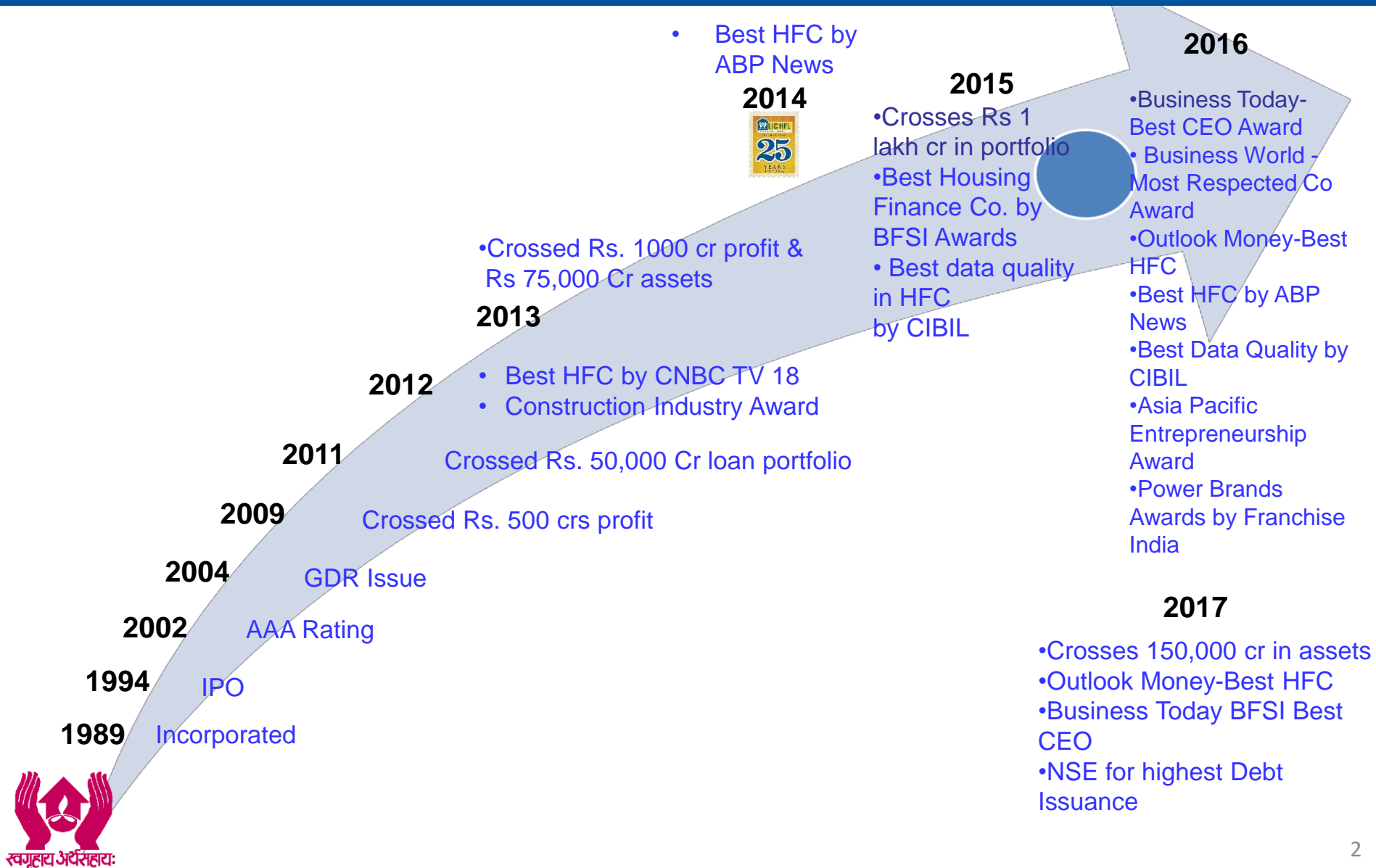


Q4 FY19 Investor Update

LICHFL: A Journey of 30 Years...

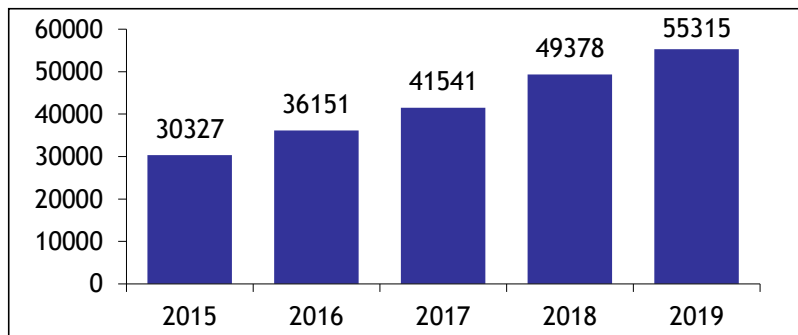


Executive Summary – Q4 FY19

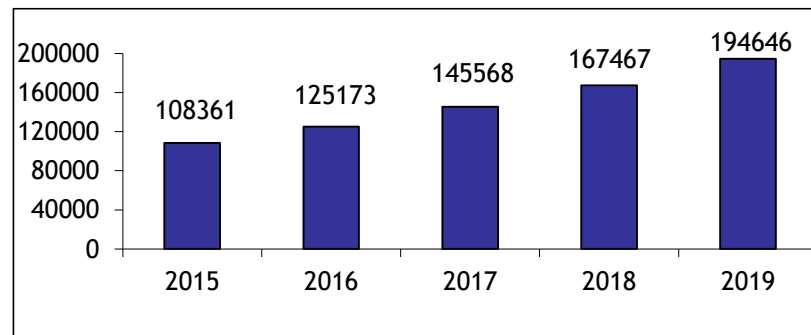
- Q4 FY19 PAT at Rs 693.58 cr as against Rs 594.34 cr up 17%
- Q4 FY19 Revenue from operations up by 20 % to Rs 4655 cr
- Outstanding Loan portfolio up by 16 % to Rs. 194646 cr
 - Individual Loan Portfolio up by 14 % to Rs 181569 cr
- Q4FY19 Loan Disbursements Rs 18649 cr against Rs 17402 cr up by 7%
 - Individual Home Loan Disbursements up by 18%
- Net Interest Income Rs 1200.52 cr against Rs 989.26 for Q4FY18 up by 21%
- **Net Interest Margins 2.54%** for Q4 FY19 as against 2.44% for Q4FY18
- Gross NPAs at 1.53% as against 0.78% as on 31.03.2019
 - Net NPAs 1.07% as against 0.43% on corresponding dates
- Individual Loans Gross NPAs 1.14% as on 31.03.2019
- Total Provisions at Rs 1659 cr as against total Gross NPAs of Rs 2972 cr

Update – last 5 years

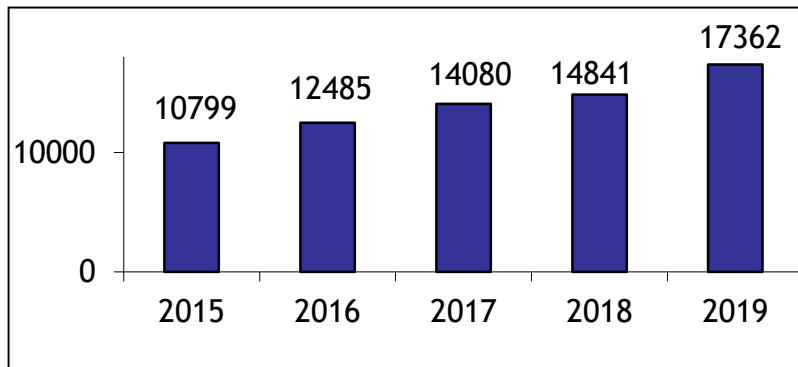
Disbursement (Rs. Cr) CAGR 16%



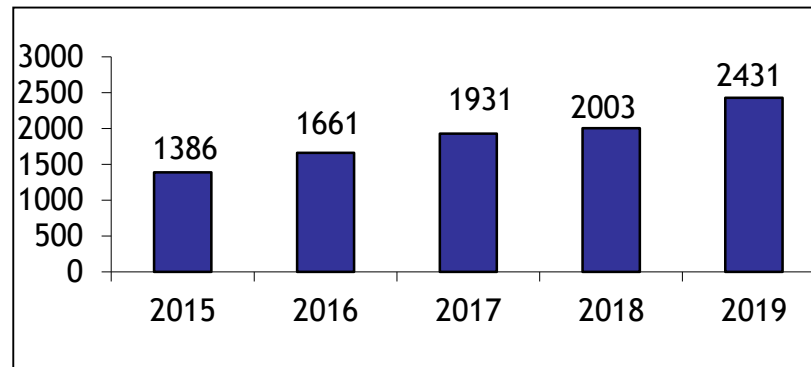
Loan Portfolio (Rs.cr) CAGR 16%



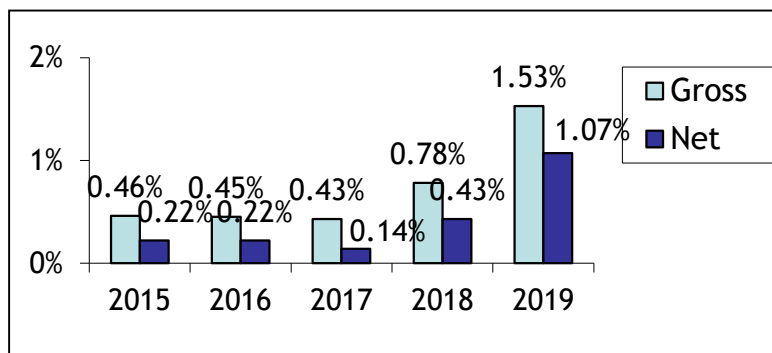
Income (Rs. cr) CAGR 13%



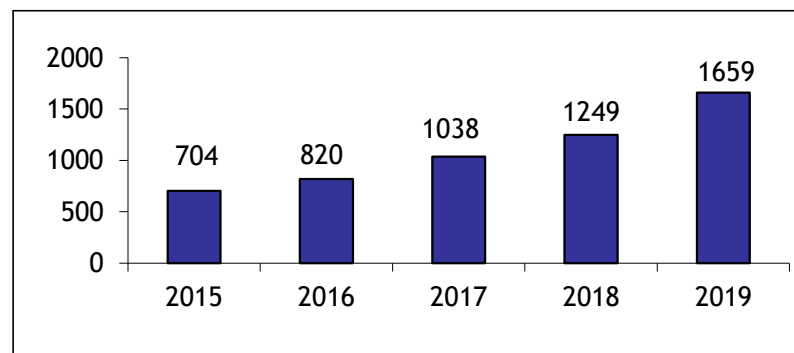
Profit After Tax (Rs. cr) CAGR 15%



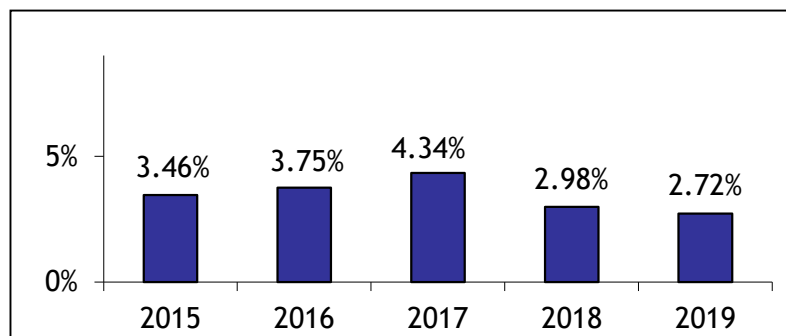
Gross & Net NPAs



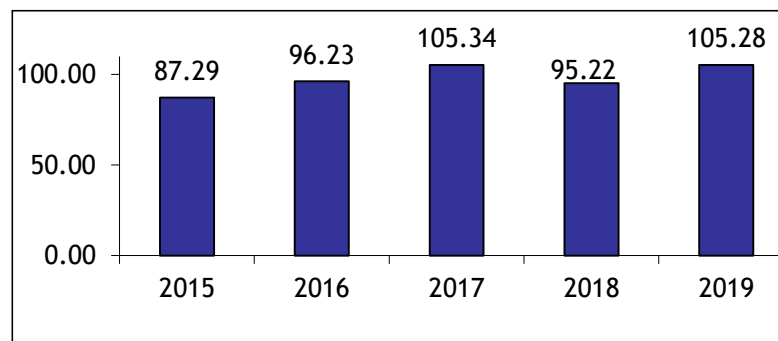
Total Provisions* (Rs cr)



Operating Expense to Total Income



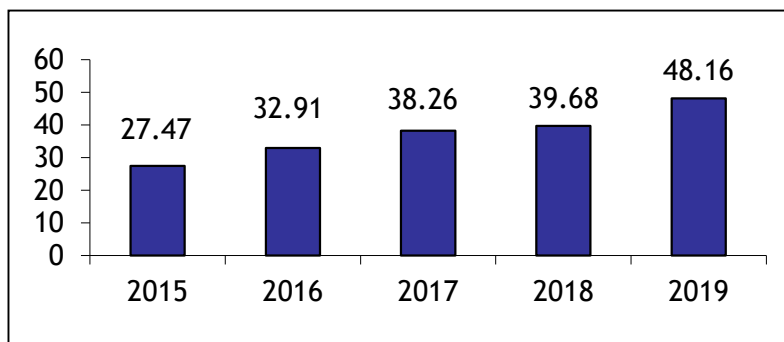
Profit per employee (Rs. lacs)



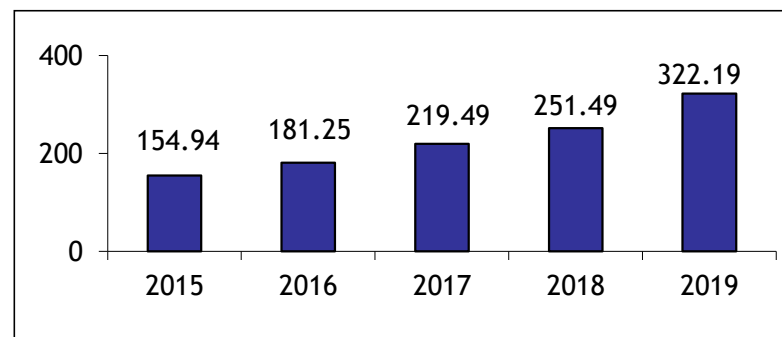
* Provisions Including Provisions on Std. Assets

Update – last 5 years

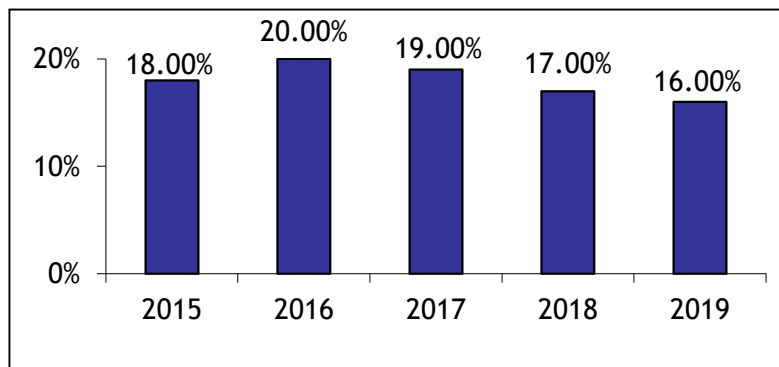
EPS (Rs) (Rs 2/- pd up)



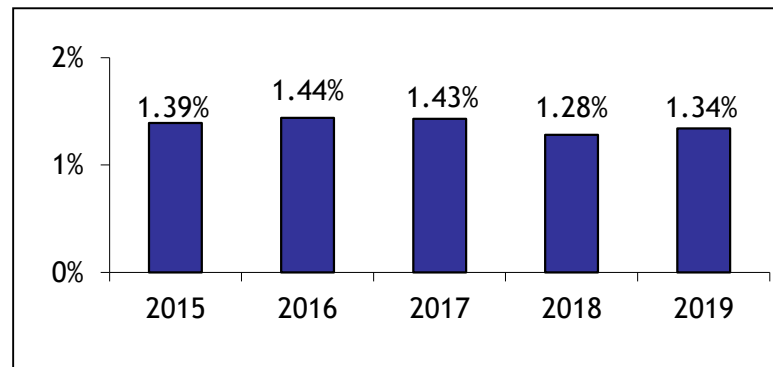
Book Value (Rs)(Rs 2/- pd up)



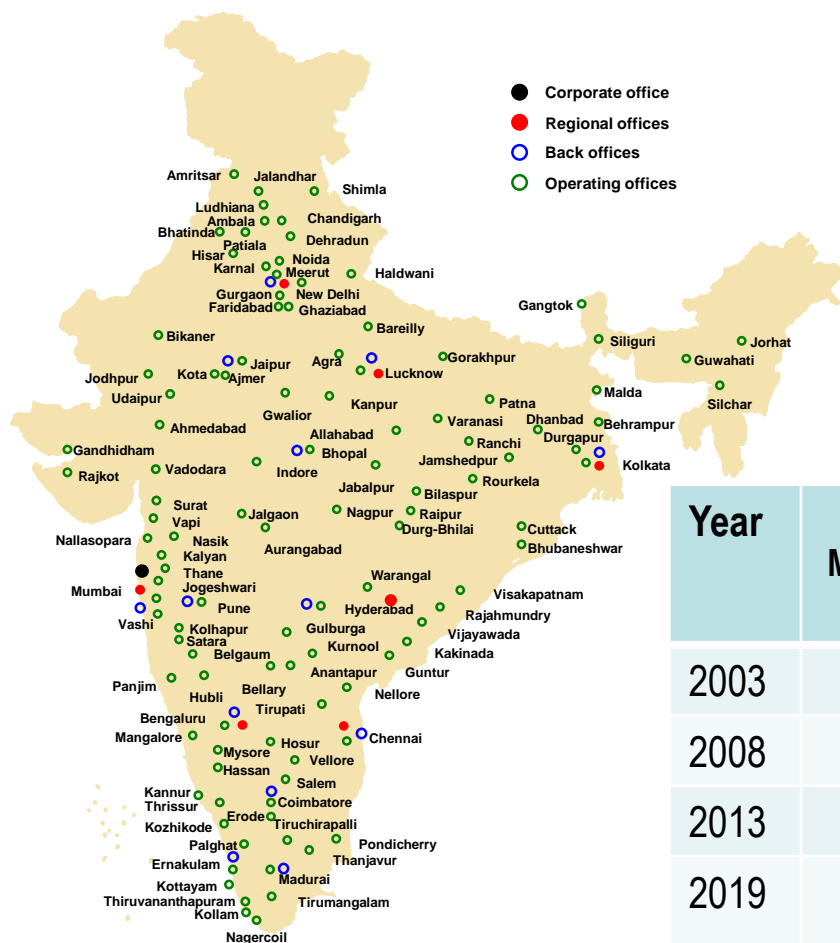
Return on Avg Equity



Return on Avg Loan Assets



Large geographic presence

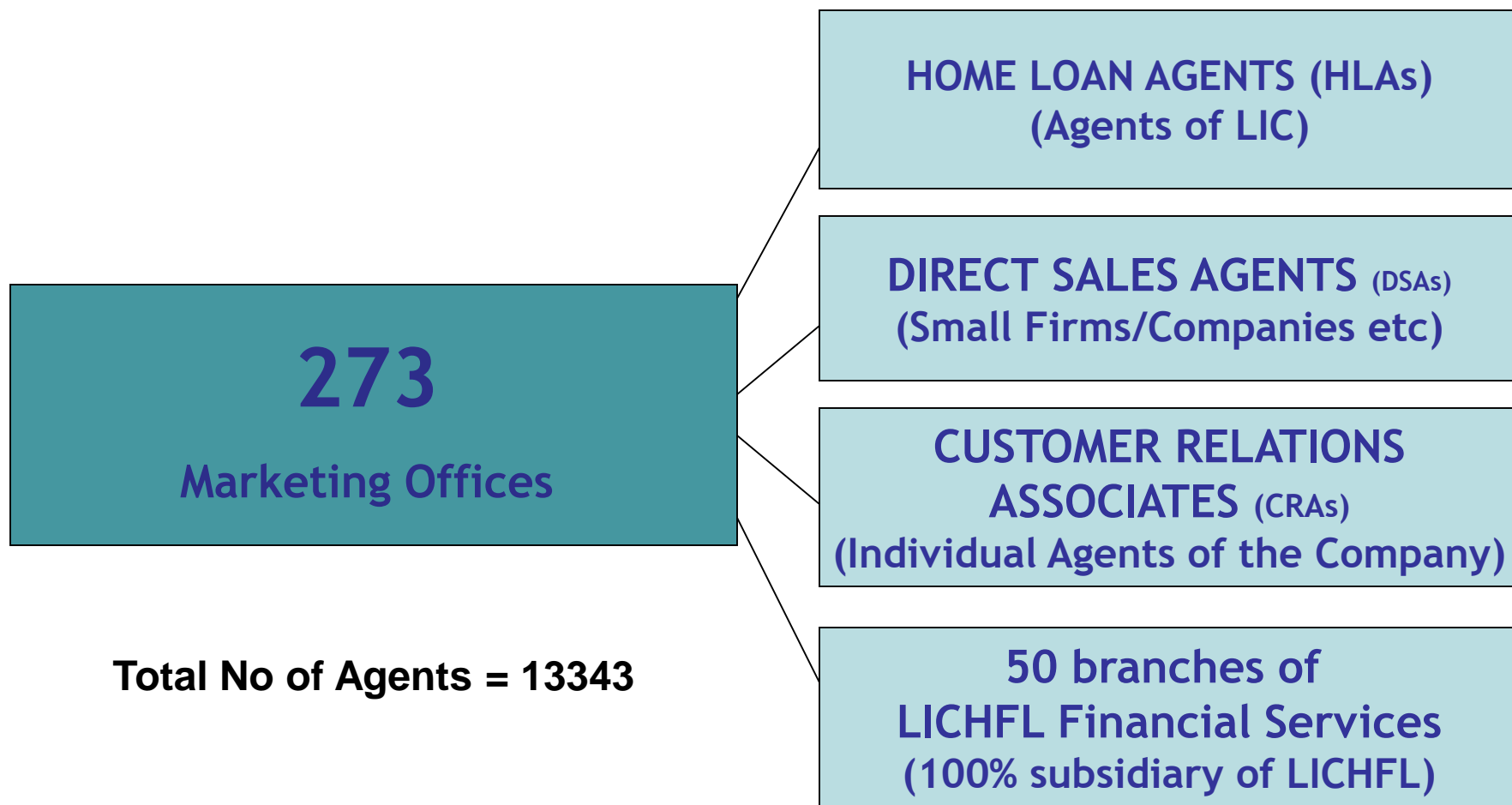


- 9 Regional Offices
- 23 Back Offices
- 273 Marketing Offices
- Rep offices in Dubai & Kuwait
- Coverage of more than 450 centres
- 2309 Employees

Widening footprint...improved efficiencies

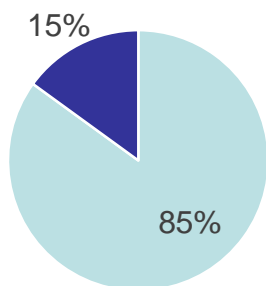
Year	No of Marketing Offices	No of Back offices	No of Regional Offices	No of Employees	Lon Portfolio Rs cr
2003	105	-	6	870	7772
2008	125	14	6	985	21936
2013	194	16	7	1446	77812
2019	273	23	9	2309	194646

9 New Marketing Offices and 2 New Back Offices proposed to be opened in FY 2020



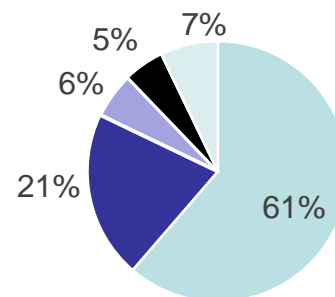
Origination Pattern & Average Ticket Size

Customer Type (No.)



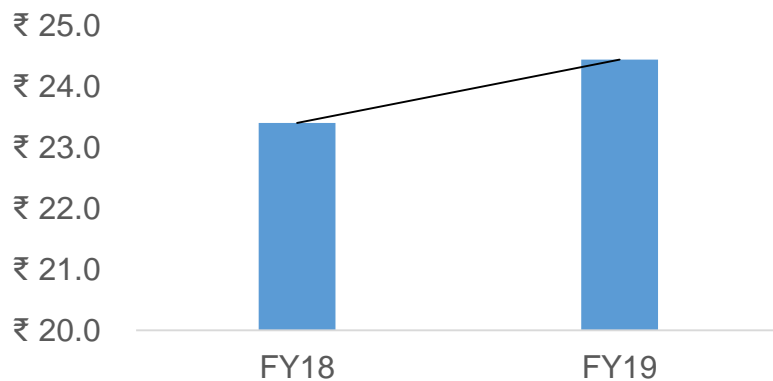
■ Salaried ■ Self Employed

Originations by source

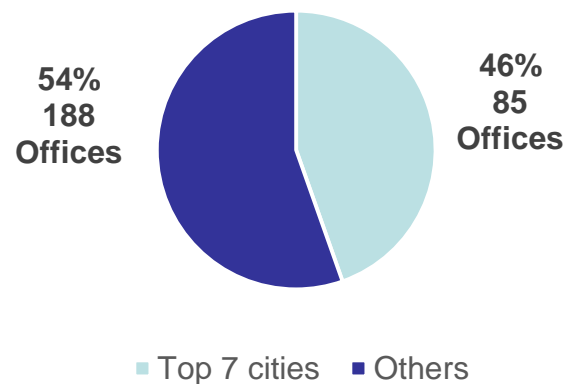


■ HLA ■ DSA ■ CRA ■ DIRECT ■ LICHFLFSL

Incremental Ticket Size
(Rs lacs)

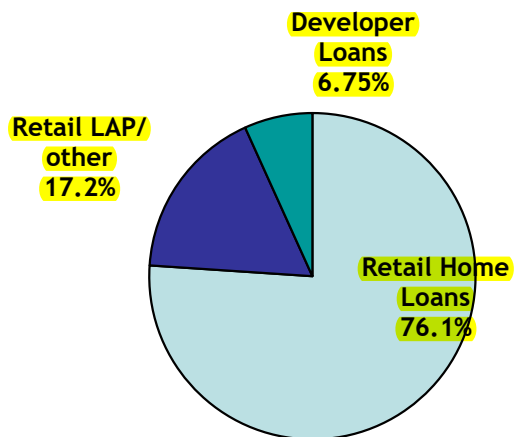


Top 7 cities & Others



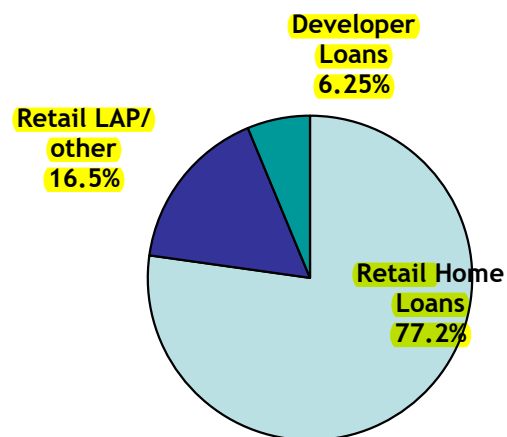
■ Top 7 cities ■ Others

Loan Book Composition



31.03.2019

O/s Portfolio Rs 194646 cr



31.12.2018

O/s Portfolio Rs 183104 cr

Individual Loans – Portfolio Stats

Pure Floating Rate Loans To Outstanding Portfolio

As of FY17	70%
As of FY18	74%
As of FY19	93%

Loan To Value Ratio On Incremental Sanctions

For FY17	45%
For FY18	44%
For FY19	46%

Prepayment Lump Sum/ opening book

For FY17	10.9%
For FY18	11.0%
For FY19	10.2%

Installment to Net Income Ratio On Incremental Sanctions

For FY17	32%
For FY18	31%
For FY19	32%

Financial Highlights

	FY2019	FY2018
Return on Average Equity (%)	16%	17%
Return on Average Assets (%)	1.34%	1.28%
Earnings per share (on Rs 2 pd up)	48.16	39.68
Dividend per Share (on Rs 2 pd up)	7.60	6.80
Capital Adequacy Ratio	Sept 2018	March 2018
Tier I	12.60	13.06
Tier II	2.22	2.43
Total	14.82	15.49

PAT Reconciliation

Particulars	Q4FY18 (Rs Crore)	FY18 (Rs Crore)
Net Profit after tax as per previous GAAP	539.33	1,989.59
Add / (Less) : Adjustments as per IND AS on account of:		
Adjustment on account of Effective Interest Rate (EIR) on financial assets and liabilities recognized at amortized cost /net interest on credit impaired loans	11.17	96.88
Adjustment on account of Expected Credit Loss(ECL)	(36.75)	(248.73)
Reclassification of actuarial gains and losses on employee benefit plans to other comprehensive income	(1.98)	(4.01)
Reversal of Deferred Tax liability (DTL) on 36(1)(viii) for the quarter	80.13	309.28
Adjustment on account of Modification Gain/Loss on Financial Instruments	(2.73)	(162.51)
Adjustment on account of derecognition of Financial Instruments	5.63	23.92
Other Adjustments	(0.46)	(1.92)
Net Profit after Tax as per IND As	594.34	2,002.50
Other Comprehensive Income (Net of Tax)	1.29	2.62
Total Comprehensive Income (Net of Tax as per Ind AS)	595.63	2,005.12

Executive Summary-Q4/FY19

	<i>Var</i>	Q4 FY19	Q4 FY18	<i>Var</i>	FY19	FY18
Interest Income on Individual Loans	18%	4289.22	3619.92	15%	15990.16	13938.78
Interest Income on Project Loans	41%	309.41	218.82	61%	1170.80	727.39
<u>Total</u>	20%	4598.63	3838.74	17%	17160.96	14666.17
Processing Fees & Other Fees	-	9.74	9.81	-	34.83	35.62
Other Income	20%	46.99	39.00	20%	165.93	138.82
<u>Gross Income</u>	20%	4655.14	3887.55	17%	17361.72	14840.61
Interest Expenses	19%	3398.11	2849.48	16%	12891.55	11143.85
<u>Net Interest Income</u>	21%	1200.52	989.26	21%	4269.40	3522.32
Salary & Other Establishment Exp.	7%	165.57	155.40	8%	472.56	439.57
Net loss on derecognition of Financial Instruments under amortised cost category	-	2.08	7.64	-	267.71	23.29
Impairment of Financial Instruments	68%	103.15	61.41	(25%)	350.35	468.40
<u>Profit before Tax</u>	21%	986.24	813.62	22%	3379.55	2765.50
Income Tax Provision including Deferred Tax	33%	292.66	219.28	24%	948.58	763.00
<u>Net Profit</u>	17%	693.58	594.34	21%	2430.97	2002.50

Executive Summary – Q4/FY19

Rs cr

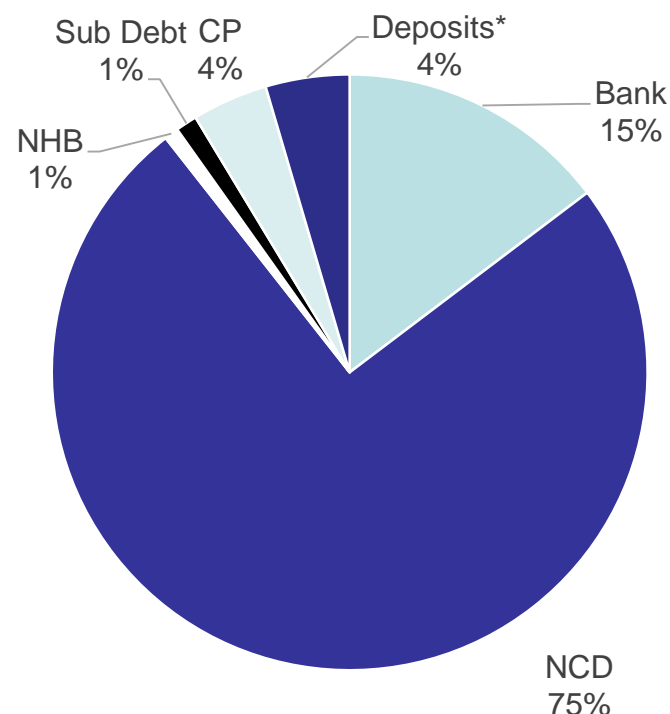
	Var	Q4 FY19	Q4 FY18	Var	FY19	FY18
Disbursements						
Individual	10%	16618	15136	7%	48187	45112
Project	-10%	2031	2266	67%	7128	4266
Total	7%	18649	17402	12%	55315	49378
Outstanding Portfolio						
Individual	14%	181569	159350			
Project	62%	13077	8116			
Total	16%	194646	167467			
Net Interest Margins(%)		2.54%	2.44%		2.36%	2.25%
Weighted average cost of funds					8.49%	8.31%
Yield on advances annualised					10.53%	10.13%
Spreads					2.04%	1.82%

Liability Profile

as on 31.3.2019

Source	Wtd Avg Cost (%)
Banks & Institutions	8.71%
Non Convertible Debenture	8.47%
National Housing Bank	8.30%
Sub. Bonds & Upper Tier II	8.89%
Commercial Paper	8.25%
Deposits	8.29%
Total	8.49%

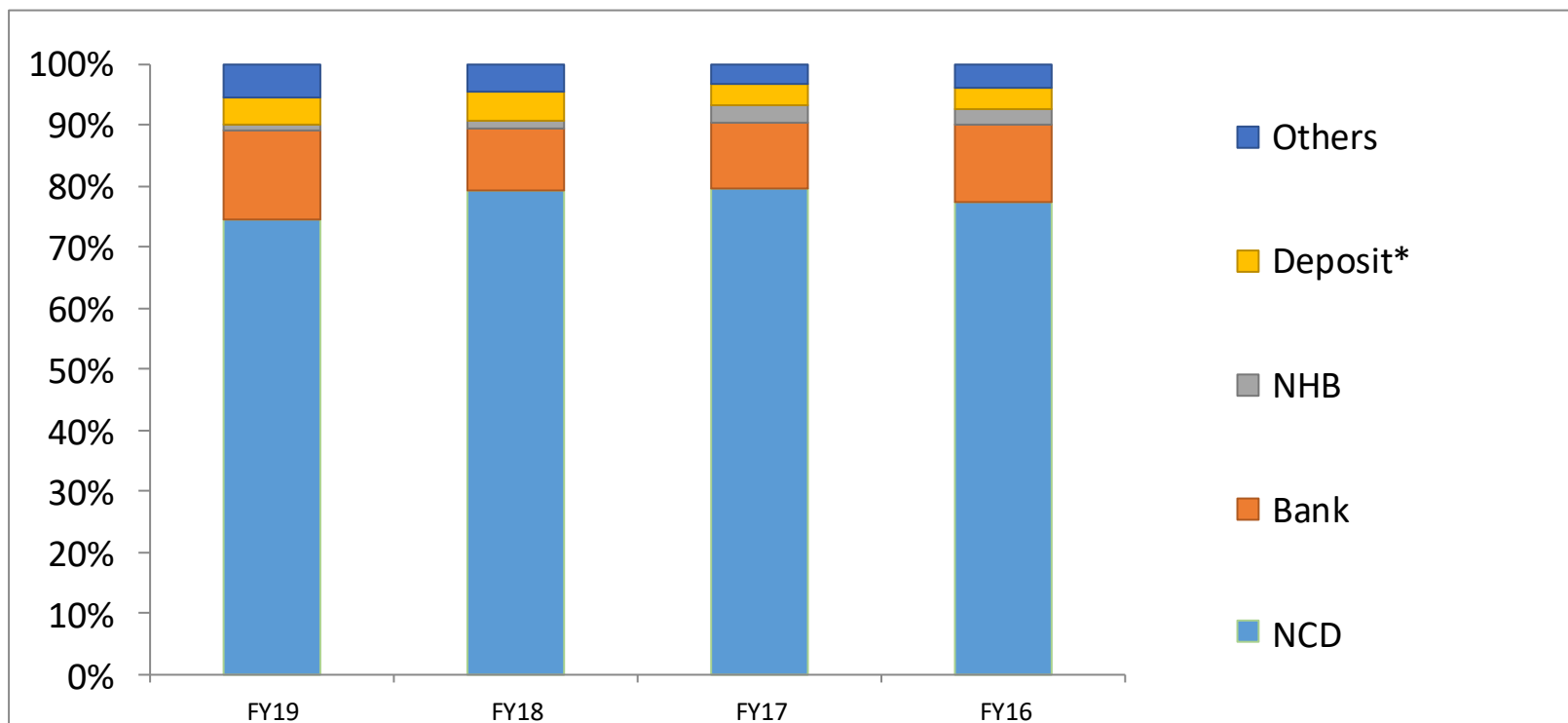
Outstanding Borrowings – Rs. 170629 cr



During Q4FY19, Incremental Cost of funds was 8.53%

* Includes Corporate Deposits of Rs 3777 cr

Change in Liability Mix- last 4 yrs



**Wtd. Avg. cost
of Funds**

8.49%

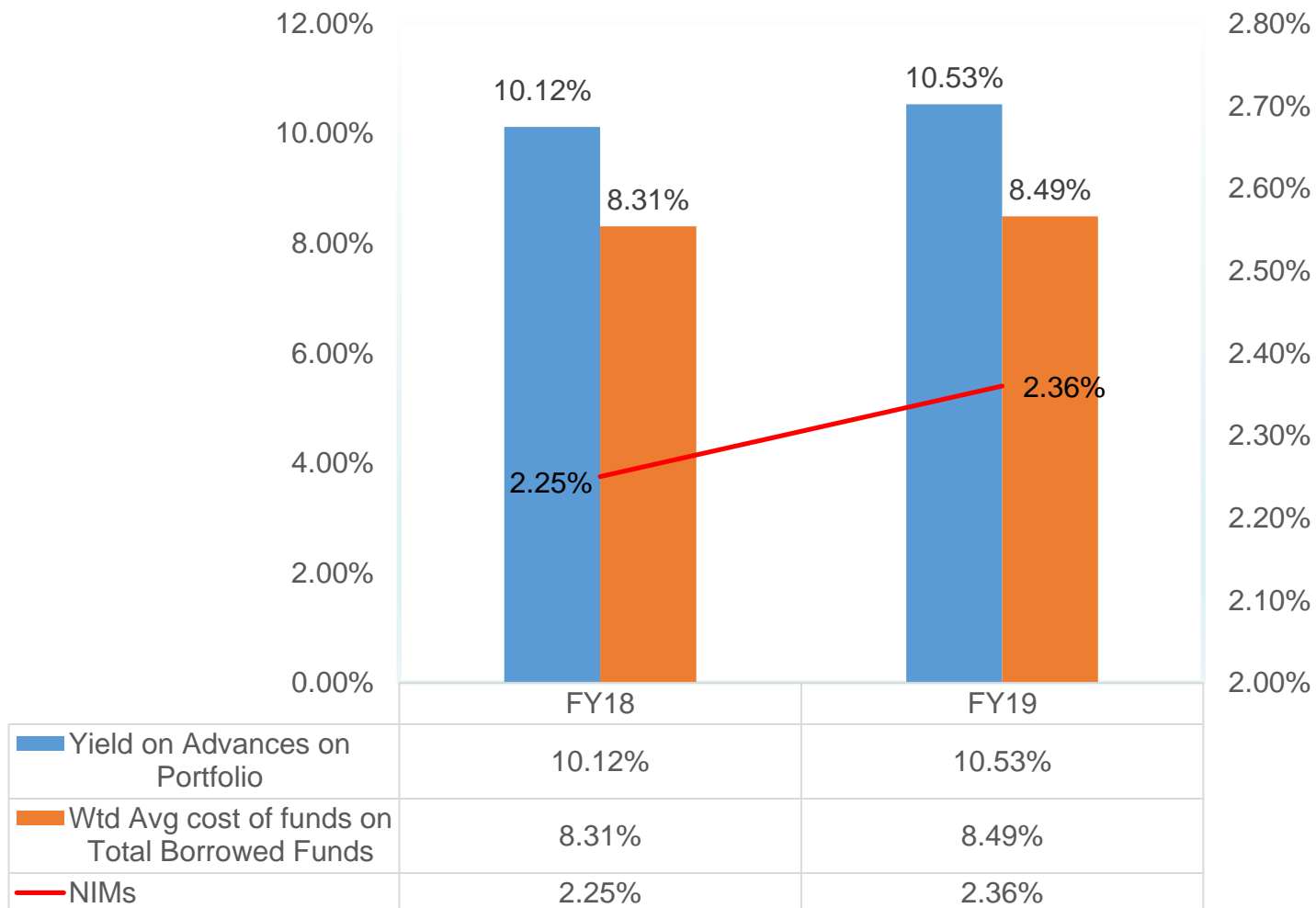
8.31%

8.59%

9.14%

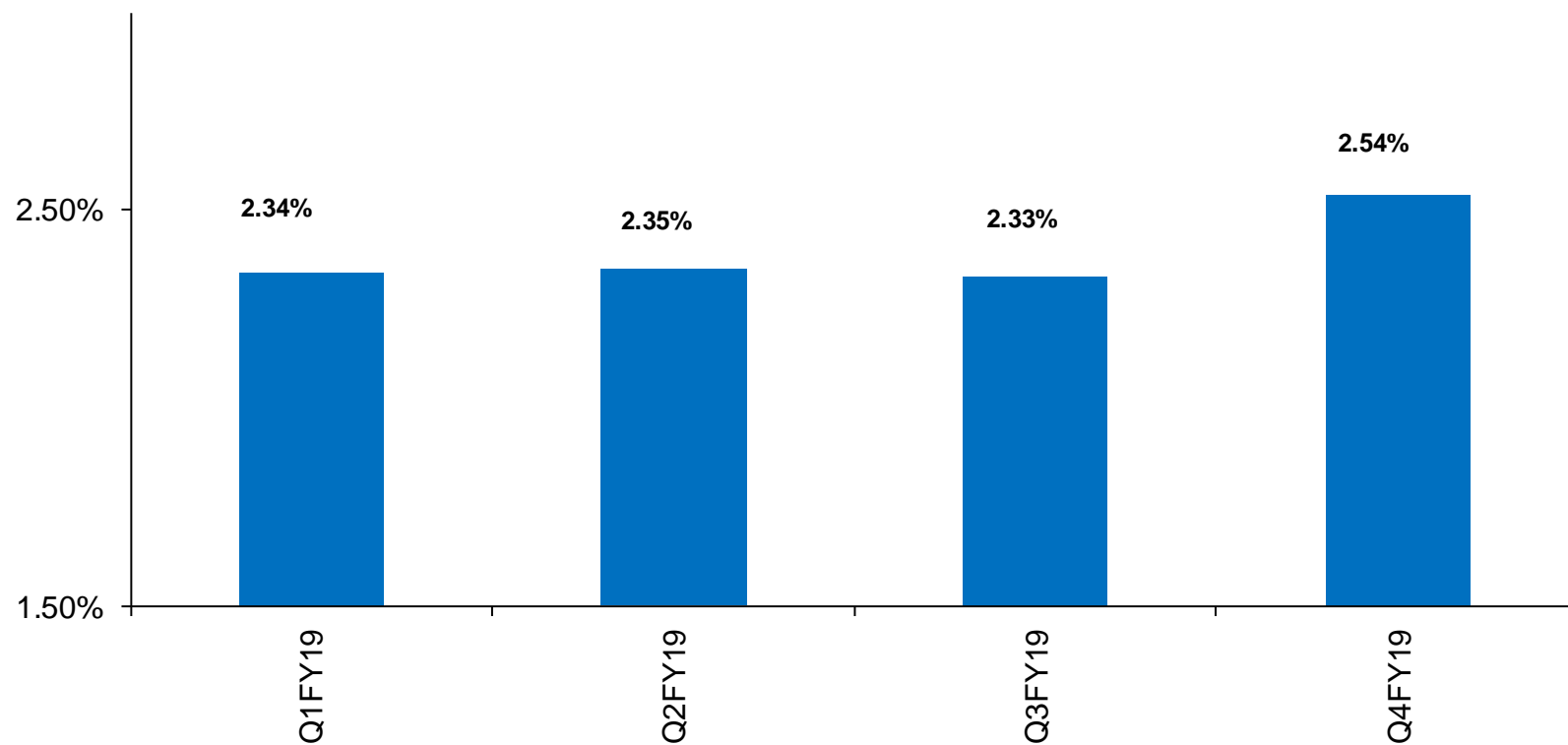
*** Includes Corporate Deposits of Rs. 3777 cr**

Yield & Cost of Funds on portfolio



NIMs

NIMs (for the quarter)



Classification of Assets

Exposure At Default %	March-19	March-18
Stage 1	94.05%	95.34%
Stage 2	4.37%	3.85%
Stage 3	1.58%	0.81%
Total	100%	100%
ECL Provision	March-19	March-18
Stage 1	Rs 23.91 Cr	Rs. 116.29 Cr
Stage 2	Rs.111.53 Cr	Rs. 6.02 Cr
Stage 3	Rs. 1524.04 Cr	Rs. 908.42 Cr

Gross & Net NPAs

	31.03.2019	31.03.2018
Gross NPA (Rs. cr)	2972	1304
Gross NPA (%)	1.53%	0.78%
Provisions for NPA (Rs. cr)	909	592
Net NPA(%)	1.07%	0.43%
Provisions incl standard asset prov.(Rs. cr)	1659*	1249
Provisions cover incl standard asset prov.(%)	56%	96%

* As per IndAs

Thank you

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