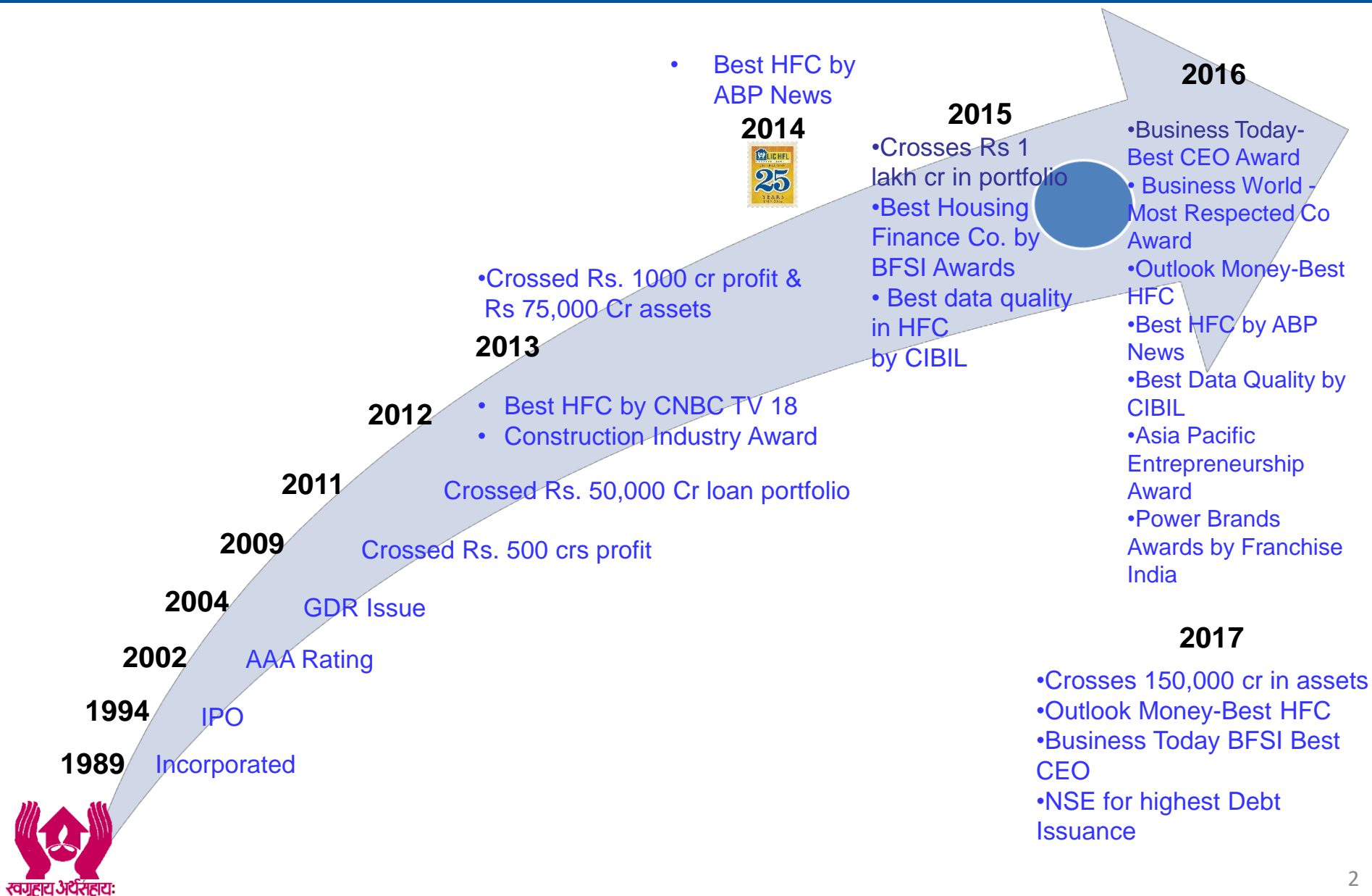


Q2 FY19 Investor Update

LICHFL: A Journey of 29 Years...

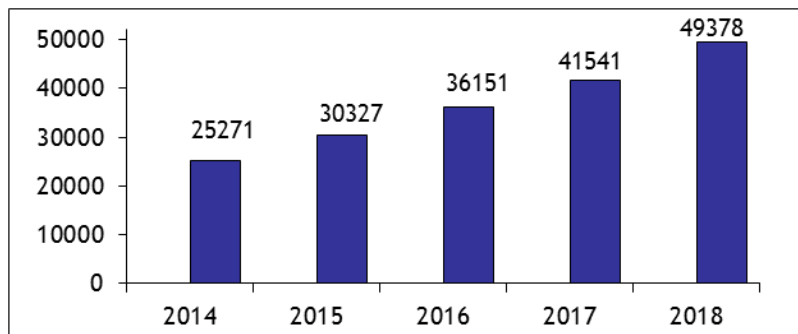


Executive Summary – Q2/FY19

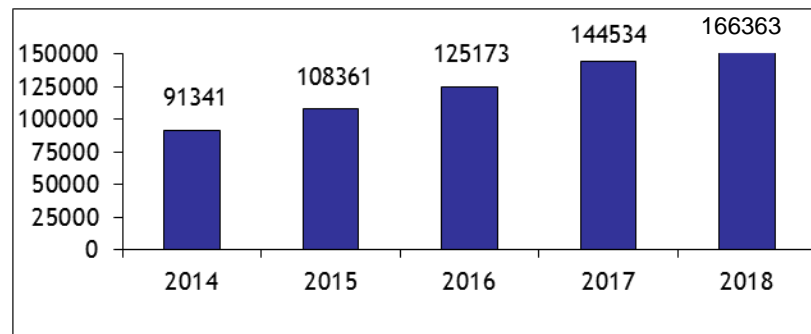
- Q2 FY19 PAT at Rs 573.16 cr as against Rs 513.88 cr
- Q2 FY19 Revenue from operations up by 12% to Rs 4198 cr
- Outstanding Loan portfolio up by 16% to Rs.175953 cr
 - Individual Loan Portfolio up by 13.5 % to Rs 165102 cr
- Q2FY19 Disbursements Rs 14272 cr against Rs 10975 cr up by 30 %
 - Individual Loan Disbursements Rs 11324 cr against Rs 10367 cr
- Net Interest Income Rs 1012 cr up by 5%
- Net Interest Margins 2.35 % for Q2 FY19 as against 2.58% for Q2FY18
- Gross NPAs at 1.20% as against 1.21 % as on 30.6.2018
- Individual Loans Gross NPAs at 0.81% as against 0.81% on 30.6.2018

Update – last 5 years

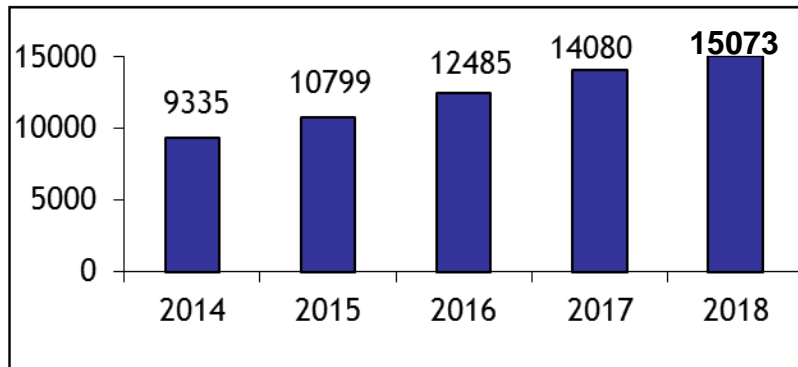
Disbursement (Rs. Cr) CAGR 18%



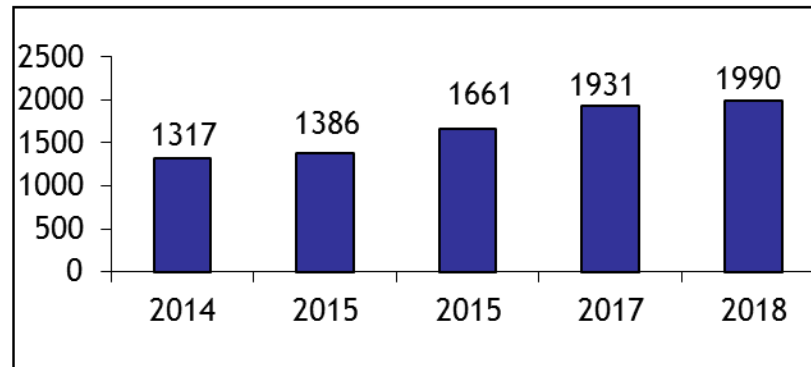
Loan Portfolio (Rs.cr) CAGR 16%



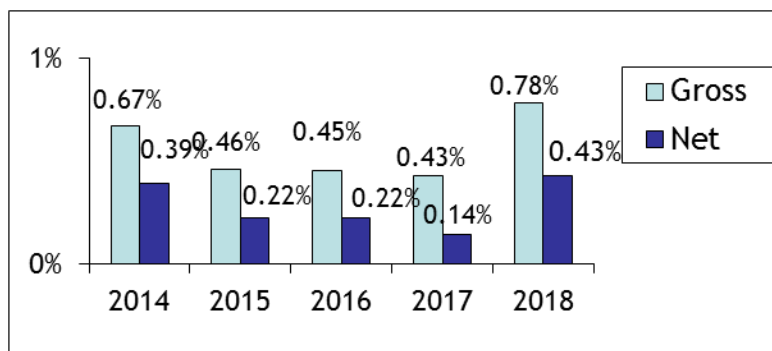
Income (Rs. cr) CAGR 13%



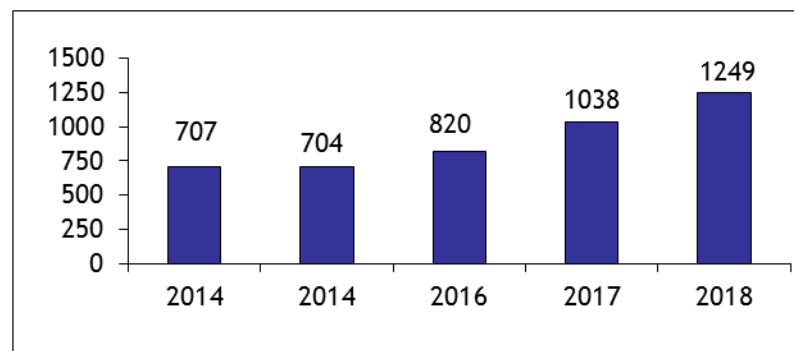
Profit After Tax (Rs. cr) CAGR 11%



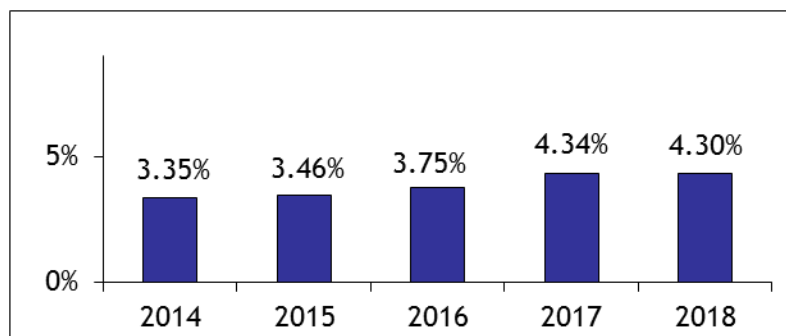
Gross & Net NPAs



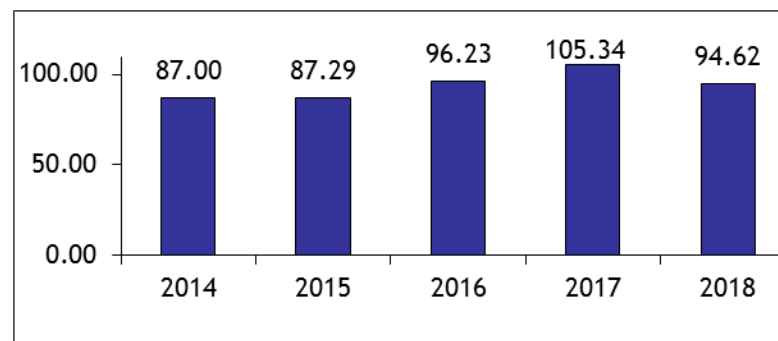
Total Provisions* (Rs cr)



Operating Expense to Total Income



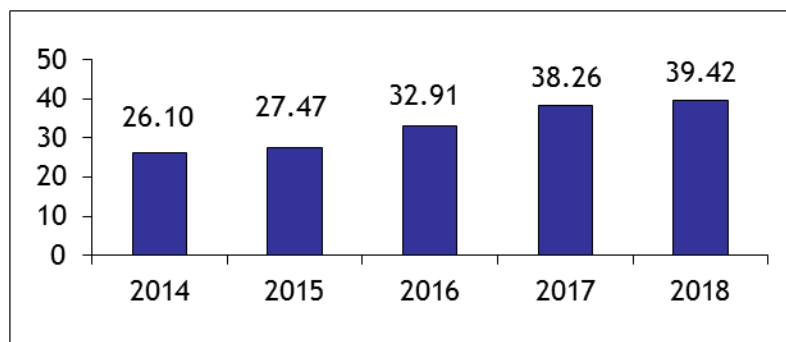
Profit per employee (Rs. lacs)



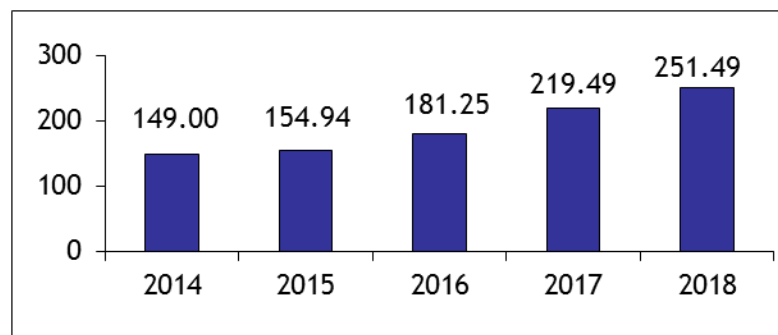
* Provisions Including Provisions on Std. Assets

Update – last 5 years

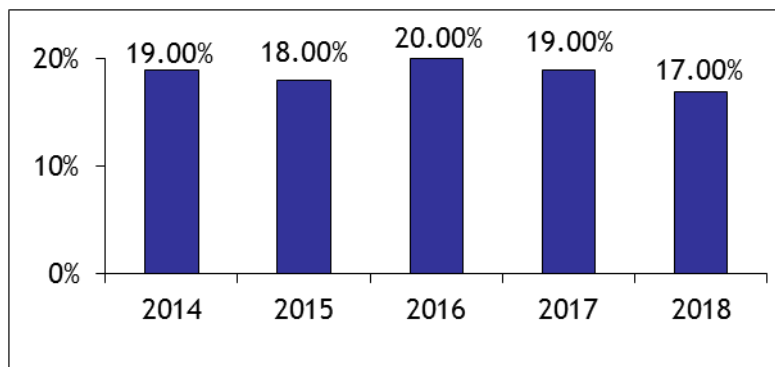
EPS (Rs) (Rs 2/- pd up)



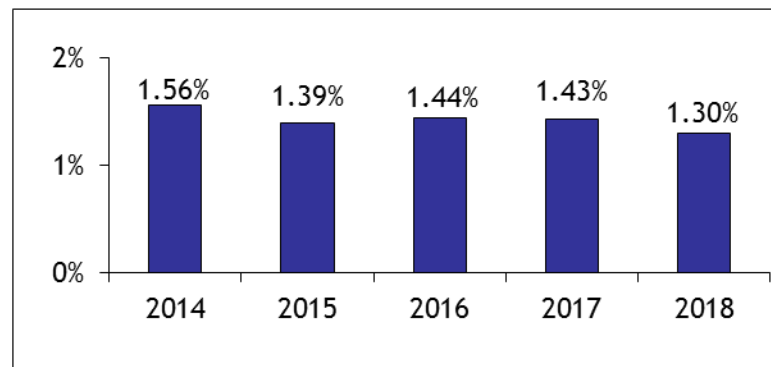
Book Value (Rs)(Rs 2/- pd up)



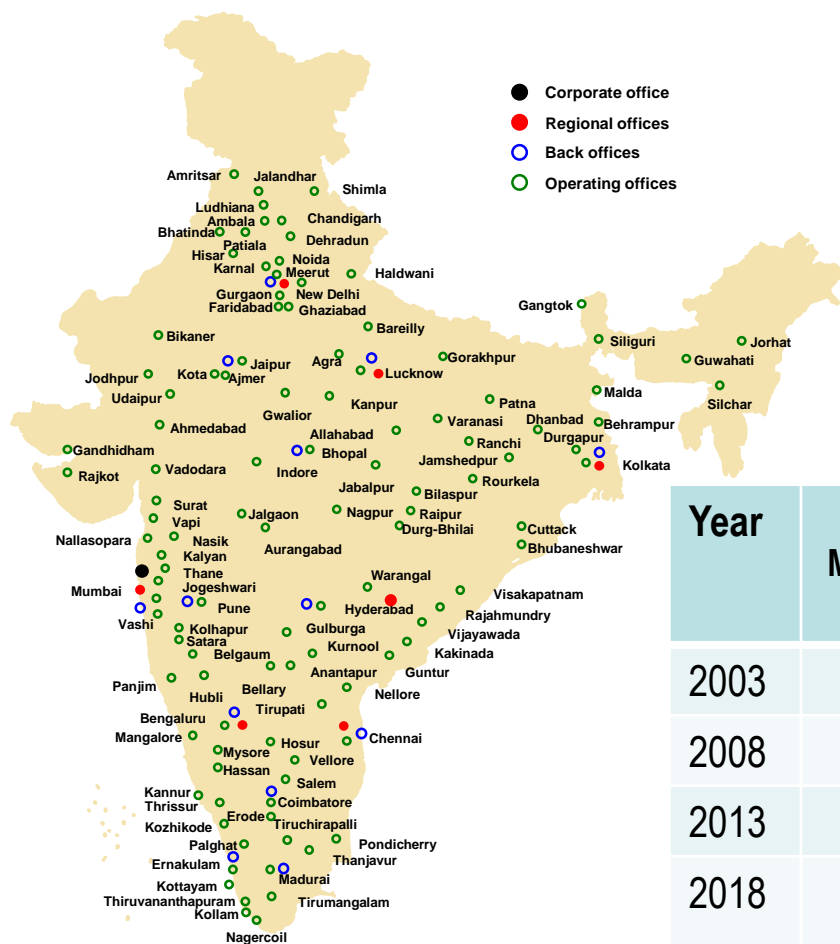
Return on Avg Equity



Return on Avg Loan Assets



Large geographic presence

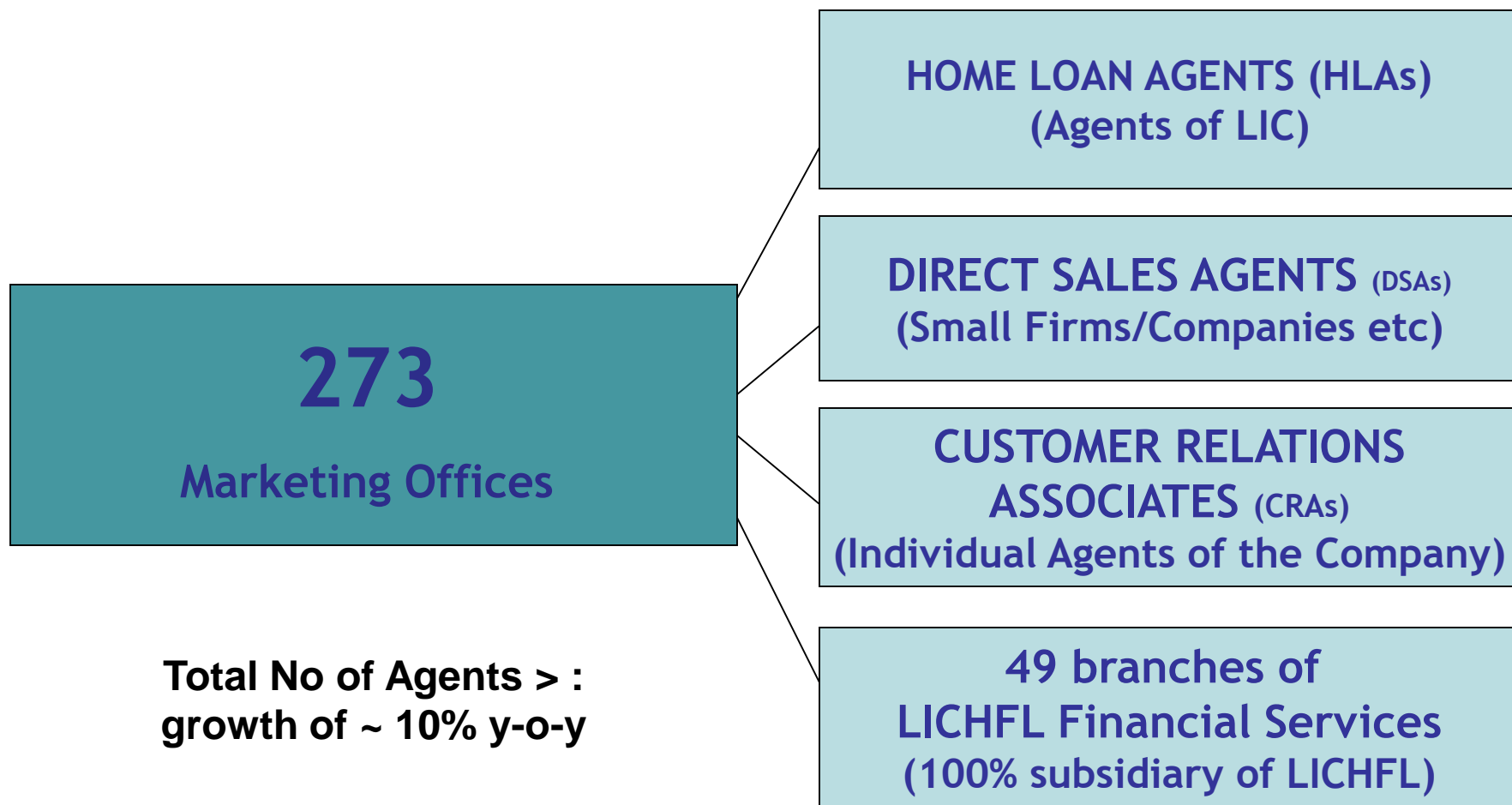


- 9 Regional Offices
- 23 Back Offices
- 273 Marketing Offices
- Rep offices in Dubai & Kuwait
- Coverage of more than 450 centres
- 2041 Employees

Widening footprint...improved efficiencies

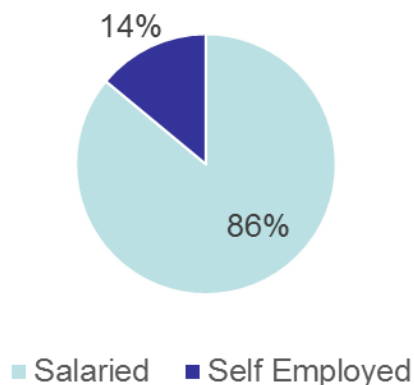
Year	No of Marketing Offices	No of Back offices	No of Regional Offices	No of Employees	Lon Portfolio Rs cr
2003	105	-	6	870	7772
2008	125	14	6	985	21936
2013	194	16	7	1446	77812
2018	249	23	9	2103	166363

24 New Marketing Offices opened in FY 2019

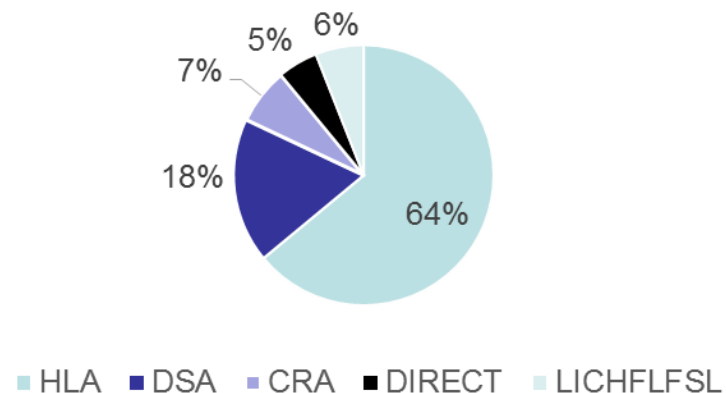


Origination Pattern & Average Ticket Size

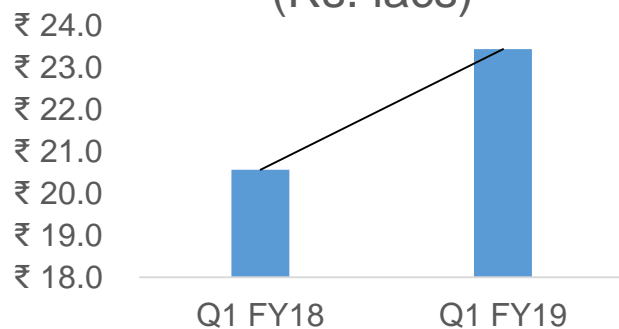
Customer Type



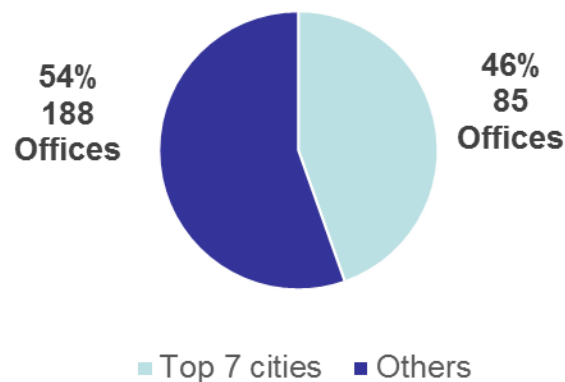
Originations by source



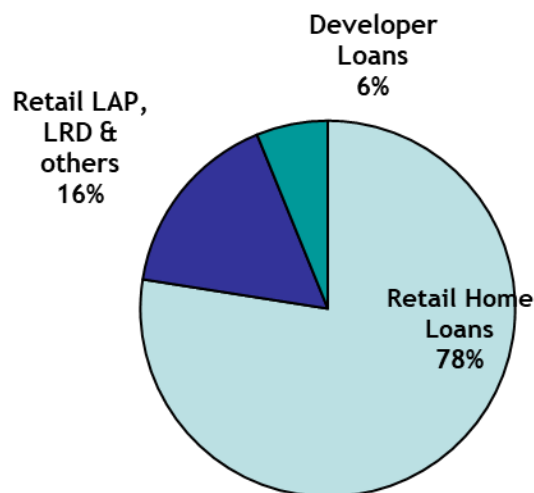
Incremental Ticket Size
(Rs. lacs)



Top 7 cities & Others

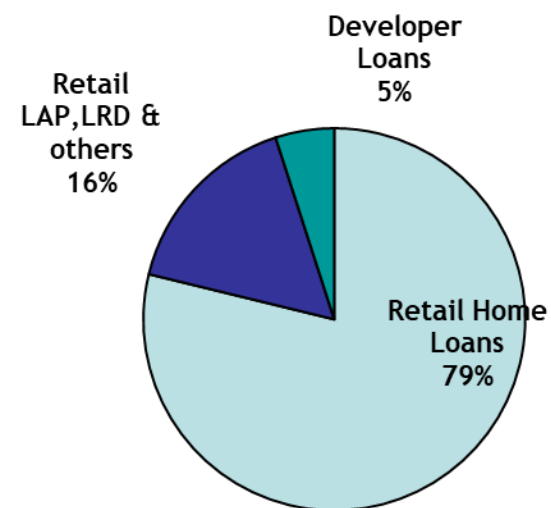


Loan Book Composition



30.09.2018

O/s Portfolio Rs. 175953 cr



30.06.2018

O/s Portfolio Rs. 168652 cr

Individual Loans – Portfolio Stats

Pure Floating Rate Loans To Outstanding Portfolio

As of FY 17	70%
As of FY18	74%
As of Q1FY19	83%
As of Q2FY19	82%

Prepayment Lump Sum/ opening book

For FY 17	10.9%
For FY18	11.0%
For Q1FY19	10.7%
For Q2FY19	10.7%

Loan To Value Ratio On Incremental Sanctions

For FY 17	45%
For FY18	44%
For Q1FY19	46%
For Q2FY19	46%

Installment to Net Income Ratio On Incremental Sanctions

For FY 17	32.12%
For FY18	31.00%
For Q1FY19	31.71%
For Q2FY19	32.18%

Financial Highlights- Q2

	Q2 FY2019	Q2 FY 2018
Return on Average Equity (%)	16%	17%
Return on Average Assets (%)	1.3%	1.4%
Earnings per share (on Rs 2 pd up)	11.36	10.18
Capital Adequacy Ratio	March 2018	March 2017
Tier I	13.06	13.35
Tier II	2.43	2.29
Total	15.49	15.64

PAT Reconciliation

Particulars	Q2 FY19 (INR Crore)
Net Profit as per IGAAP	489.13
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	(0.23)
Adjustment on account of Expected Credit Loss(ECL)	(111.03)
Reversal of Deferred Tax liability (DTL) on 36(1)(viii) for the quarter	(16.4)
Other Adjustments	152.41
Net Profit after Tax as per IND As	513.88
Other Comprehensive Income (Net of Tax)	-
Total Comprehensive Income (Net of Tax as per Ind AS)	513.88

Executive Summary-Q2/H1FY19

	<i>Var</i>	Q2 FY19	Q2 FY18	<i>Var</i>	H1 FY19	H1 FY18
Revenue from Operations	12%	4198	3751	13%	8245	7316
Finance cost	13%	3138	2780	13%	6163	5471
Net Interest Income	5%	1012	963	12%	2015	1796
Impairment on Financial Instruments	(3%)	218	225	(12%)	379	429
<u>Profit before Tax</u>	17%	745.34	639.74	24%	1533.74	1233.86
Tax Expense	37%	172.18	125.87	31%	392.64	300.81
<u>Net Profit</u>	12%	573.16	513.88	22%	1141.10	933.05

Executive Summary-Q2/H1FY19

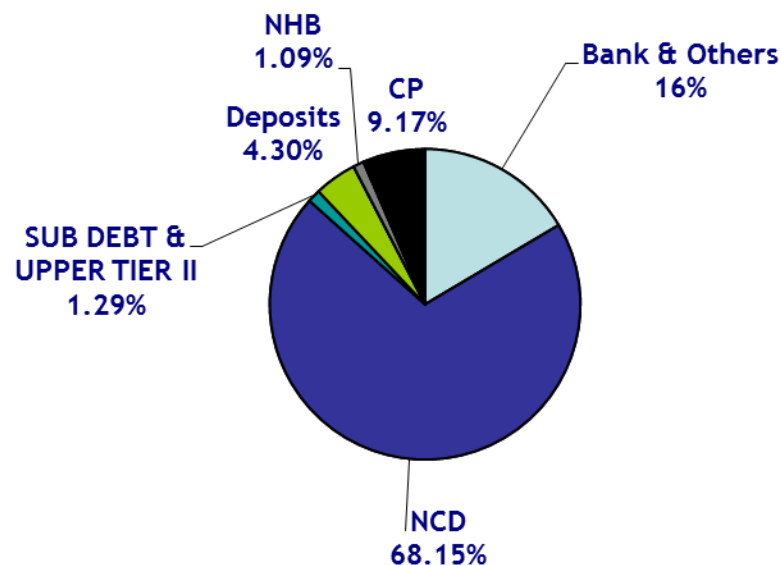
	<i>Var</i>	Q2 FY19	Q2 FY18	<i>Var</i>	H1 FY19	H1 FY18
Disbursements						
Individual	9%	11324.60	10366.78	7%	20029.12	18652.97
Project	384%	2947.92	608.47	276%	3837.13	1021.60
<u>Total</u>	30%	14272.52	10975.25	21%	23866.25	19674.57
Outstanding Portfolio						
Individual	13.5%	165101.51	145486.20	13.5%	165101.51	145486.20
Project	83%	10851.03	5930.61	84%	10941.33	5930.61
<u>Total</u>	16%	175952.54	151416.81	16%	175952.54	151416.81
Net Interest Margins(%)		2.35%	2.58%		2.35%	2.43%
Outstanding Liabilities				16%	154451	133622
Weighted average cost of funds					8.30%	8.37%
Yield on advances annualised					10.24%	10.29%
Spreads					1.94%	1.92%

Liability Profile

as on 30.9.2018

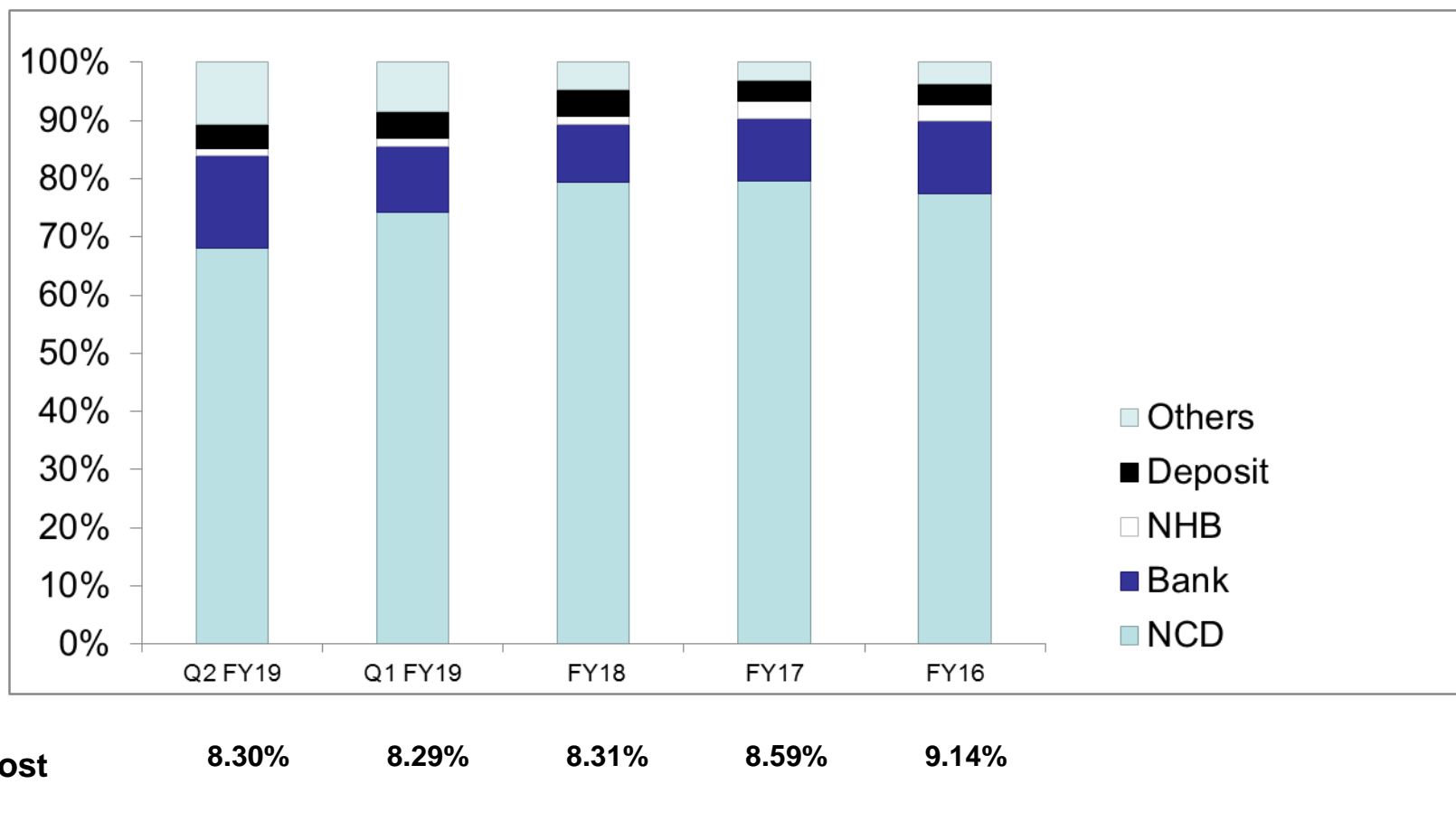
Source	Wtd Avg Cost (%)
Banks	8.25%
Non Convertible Debenture	8.37%
National Housing Bank	8.13%
Sub. Bonds & Upper Tier II	8.89%
Commercial Paper	7.53%
Deposits	7.90%
Total	8.30%

Outstanding Borrowings - Rs.154451 cr

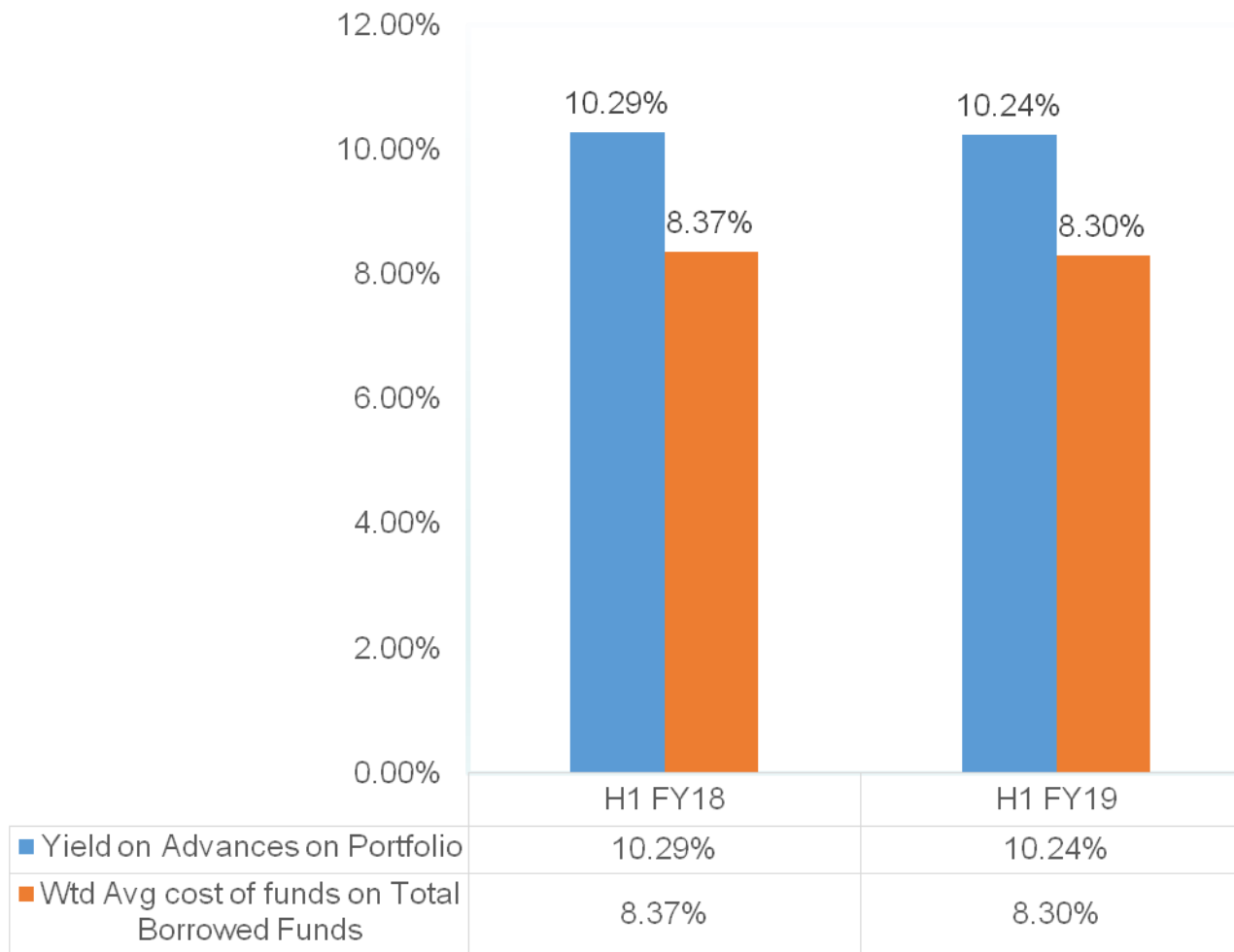


During Q2FY19, Borrowings were at average rate of 8.17%

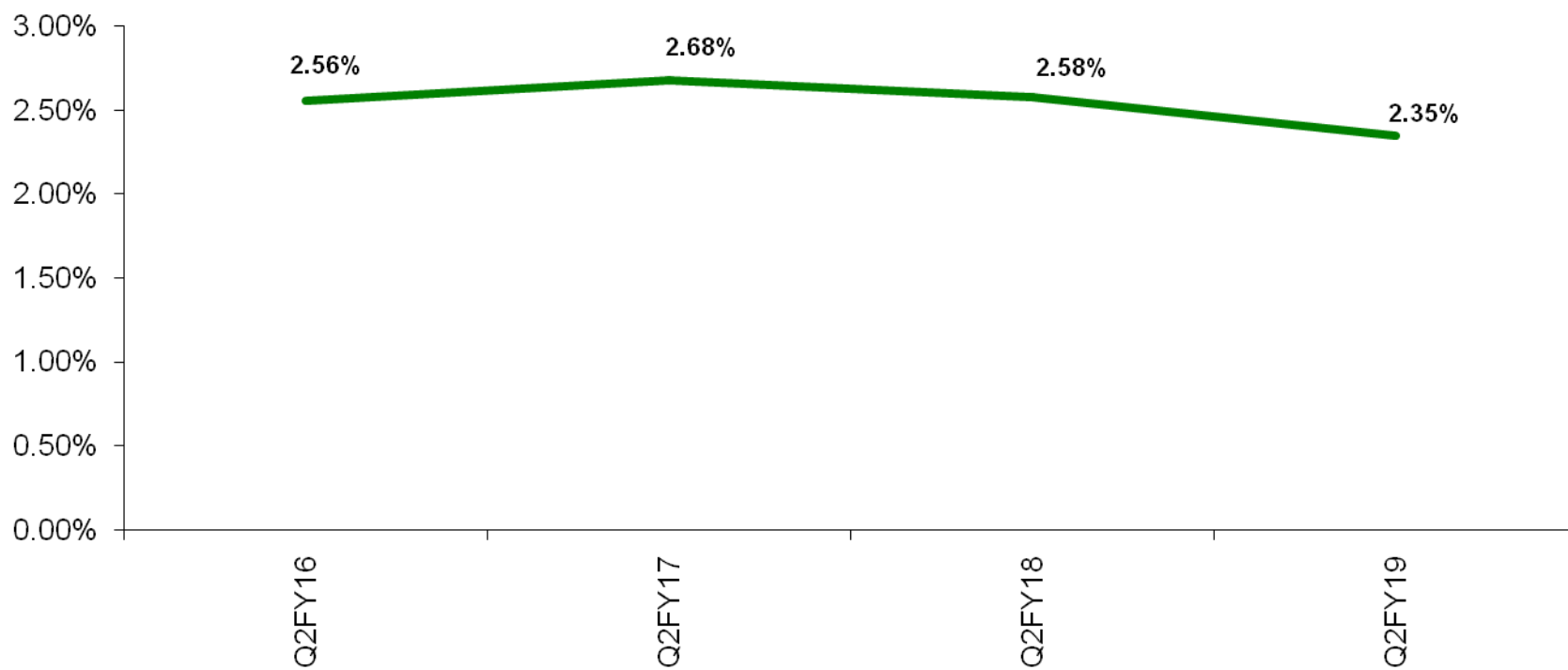
Change in Liability Mix- last 3 yrs



Yield & Cost of Funds on portfolio



NIMs



Classification of Assets

Exposure At Default %	September-18	September-17
Stage 1	94.57%	95.12%
Stage 2	4.16%	4.02%
Stage 3	1.27%	0.86%
Total	100%	100%
ECL Provision	September-18	September-17
Stage 1	Rs.278.8cr	Rs. 159.91 cr
Stage 2	Rs. 110.98 cr	Rs. 2.94 cr
Stage 3	Rs. 1169.67 cr	Rs. 772.44 cr

Thank you

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