



Performance review

Quarter ended June 30, 2021 (Q1FY22)

Bloomberg: IIFL IN

IIFL Finance Limited

July 27, 2021

1. Q1FY22 Financial performance

i. Key highlights

ii. Financial performance

iii. Asset quality

iv. Liquidity position

2. Business segments review

i. Home loan

ii. Business loan

iii. Gold loan







iv. Microfinance

v. Non-core (CRE & Capital market)

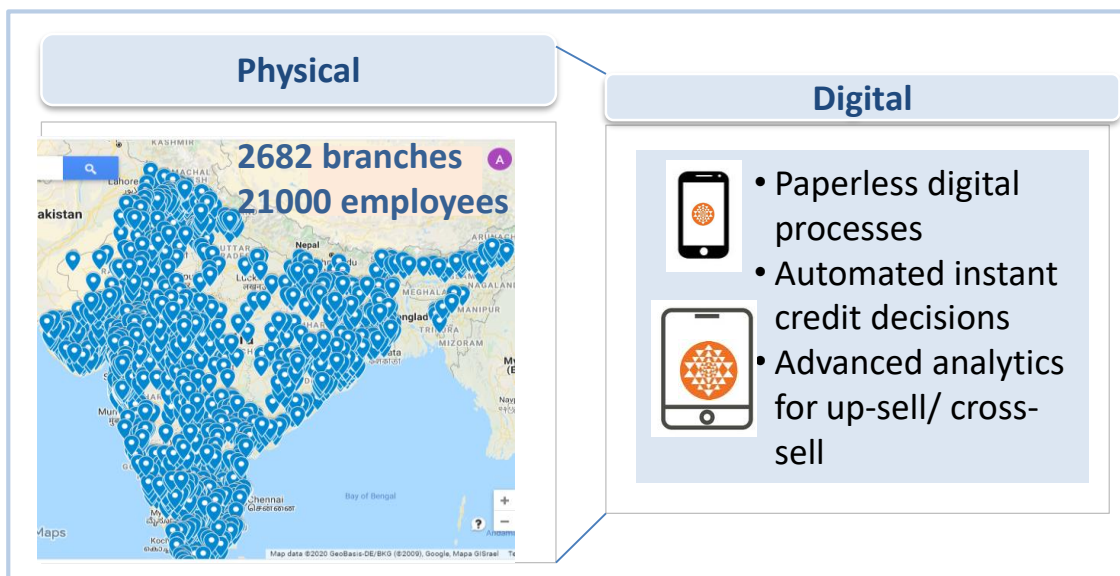
3. Corporate, Digital strategy & ESG updates

Business and strategy snapshot

As on June 30, 2021

Subsidiaries	IIFL Finance Listed Company (NBFC)	
	IIFL Home Finance Housing Finance	
	IIFL Samasta Microfinance	
	Core products	Mix (%)
	 Gold loan	31%
	 Business loan	16%
	 Home loan	34%
	 Microfinance	10%
Non - core products		
 CRE		7%
 Capital market		2%

- IIFL is focused on **retail loans**, distributed through its website, App & branches. 91% of its loan portfolio comprises Gold/ Micro finance loans of ticket size ~ ₹25-50,000 & Home/ Business loans of ~₹1-2 million.
- IIFL has been at the **forefront of digital technology**, improving efficiency & experience both.
- IIFL's capability to originate at scale, small loans meeting banks' PSL and credit standards, makes it a **preferred partner for banks**.



Win-win partnership with banks



IIFL's unique capability to source quality retail & PSL loans, which are banks' preferred asset class, make a winning partnership.

Key highlights (consolidated)

Loan AUM ₹43,160 Cr

Up 13% y-o-y

Return on- Equity / Asset¹

19.7% / 2.6%

Previous year Q1 2.7% / 0.4%

Net Profit

₹ 266 Cr

Up 735% y-o-y

Cost of Funds

9.0%

down 33 bps y-o-y

Gross / Net NPAs

2.2% / 1.0%

Previous year Q1 1.7% / 0.8%

**Pre Provision
Operating Profit**

₹ 516 Cr

Up 58% y-o-y

Cash/ Undrawn Lines

₹4,494 Cr

Previous year Q1 ₹ 3,745 Cr

Employees / Branches

21,012 / 2,682

Previous year Q1 17,889 / 2,372

Cost to Income 38%

Previous year Q1 46%

Capital Adequacy 25.6%

Previous year Q1 19.3%

Retail loans 93%

Wholesale loans 7%

Previous year Q1 88% / 12%

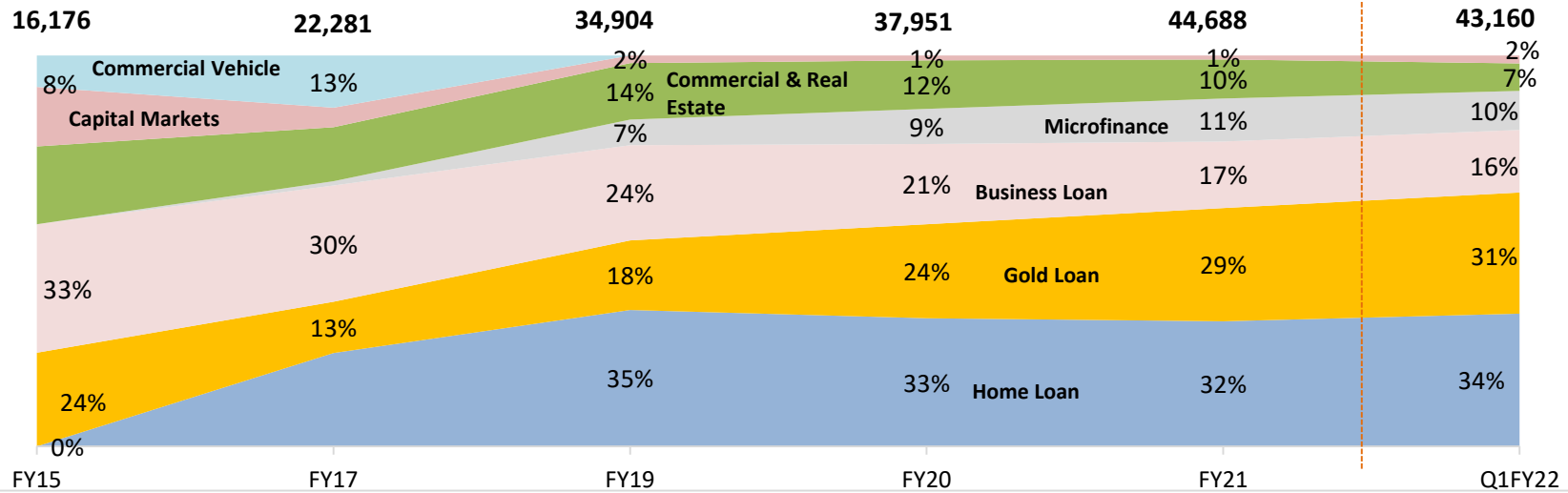
Provision Coverage 180%

Previous year Q1 183%

¹Return on Equity and Return on Asset quarterly numbers are annualized

Loans are predominantly retail and granular

Diversified AUM portfolio disperses exposure and balances cyclical vagaries (₹ Cr)



Q1FY22	% AUM Share	AUM (₹ Cr)	Y-o-Y Growth (%)	Q-o-Q Growth (%)	GNPA%	NNPA%	Portfolio Yield %	Portfolio average Ticket Size (₹ Lakhs)
Home Loans	34%	14,747	17%	2%	1.6%	1.0%	10.2%	17.2
Gold Loans	31%	13,262	40%	1%	0.9%	0.7%	17.9%	0.6
Business Loans	16%	7,114	(10%)	(5%)	6.0%	2.4%	15.4%	11.3
Microfinance	10%	4,386	36%	(7%)	2.0%	0.0%	20.2%	0.2
Construction & Real Estate	7%	2,808	(39%)	(34%)	1.5%	1.1%	16.1%	3,785.9
Capital Market Finance	2%	842	63%	27%	0.0%	0.0%	11.9%	140.6
Total	100%	43,160	13%	(3%)	2.2%	1.0%	14.9%	

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IIFL Finance – Consolidated results (as per IND AS)

Quarter ended June 30, 2021 (NBFC, HFC and MFI)



₹ Cr	Q1FY22	Q1FY21	Y-o-Y	Q4FY21	Q-o-Q
Interest income	1,245.0	1,095.1	14%	1,264.4	(2%)
Interest expense	(700.9)	(693.0)	1%	(680.6)	3%
Net interest income	544.1	402.1	35%	583.8	(7%)
Income from assigned assets	240.9	178.4	35%	240.8	0%
Fee & other income	45.8	21.7	111%	143.4	(68%)
Total income	830.8	602.2	38%	968.0	(14%)
Operating expense	(315.2)	(275.4)	14%	(317.6)	(1%)
Pre provision operating profit	515.5	326.7	58%	650.5	(21%)
Loan losses & provision	(165.0)	(269.4)	(39%)	(329.9)	(50%)
Profit before tax	350.5	57.3	512%	320.6	9%
Profit after tax	265.8	31.8	735%	247.8	7%
Total Comprehensive Income(TCI)	249.7	30.1	730%	269.8	(7%)
Book value per share (₹)	145.6	124.3		138.8	
Earnings per share (₹ not annualized)	7.0	0.8		6.5	
Return on equity (annualized)	19.7%	2.7%		19.1%	

Income analysis (Consolidated as per IND AS)

Quarter ended June 30, 2021 (NBFC, HFC and MFI)

₹ Cr	Q1FY22	Q1FY21	Y-o-Y	Q4FY21	Q-o-Q
Loan book using risk capital	28,599	26,413	8%	29,784	(4%)
Securitized book ¹	4,302	1,936	122%	3,828	12%
Loan Book (Ind AS Balance sheet)	32,901	28,350	16%	33,612	(2%)
Assigned assets	10,259	9,985	3%	11,076	(7%)
Assets under management	43,160	38,335	13%	44,688	(3%)

₹ Cr	Q1FY22	Q1FY21	Y-o-Y	Q4FY21	Q-o-Q
Interest income	1,245.0	1,095.1	14%	1,264.4	(2%)
Interest expense	(700.9)	(693.0)	1%	(680.6)	3%
NII at IndAS balance sheet loan book (A)	544.1	402.1	35%	583.8	(7%)
Income from assigned assets	240.9	178.4	35%	240.8	0%
Other Income (Fee and commission income)	39.5	16.1	146%	79.7	(50%)
Non-fund based income (B)	280.4	194.5	44%	320.5	(12%)
Net gain/loss on fair value changes (C)	6.2	5.6		63.8	
Total Income (A)+(B)+(C)	830.8	602.2	38%	968.0	(14%)

Fund Based: Non fund based ratio (%)					
Fund based income	66%	67%		65%	
Non-fund based income	34%	33%		35%	

¹ In securitised book, our risk is limited to the value of cash collateral provided as credit enhancement (typically ~7%). As per RBI guidelines, 50% of the credit enhancement is reduced from tier 1 capital and the balance is reduced from tier 2 capital while computing capital adequacy ratio.

IIFL Finance – Consolidated Balance sheet

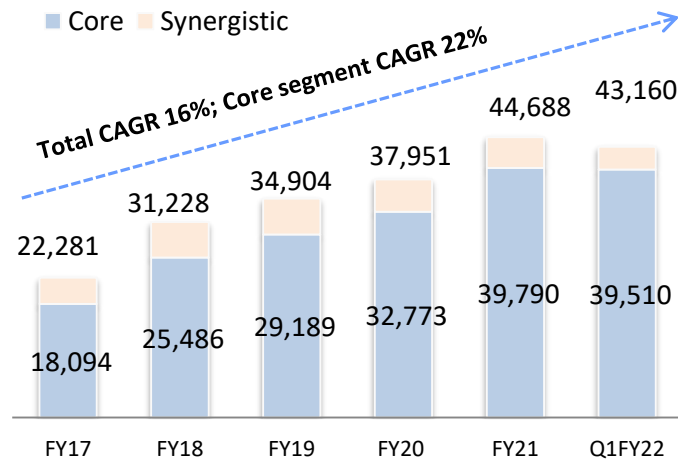
Unaudited as at June 30, 2021 (NBFC, HFC and MFI)

ASSETS		₹ Cr	LIABILITIES AND EQUITY		₹ Cr
1	Financial Assets		1	Financial Liabilities	
(a)	Cash and Bank Balances	3,972	(a)	Payables	92
(b)	Receivables	108	(b)	Borrowings	
(c)	Loan Assets	32,819		- NCDs	10,410
(d)	Investments	983		- Others	21,716
(e)	Other financial assets	658	(c)	Other financial liabilities	2,026
	Total Financial Assets (A)	38,540		Total Financial Liabilities (A)	34,244
2	Non-Financial Assets		2	Non-Financial Liabilities (B)	311
(a)	Current & Deferred tax assets (Net)	571			
(b)	Property, Plant and Equipment etc.	725	3	Equity & Reserves (C)	5,645
(c)	Other non-financial assets	364			
	Total Non-Finance Assets (B)	1,660			
	Total Assets (A)+(B)	40,200		Total Liabilities and Equity (A)+(B)+(C)	40,200

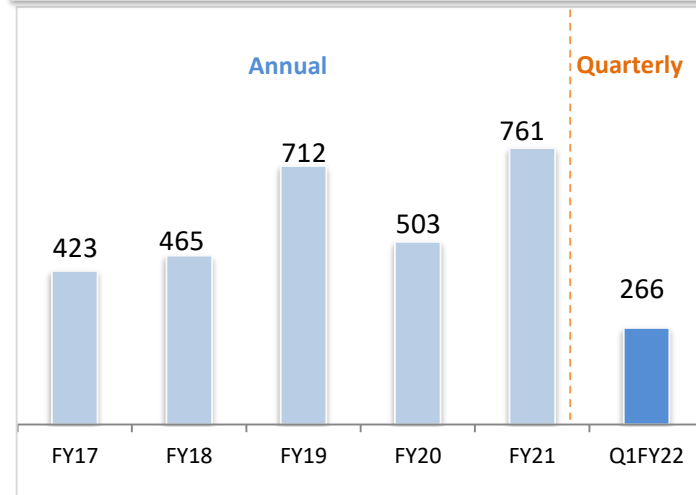
Consistent financial performance and growth over years

- In Q1FY22, loan AUM had a marginal de-growth as part of CRE portfolio was sold and Covid wave 2 slowed new disbursals
- PAT grew by 735% yoy on depressed base of Covid affected quarter last year. Covid wave 2 caused PPOP decline by 21% but lower provision helped 7% qoq PAT growth.
- NIM on balance sheet assets fell a tad, with higher interest reversal and spread on assigned assets remained at similar level

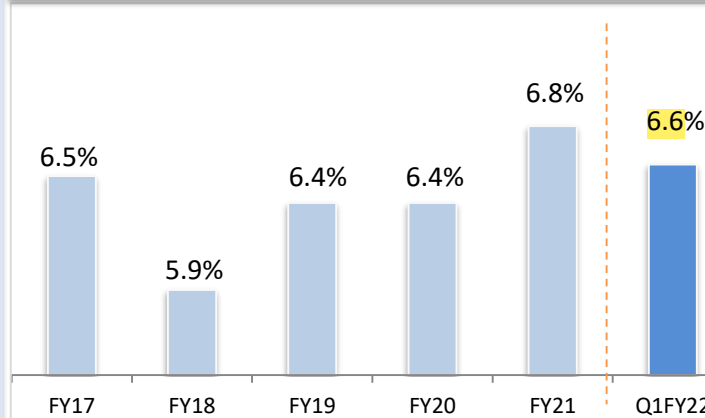
Loan AUM (₹ Cr)



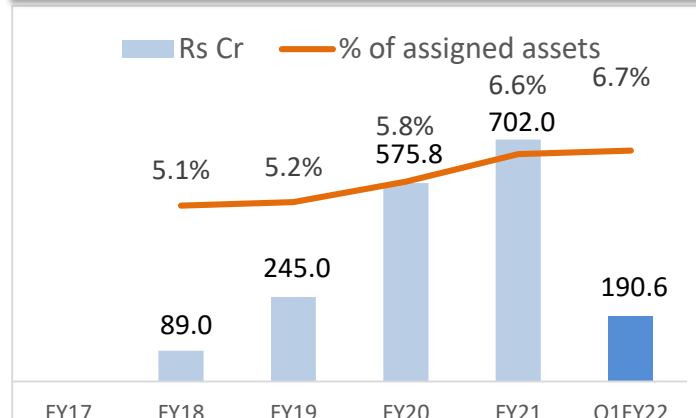
Profit after tax (PAT) (₹ Cr)



NIM on Balance Sheet assets (%)



Spread on assigned assets

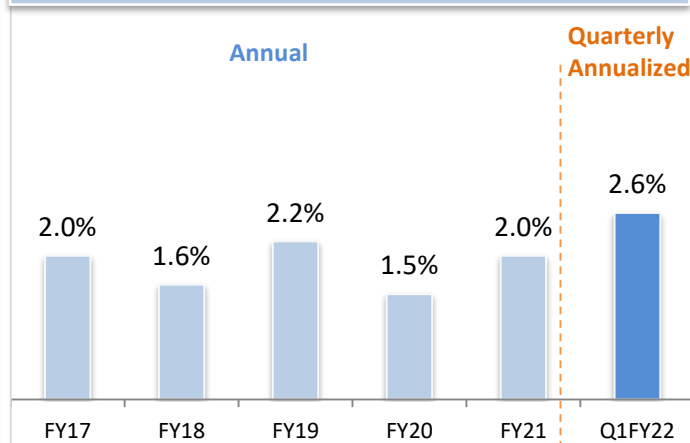


• Note: FY18 onwards numbers are as per IND AS. Prior years' numbers are as per IGAAP

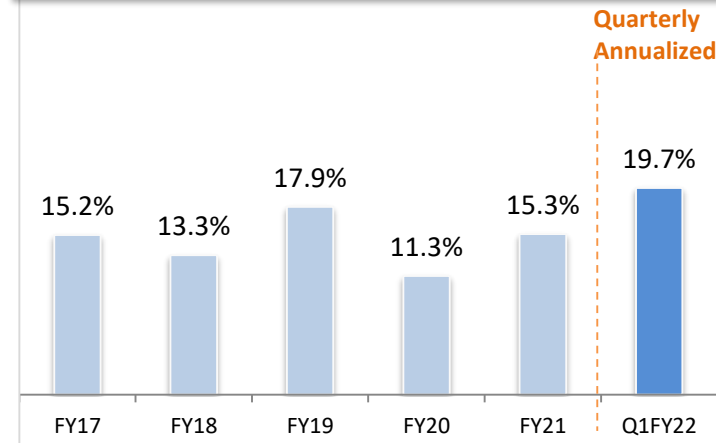
Robust and improving financial position

- Annualised ROA reached highest ever level of 2.6%, whereas annualised ROE stood at 19.7% for Q1FY22.
- Cost to income ratio rose marginally to 38%, due to lower loan AUM.
- Capital Adequacy Ratio (CAR) was 25.6% and Tier 1 stood at 17.8%. CAR of Housing Finance & Micro- finance subsidiaries were 24.1% and 23.7% respectively. All CAR are well above the statutory thresholds.

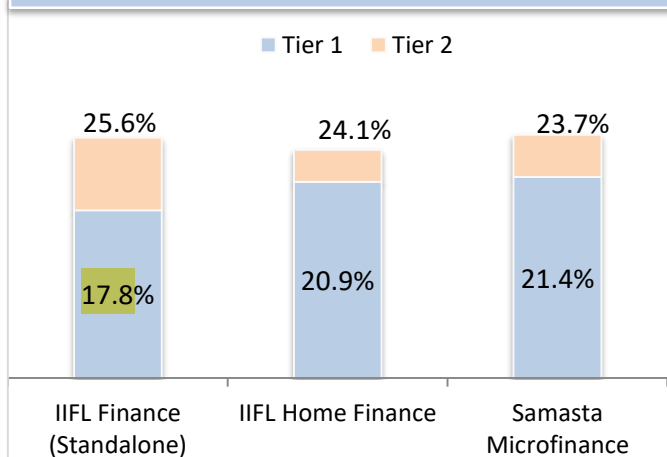
Return on assets (%)



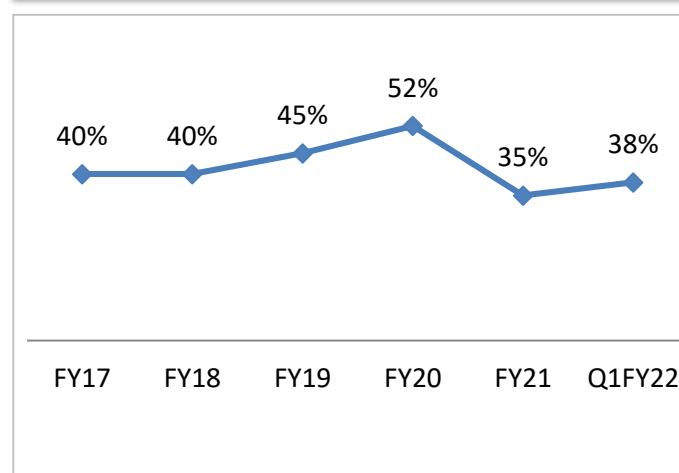
Return on equity (%)



Capital adequacy ratio (%)



Cost to income (%)

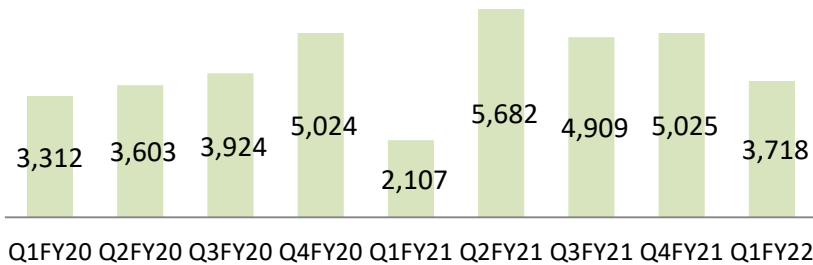


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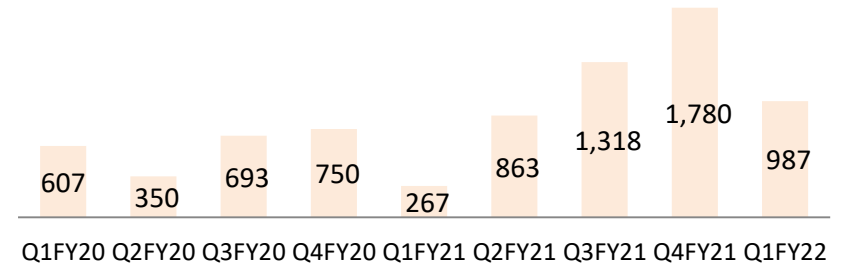
Fall in loan disbursements due to Covid second wave..

Disbursement trends (₹ In Crs)

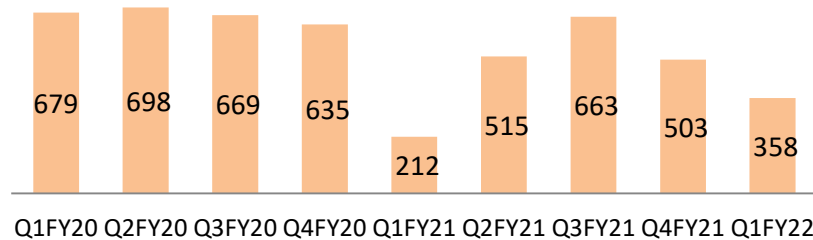
Gold Loan



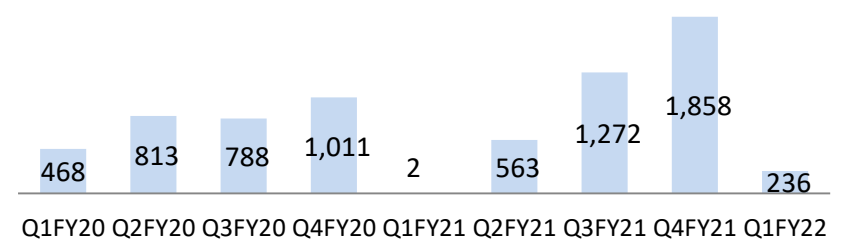
Home Loan



Business Loans



Microfinance



Cumulatively we have disbursed ₹ 370 Cr. amount under Emergency Credit Line Guarantee Scheme (ECLGS), included in business loans

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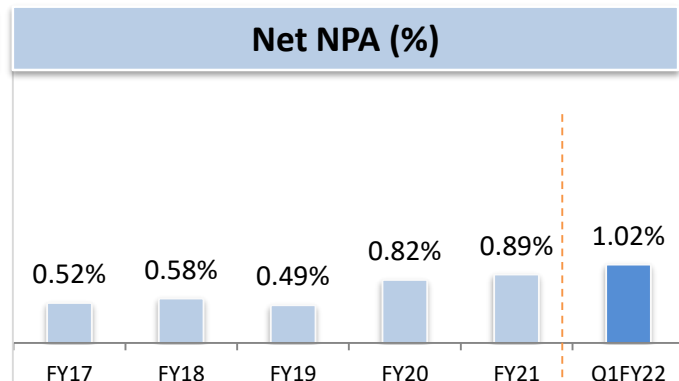
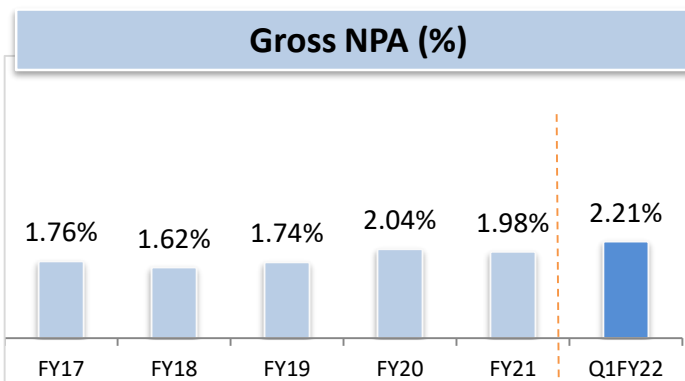
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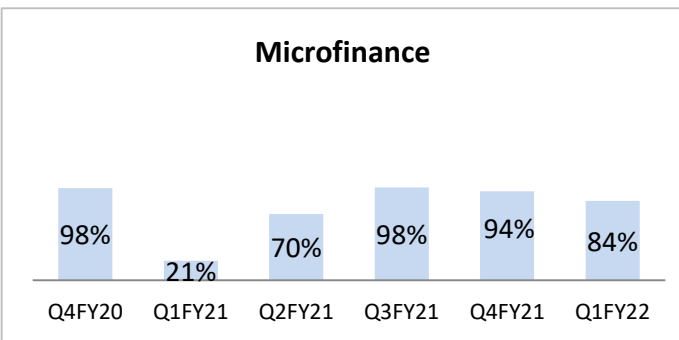
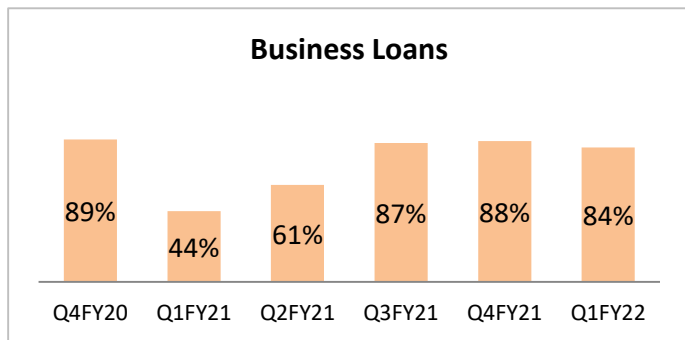
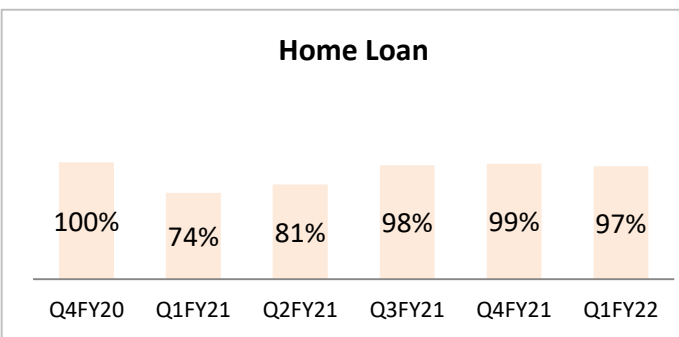
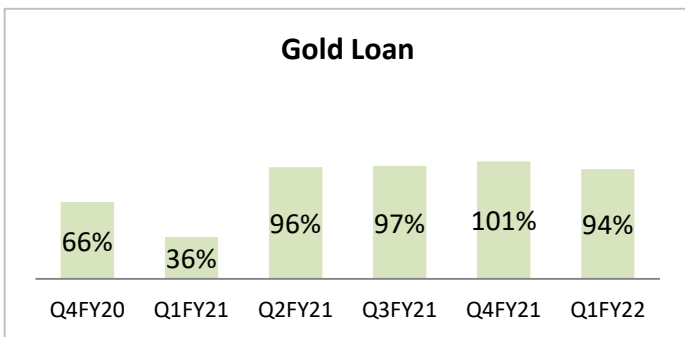
3. Corporate, Digital strategy & ESG updates

Superior asset quality maintained through cycles...

- GNPA stands at 2.21% and NNPA at 1.02%, slightly higher than previous quarter, despite conservative practice of write offs, due to Covid impact on collections.
- As per IndAS accounting, provision coverage of NPAs was 180%, compared to 186% in the previous quarter
- Collection efficiency was adversely affected across businesses due to Covid second wave. However, the impact was much lesser as compared to the first wave last year.



Collection Efficiency trends¹ (%) – moratorium period from Mar-Aug 2020



Note: FY18 onwards numbers are as per IND AS. Prior years' numbers are as per IGAAP

¹Including arrears but excluding prepayments

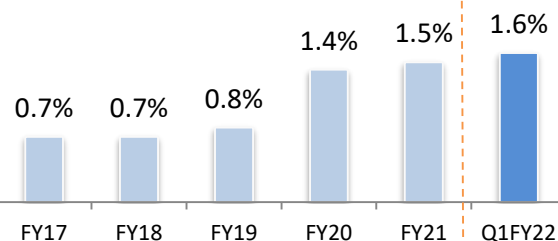
Covid second wave has marginal impact on asset quality

Credit quality has been steady across key product segments

Core growth segments

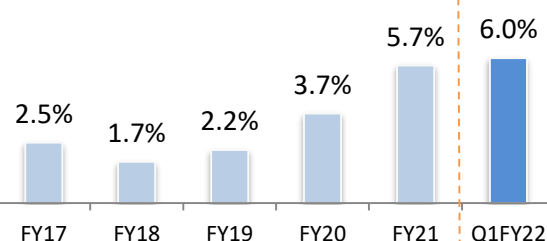
Home loans

Gross NPAs (%)



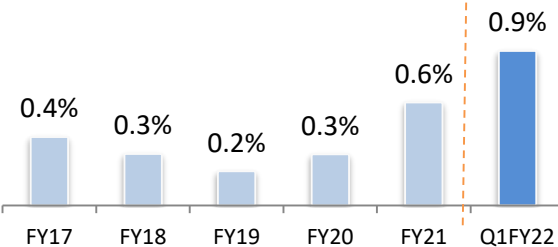
Business loans

Gross NPAs (%)



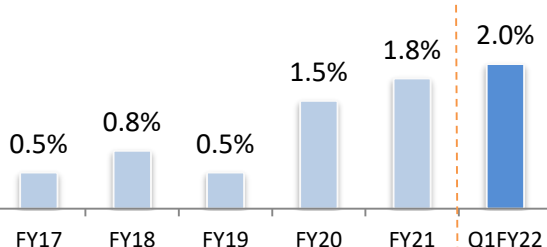
Gold loans

Gross NPAs (%)



Microfinance

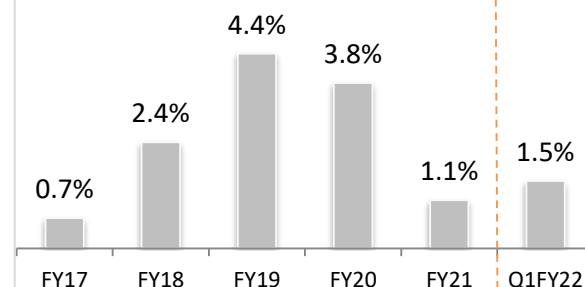
Gross NPAs (%)



Synergistic segments

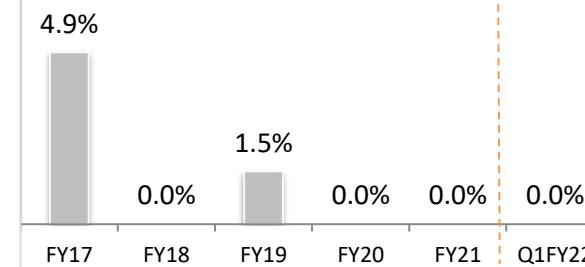
Construction & Real Estate finance

Gross NPAs (%)



Capital markets finance

Gross NPAs (%)



Note:

(i) Gross NPAs for FY18 onwards are as per IndAS (include securitized assets); other numbers are as per IGAAP

Conservative provisioning across all segments

As at June 30, 2021 (NBFC, HFC and MFI)

₹ in Crores

Business loan book ¹	Stage 1	Stage 2	Stage 3	Total	Stage 1	Stage 2	Stage 3	Provision	
	0-30 dpd	30-90 dpd	90+ dpd		Provision %			As per RBI	As per ECL
Home Loans	9,544.3	496.1	164.9	10,205.3	1.7%	3.6%	41.0%	111.7	248.8
Business Loans	4,454.8	1,059.2	351.8	5,865.8	1.7%	5.8%	60.4%	284.2	350.7
Gold Loans	7,113.4	2,087.5	87.5	9,288.3	0.6%	1.4%	21.1%	53.5	88.2
Microfinance	3,474.4	305.7	76.4	3,856.4	3.1%	7.2%	100.0%	54.0	205.3
Construction & Real Estate	2,575.7	189.7	43.0	2,808.4	10.0%	62.3% ²	29.2%	181.5	389.5
Capital Market Finance	691.3	150.7	0.0	842.1	0.2%	12.1%	0.0%	18.4	19.8
Total	27,853.9	4,288.9	723.6	32,866.4	2.3%	6.2%	53.6%	703.4	1,302.3

¹Excluding discontinued Healthcare business

²Includes accelerated provision for SICR cases

dpd: Days past due

ECL: Expected credit loss

SICR: Significant increase in credit risk

Restructuring & ECL Provision Movement

As at June 30, 2021 (NBFC, HFC and MFI)

₹ in Crores

Business ¹	Restructuring		Provision Movement			
	Q1 FY22	Cumulative Q1FY22	Opening Provision	Addition during the quarter	Net release during the quarter ²	Closing Provision
Home Loans	109.7	241.0	186.1	64.0	(1.2)	248.8
Business Loans	104.6	379.1	399.9	35.6	(84.8)	350.7
Gold Loans	0.0	0.0	66.9	21.2	(0.0)	88.2
Microfinance	200.6	200.6	154.2	51.1	(0.0)	205.3
Construction & Real Estate	23.6	178.5	476.6	55.1	(142.2)	389.5
Capital Market Finance	0.0	0.0	20.5	0.0	(0.8)	19.8
Total	438.6	999.3	1,304.4	227.0	(229.0)	1,302.3

¹Excluding discontinued Healthcare business

²Includes on account of write-offs and recoveries

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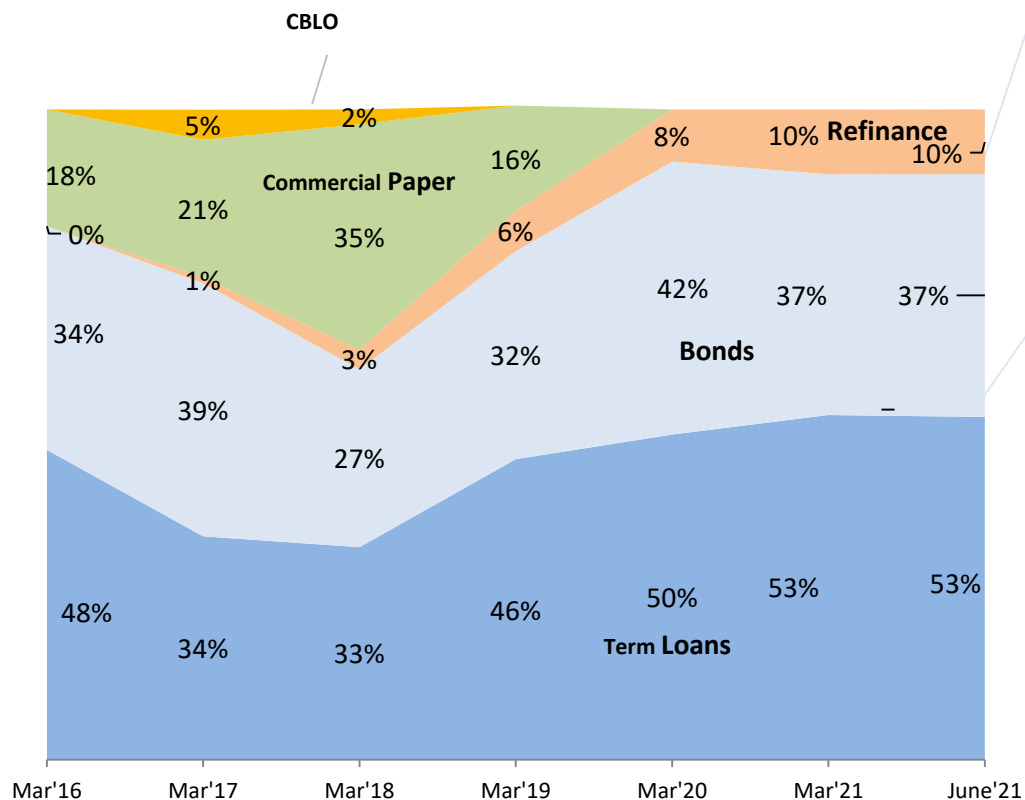
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Well diversified sources of funding..

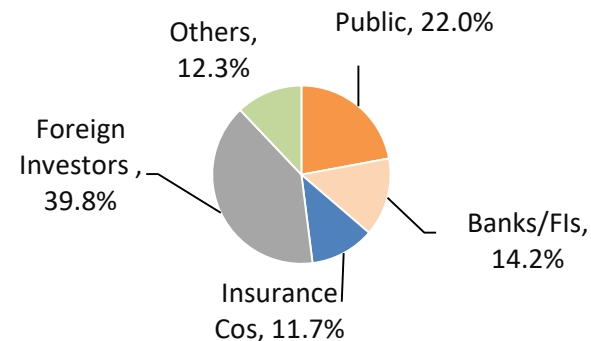
Resource profile is well diversified, with increasing share of bank loans

Outstanding borrowing (₹ Crs)

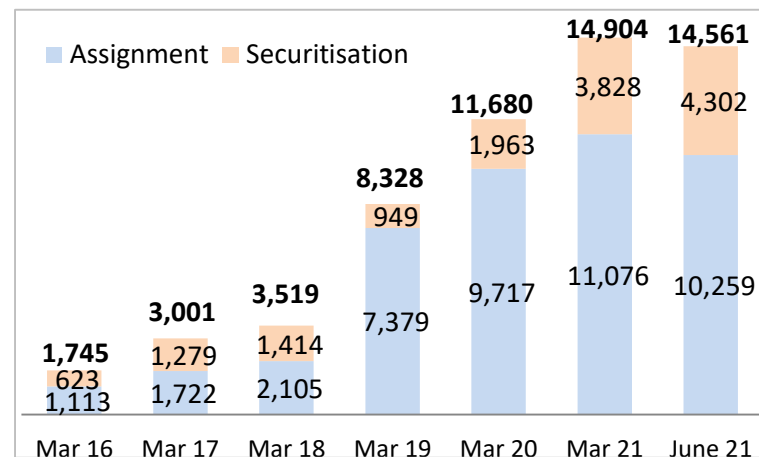
15,395	17,982	24,539	26,141	25,734	28,426	27,831
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Bonds/ NCDs investors split (%)

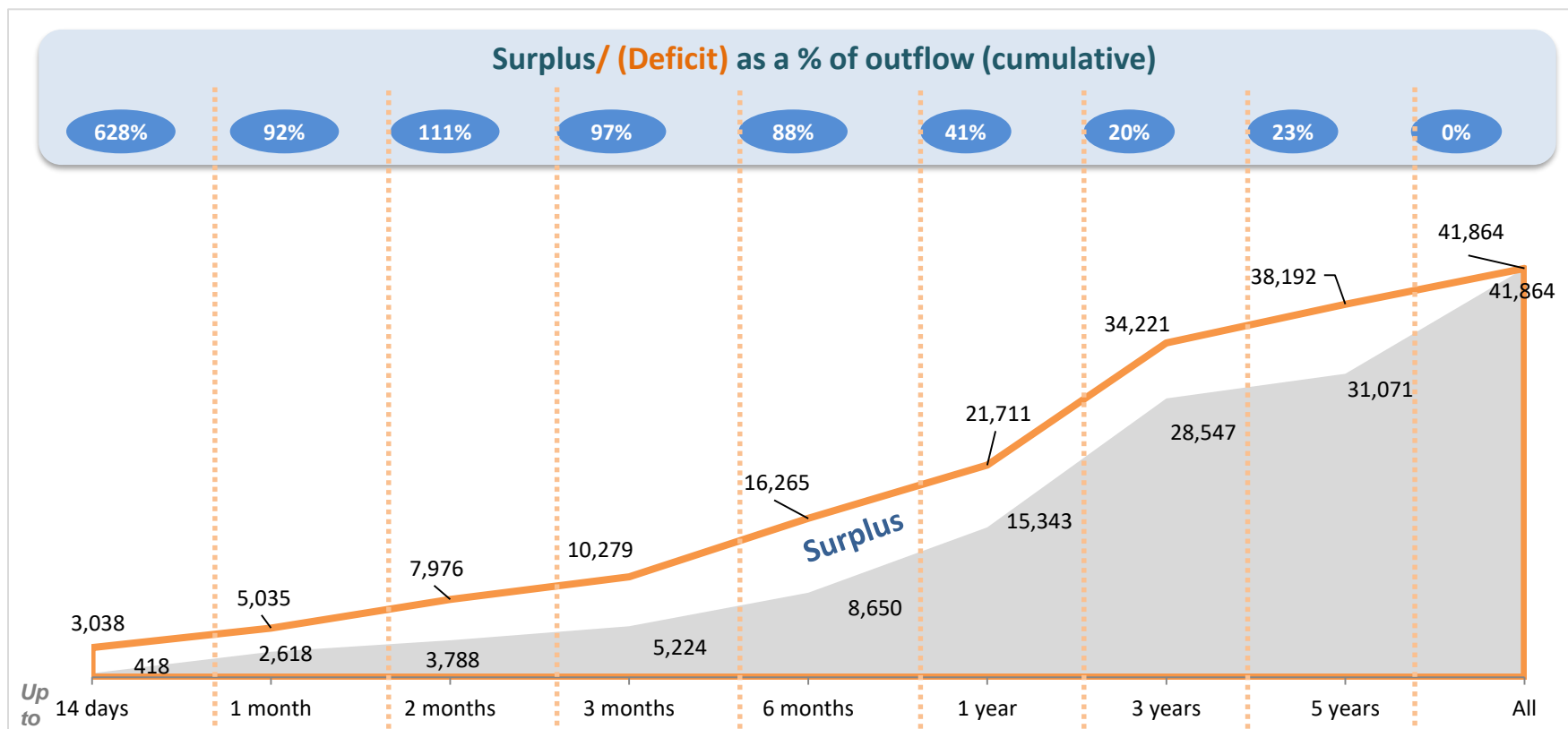


Outstanding assignment/securitisation (₹ Cr)



Structural Liquidity- Surplus across all buckets

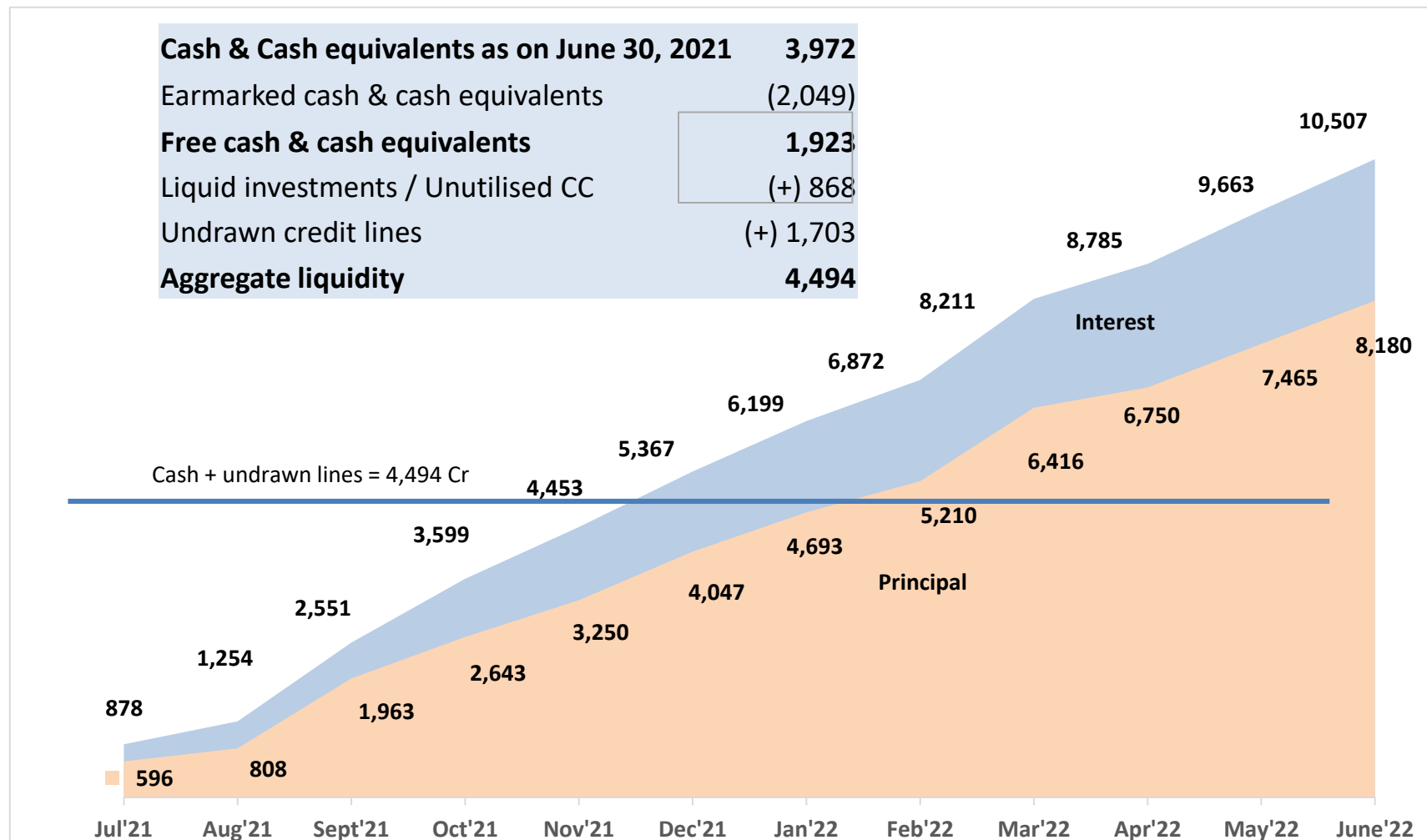
₹ in Crores



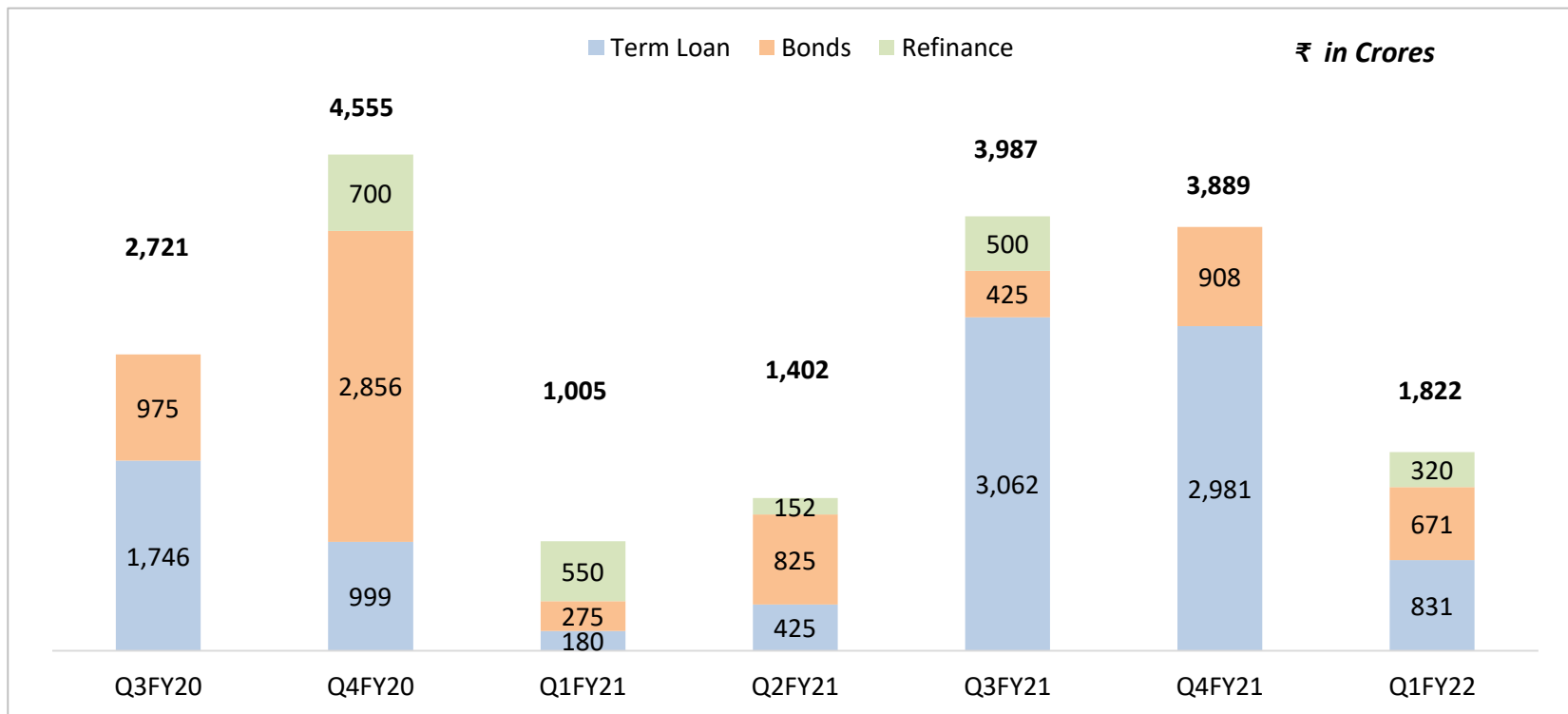
This ALM chart shows structural liquidity at consolidated level for IIFL Finance & its subsidiaries. This is prepared broadly based on RBI format, assuming static balance sheet position, not taking into account fresh disbursements. The inflows consider collection of only standard assets, excluding assigned assets as per IndAS, basis behavioral pattern applied conservatively. It takes only encumbrance free bank FDs and for outflows, operating expenses and liabilities.

Debt repayment obligation schedule, well covered

₹ in Crores



Debt resource raising trend



During the quarter:

- IIFL's long term credit rating from CRISIL **AA** (Outlook: Stable).
- IIFL raised ₹671 crores by way of long term secured bonds. Besides, the company raised ₹ 831 Cr through term loans and securitized/assigned loans of ₹ 1,804 Cr in Q1FY22

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- Rising demand for housing in tier-II-III cities is expected to result into surge in construction which will increase the focus of financiers on urban areas.
- Rise in GDP per capita ('000), from 72 in FY12 to 152 in FY20, majorly contributed by private final consumption expenditure indicates growth in housing affordability of the people

Indian Mortgage market is expected to be INR 36.9 Trillion by Mar 2023¹

INR
22Trillion +

Mortgage Market In India (Dec 20)

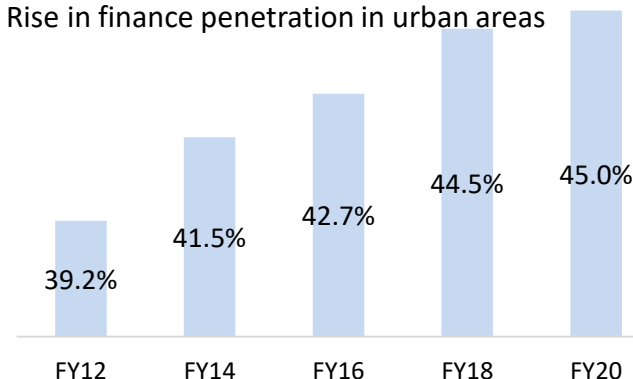
INR 11
Trillion+

Total Loans of HFCs (Dec 20)

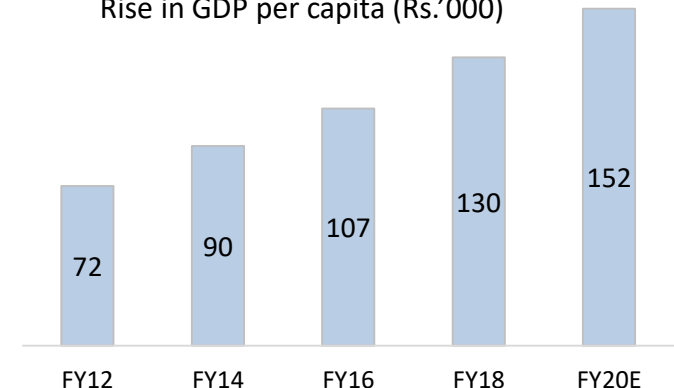
Affordable HFC Growth - 8% (From March 20 till Dec 20)

Growth drivers²

Rise in finance penetration in urban areas



Rise in GDP per capita (Rs.'000)

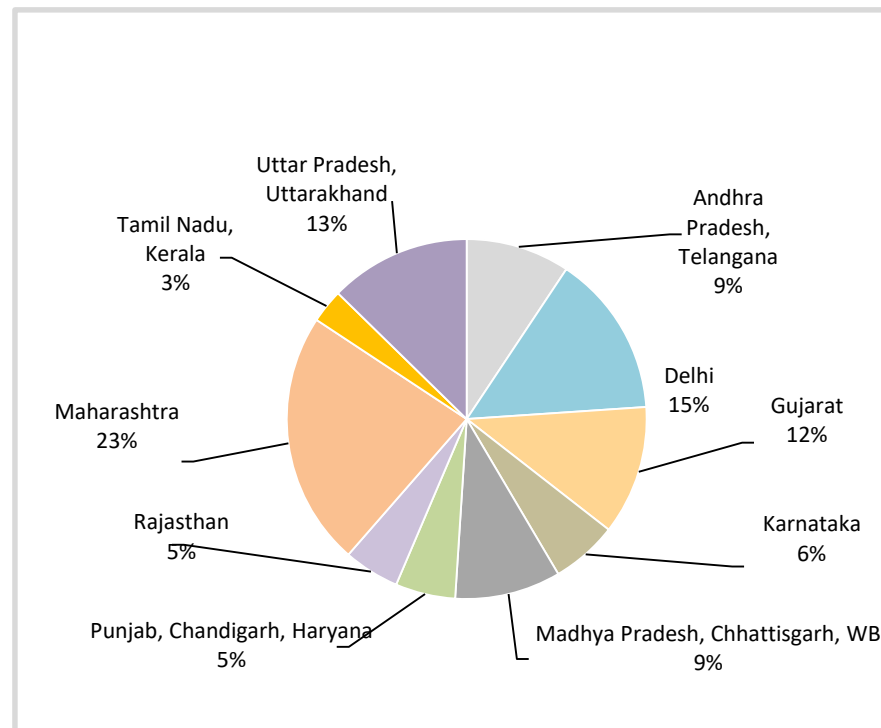


¹Source : ICRA Indian Mortgage Finance Market update for Aug 20 and for March 21

²Source: CRISIL NBFC Report 2020 24

Home loans – product overview

Distribution of AUM as at June 30, 2021



- ✓ Primary focus on **affordable** and non-metro customers. 92% of home loans were disbursed to customers under PSL category
- ✓ Target segment is salaried and self –employed profile with focus is on first time home buyers
- ✓ Business strategy aligned with government mission of “Housing for All “ through **CLSS subsidy**. Benefit of ₹ 1,047+ Cr has been given to over 43,900+ customers
- ✓ **100% home loans** are on-boarded and decisioned through **digital platform** thereby reducing operating cost and credit cost,

AUM
₹ 14,747 Crore

Gross /Net NPA¹
1.6% / 1.0%

Onboarding Average Ticket Size
₹ 17 Lakhs

LTV
72%

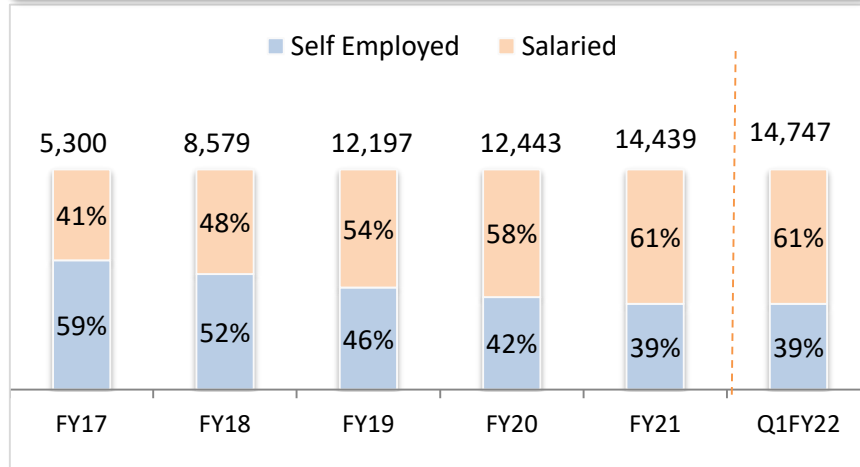
Tenor up to 20 years

99% Collection Efficiency
(Jun 21)

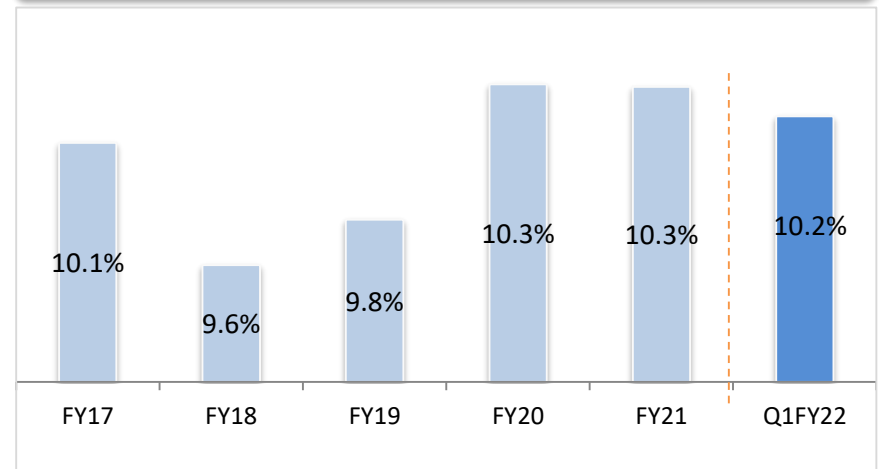
¹ Gross and net NPA are given on loan book. On AUM basis it is 1.4% / 0.9%

Home loans – financial overview

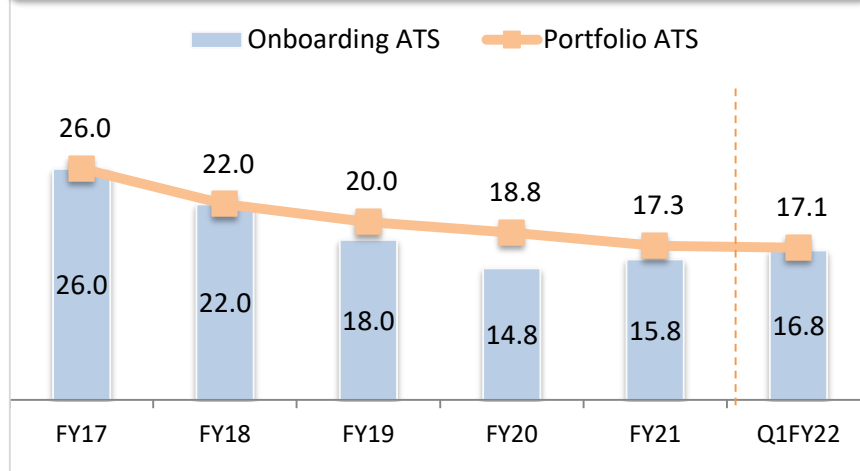
Assets Under Management (₹ Crore)



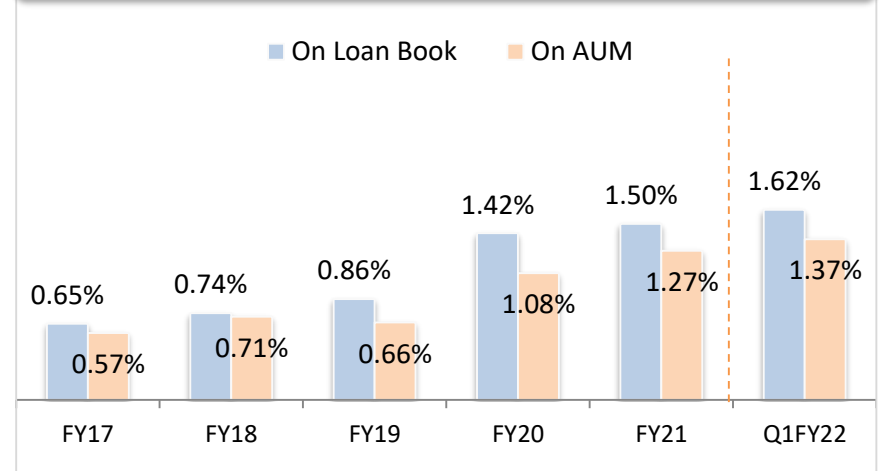
Portfolio Yield (%)



Average Ticket Size (₹ Lakhs)



Gross NPAs (%)



1. Q1FY22 Financial performance

i. Key highlights

ii. Financial performance

iii. Asset quality

iv. Liquidity position

2. Business segments review

i. Home loan

ii. Business loan

iii. Gold loan

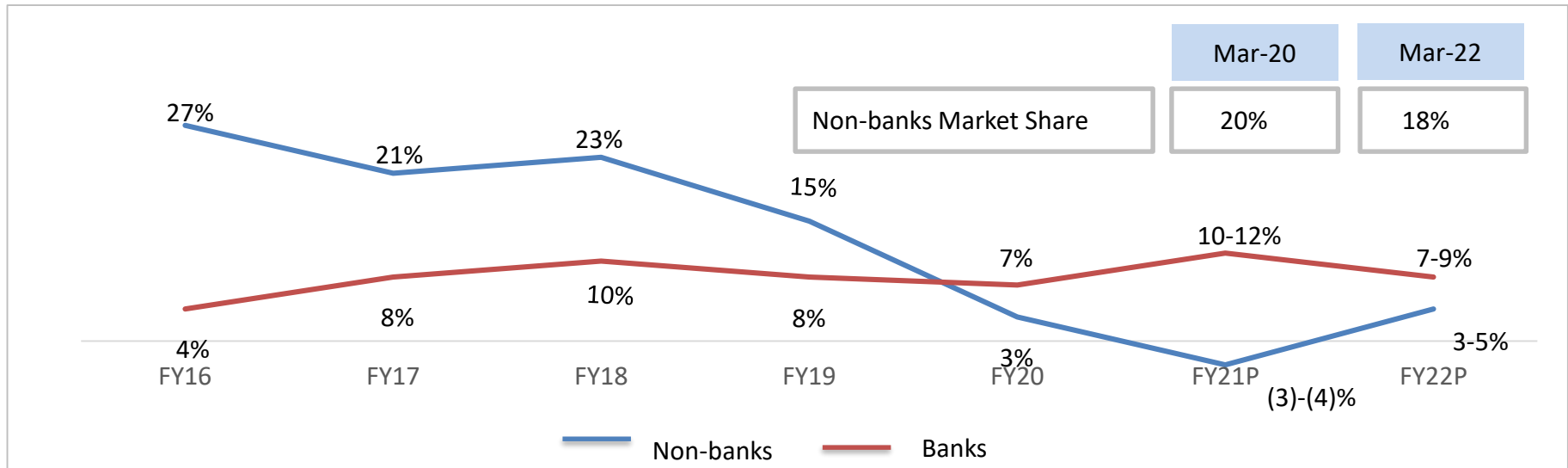
iv. Microfinance

v. Non-core (CRE & Capital market)

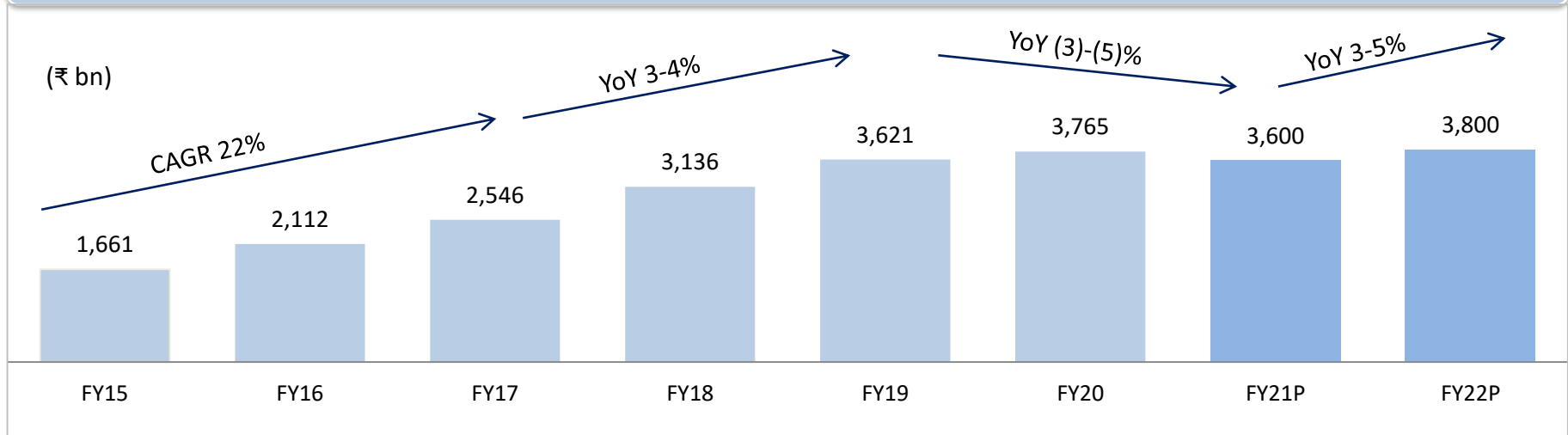
3. Corporate, Digital strategy & ESG updates

Business loans – industry overview

Micro segment: Biggest beneficiary of fresh disbursals supported by ECLGS



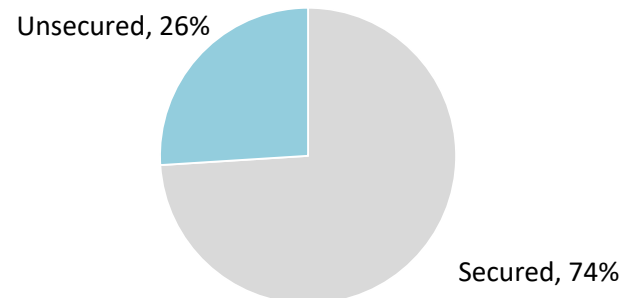
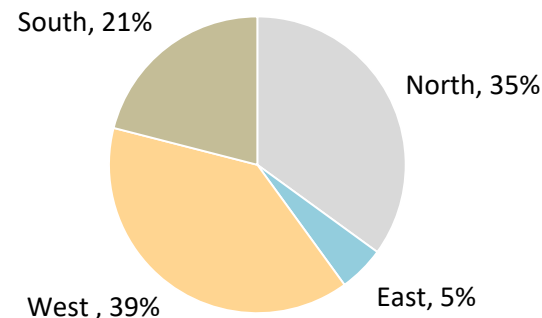
Non-bank MSME credit to pick up gradually as the economy revives



Business loans – product overview

- ✓ For business loans backed by cash flows
- ✓ 40% of unsecured unsecured MSME portfolio covered through CGTMSE guarantee scheme
- ✓ Focus on balancing prudent credit underwriting with instant in-principle decision and automated disbursements based on analytical scorecards
- ✓ Partnerships with leading fintech lenders focusing on both business and personal loans with appropriate risk sharing arrangements
- ✓ Average security cover of over 2x for secured loans. Nearly three fourths of Business Loan portfolio is secured.

Distribution of AUM as at June 30, 2021



AUM
₹ 7,114 Crore

Gross/Net NPA
6.0% / 2.4%

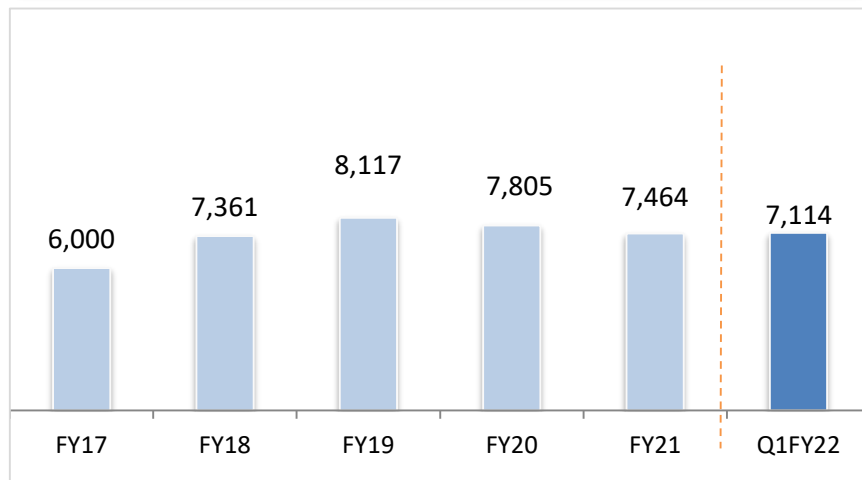
On boarding ATS
Secured / Unsecured
₹ 14 Lakh / ₹ 3 Lakhs

Tenor
Secured / Unsecured
Upto 12 years/ 3 years

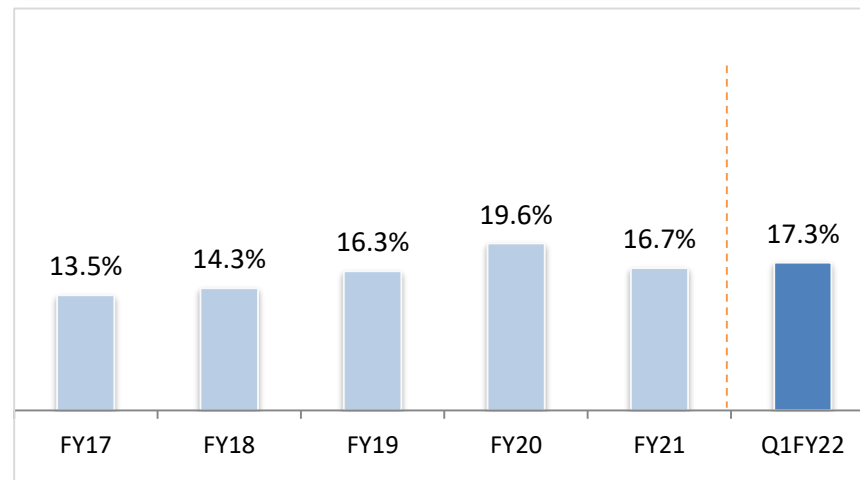
89% Collection Efficiency
(Jun 21)

Business loans – financial overview

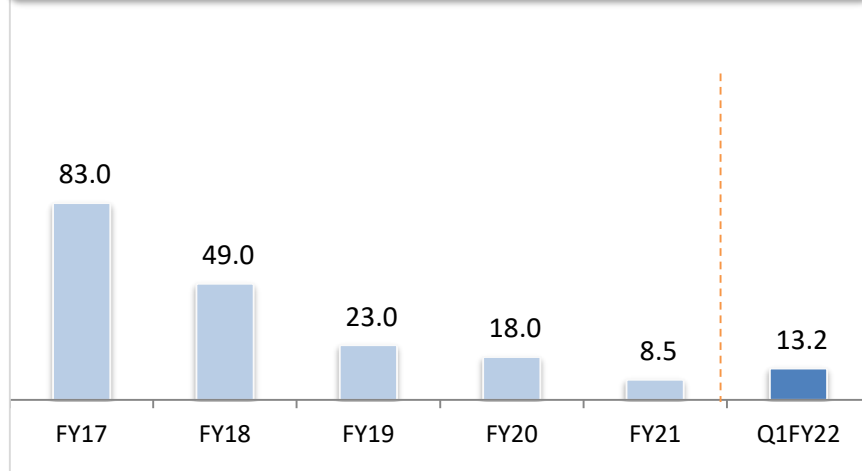
Assets Under Management (₹ Crore)



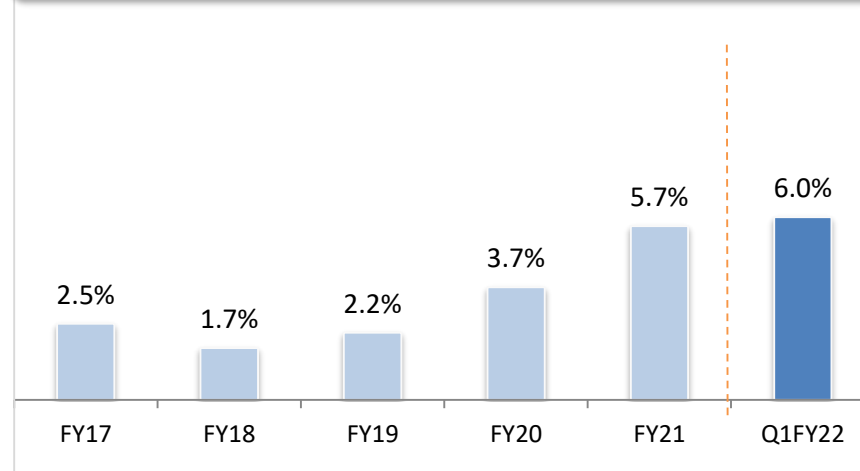
Boarding Yield (%)



Onboarding Average Ticket Size (₹ Lakhs)



Gross NPAs (%)



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25,000 tonnes
of gold is held by Indian
Households
(**65% in Rural India**)



47%

of total gold globally is in the
form of Jewellery



1,97,576 tonnes
of gold mined world over
since the beginning of
civilisation (2019 estimate)

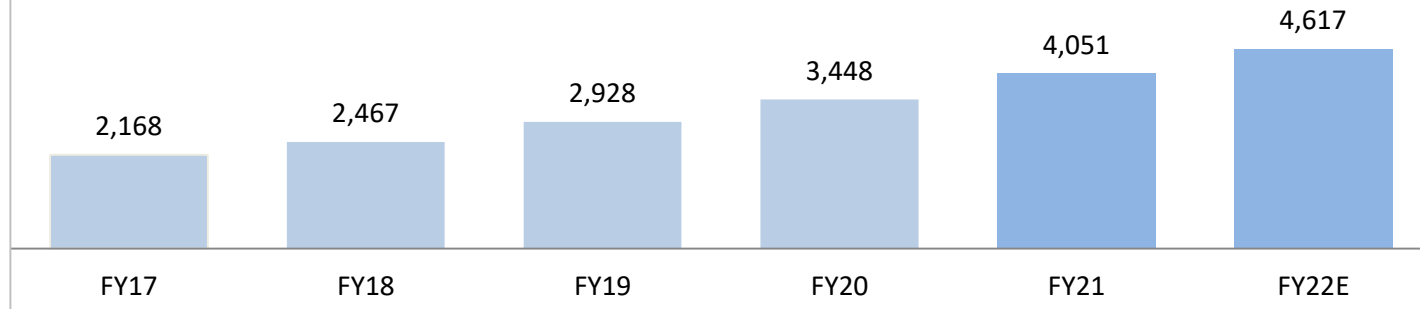


35%

of gold lending is done by the
formal sector (up from 25%-
30% a decade ago)¹

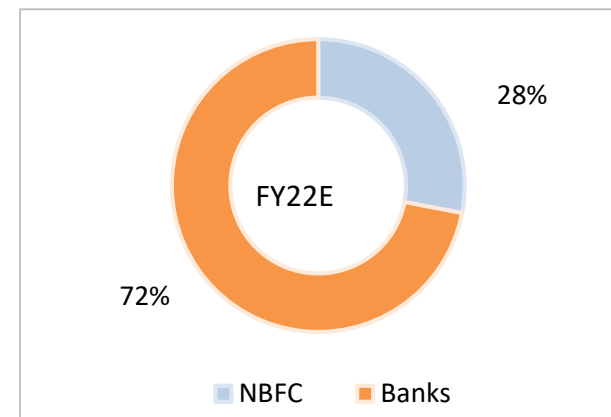
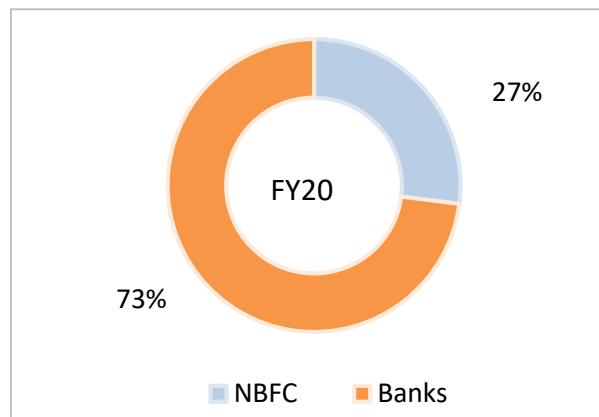
Industry Gold Loans – Organized Market¹

(₹ bn)



- Gold loans expected to growth at a higher rate amongst all asset classes

NBFC Market Share in Gold Loans is expected to increase²

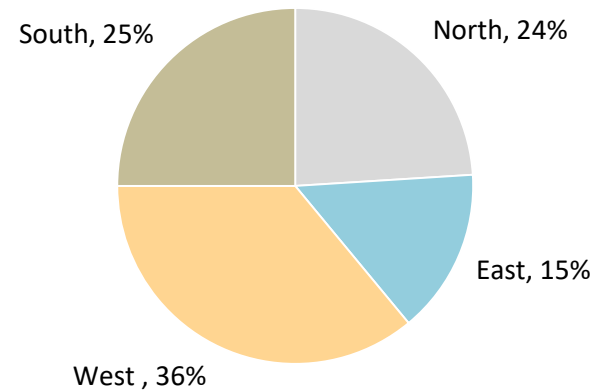


¹Source: Asia Pacific Tactical Research, BofA Securities | 30 June 2021

²Source: World Gold Council, Crisil NBFC Report 2020

Gold loans – product overview

Distribution of AUM as at June 30, 2021



- ✓ Branches in. more than 1000 towns/ cities
- ✓ Loan against gold ornaments for personal & business use with on-boarding LTV ~70%
- ✓ In-house loan origination tablet application equipped to screen customers for earlier defaults, frauds and negative customer lists
- ✓ Strong emphasis on collections and resolution resulting in negligible losses
- ✓ Launched digital gold loan – for top-up and online renewal of gold loans

AUM
₹ 13,262 Crore

Gross/Net NPA
0.9% / 0.7%

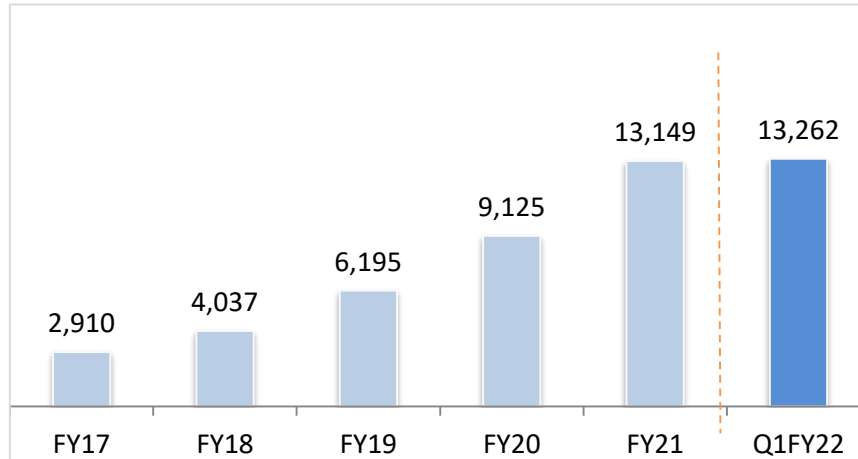
**Onboarding
Average Ticket Size**
₹ 0.6 Lakhs

Tenor
upto 2 years

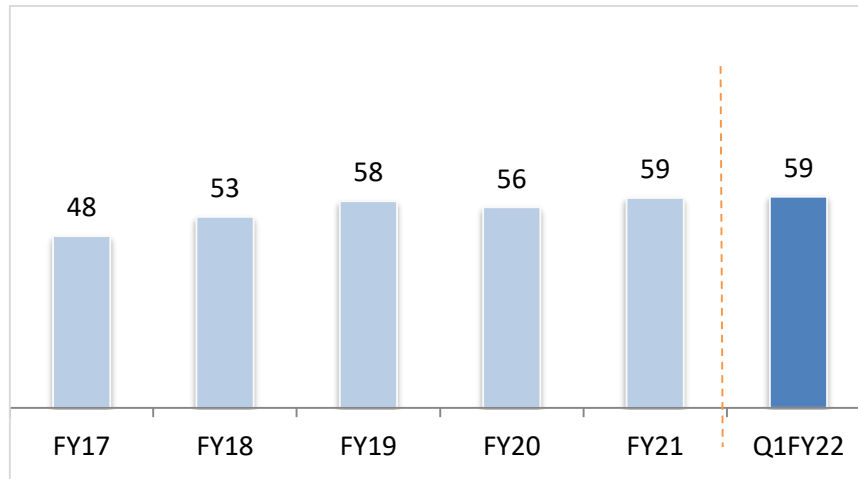
110% Collection Efficiency
(Jun 21)

Gold loans – financial overview

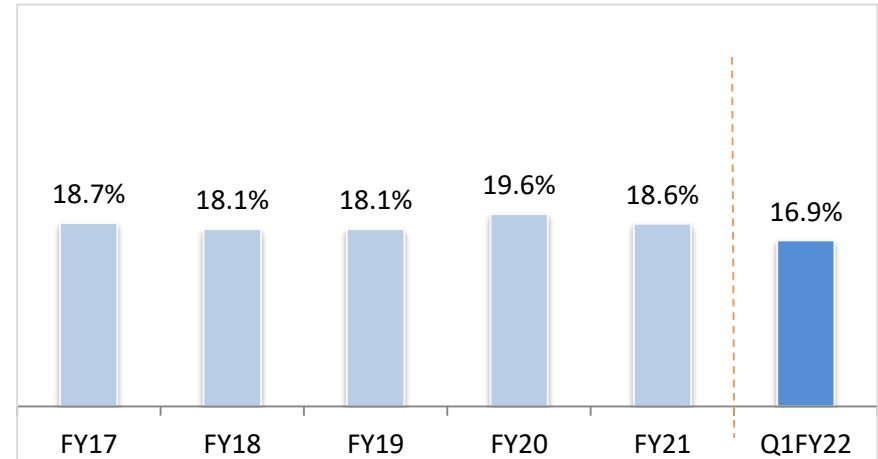
Assets Under Management (₹ Crore)



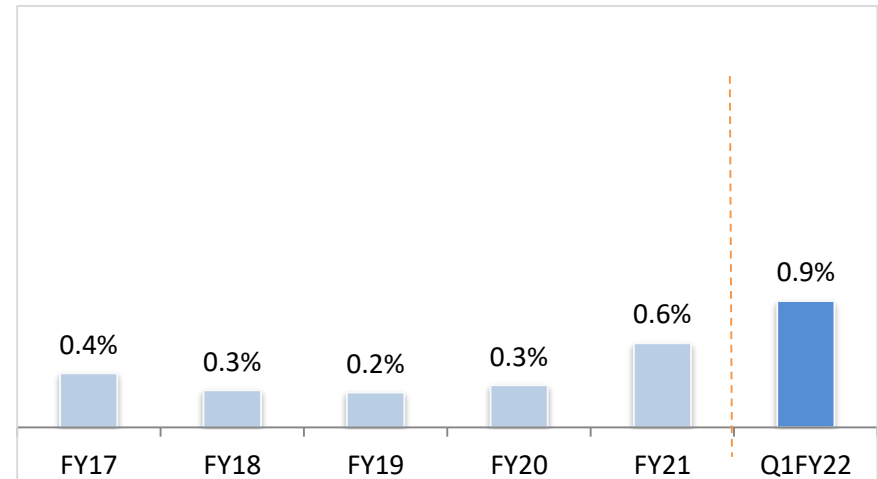
Onboarding Average Ticket Size (₹ '000s)



Boarding Yield (%)



Gross NPAs (%)



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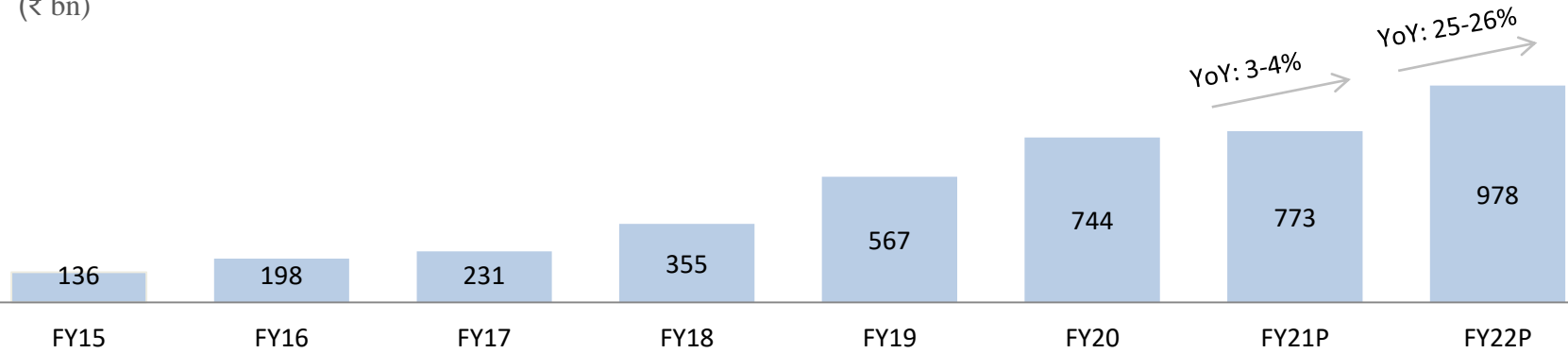
iv. Microfinance

v. Non-core (CRE & Capital market)

3. Corporate, Digital strategy & ESG updates

Overall MFI to grow by 25-26% in FY22

(₹ bn)

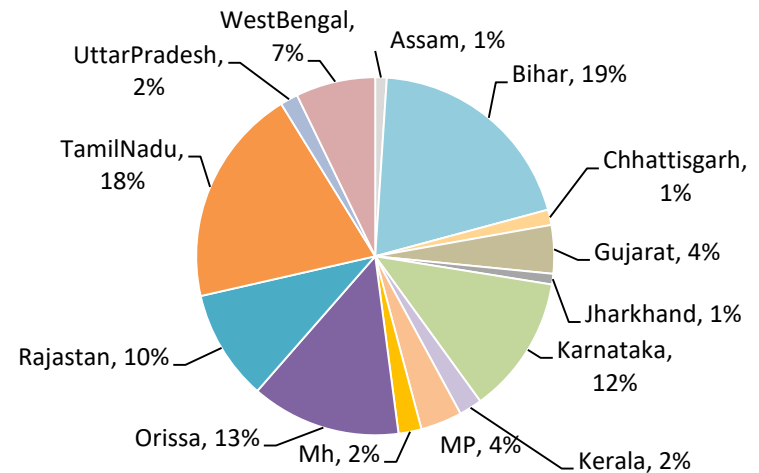


1. Growth for the FY22 is projected at 25-26%
2. Microfinance borrowers highly depend on the source of credit for their daily livelihood, they have started making payment thus increasing the overall collection efficiency.
3. Collection efficiency post December 2020 is expected to be > 90%

Microfinance – product overview

Distribution of AUM as at June 30, 2021

- ✓ Small-ticket loans for purpose of income generation activities
- ✓ Target segment is rural and semi-urban self-employed women in joint liability groups
- ✓ Extensive presence in 17 states, 259 districts
- ✓ Strong emphasis on training and awareness of all customers detailing end use of funds, timely repayment and emphasis on joint liability



AUM
₹ 4,386 Crore

Gross/Net NPAs
2.0% / 0.0%

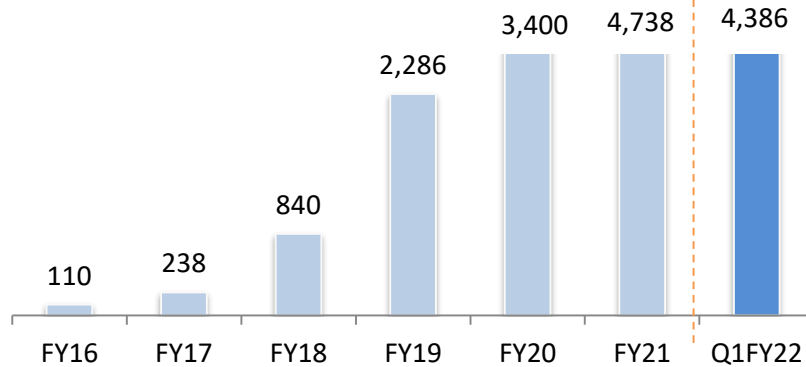
States
17

Total Customers
16.1 Lakh

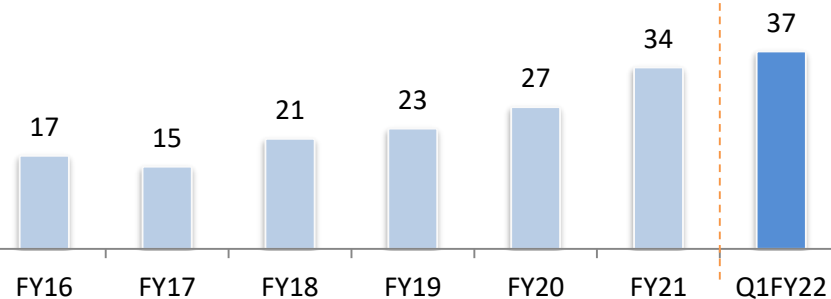
Tenor
~2 years

80% Collection Efficiency
(Jun 21)

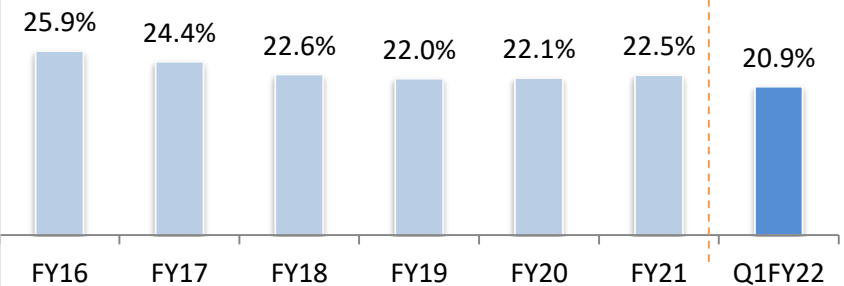
Assets Under Management (₹ Crore)



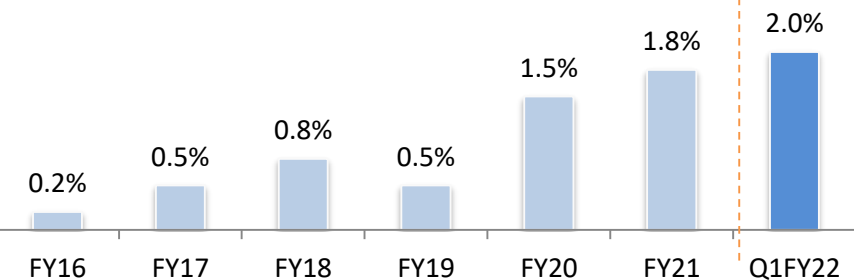
Onboarding Average Ticket Size (₹ '000s)



Boarding Yield (%)



Gross NPAs (%)



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Non- core synergistic products

Construction & real estate financing; Capital market

- The Company's growth thrust is on small ticket retail lending products- suitable for partnering with banks. The two non core products are not pursued to leverage group synergies.

1. Construction & real estate (CRE)

- Financing developers for construction is of wholesale nature but is synergistic to our home loan business as it can help us get preferential access to home buyers looking for loans.
- While historically company built a varied real estate portfolio including high risk high yield assets, it has incrementally discontinued indiscriminate real estate finance. The future focus for this product will be only for construction of affordable or green residences, which dovetail into home loans to end users.
- A significant part of the CRE asset portfolio has been sold to an AIF in the last quarter. Some more assets are likely to be sold in the current quarter.

2. Capital market

- This product leverages customer base of the group company engaged in securities broking. While the portfolio is retail in nature but is considered non core as it is not suitable for bank partnership.

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Customer On-Boarding Process

Home Loan Application

Sales

Digital
Business
Partners



KYC

Income

Property Data

Fintech Integrations – Real Time Validated Data +
Digital Document



Accurate
Financial
Eligibility
Proposal

Credit Underwriting



Loan Origination System

KYC + Income
Checks

Field
Investigations

Fraud Checks

Personal
Discussions

Fintech
Integra
tions

Property Checks

Legal

Technical



Sanction
Decision

Disbursal



Loan Origination System

Request for
Disbursal

Digital Docket E-
Sign

ENACH

Original Security
Docs

Fintech
Integrati
ons

Disbursement Process

Non Discrepancy
Checks

Ops Final

Authorization

Loan
Disbursed

Customer Servicing Process

Customer Applications



Mobile App



Web Portal



IVR System



Call Centre



Ticketing System

Automated
resolution
for high
volume
customer
query
categories.

Collections

Collection Manager

Digital Receipts

Third Party tie ups for
Collection Centres

Third Party Tie Ups for
Collection payment channels

Real-time reconciliation of
payments



Secured business loans: Digital up selling for quality customer retention

A complete paperless journey with no human touch points

Pool Selection

Identification of eligible pool through data analytics

Digital Interface

Customer details fetched from Parent loan

₹282 Cr disbursed till June 2021

Launch Date
01.01.2021

Customer communication

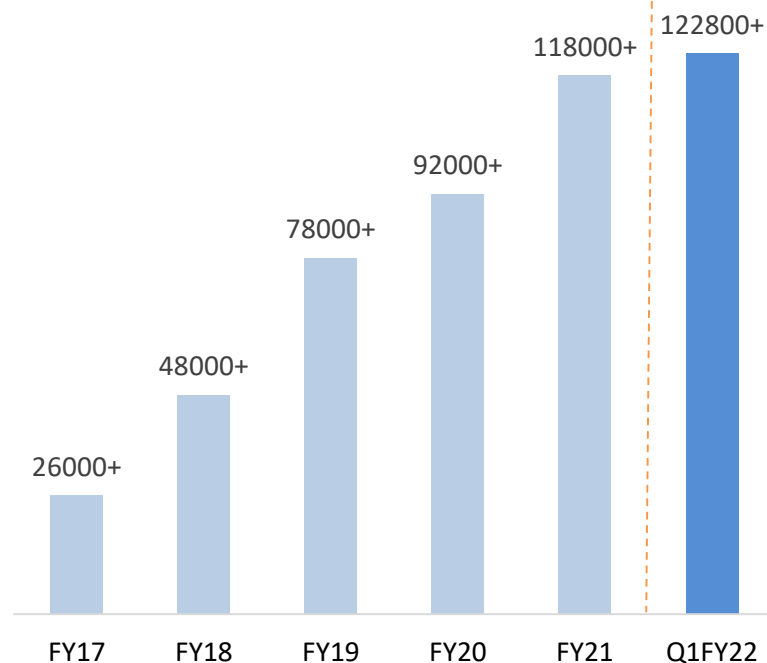
Link sent to eligible customers through SMS.
Customer to click the link and accept the Sanction letter and E-agreement

Auto Disbursal

Auto Disbursal with no manual intervention

Home loan: Aiming for inclusive growth

First time home buyers (Since inception)



Families
benefitted
under CLSS
Subsidy
provided
(₹ Crore)

13150+

₹300+

29800+

₹ 690+

38300+

₹ 900+

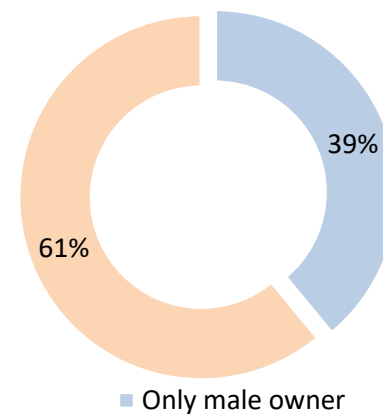
43000+

₹ 1026+

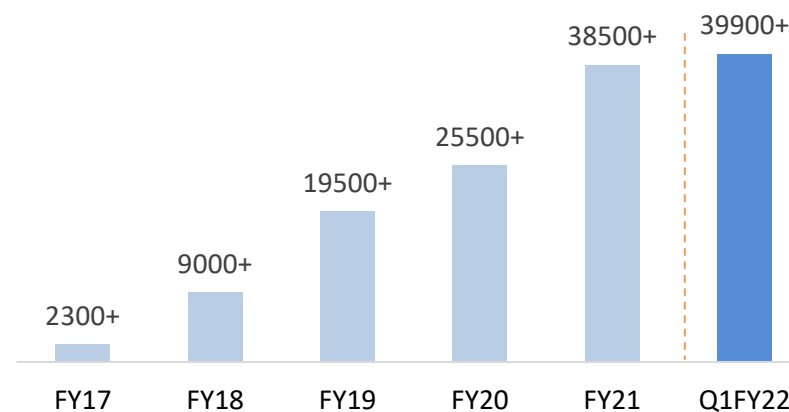
43900+

₹ 1047+

Gender Equality



Financial Inclusion (Loans given to informal segment)



Gold loans are essentially small-ticket business loans

65% of gold loan are of **less than**
₹ 50,000 value

82% of the branches are located
in **tier II, III cities and rural areas**

62% of loans given to **small**
businesses

7% of loans is for **agricultural**
purposes

Digital top-up, renewal and
doorstep facility for convenience of
borrowers

Instant hassle free loans ensure
easy access to credit for
underserved segments

Microfinance loans are for income generating activities

88% of these benefited customers stay in the **rural area** of the country

16.1 lakhs+ families benefited in **17 states** with financial intervention

5,500+ dairy farmers supported through 9 cattle health centres in 4 States

Supports **self-employed women** in under-served rural areas

Distinguished Board of Directors

IIFL Finance – Board of Directors



Nirmal Jain, Chairman & Whole-time Director

- MBA from IIM Ahmedabad, rank-holder CA and ICWA.
- Worked with HUL for 5 years
- Founded and led IIFL since 1995



R Venkataraman, Managing Director

- MBA from IIM Bangalore, B-Tech from IIT Kharagpur
- Worked with ICICI Bank, Barclays, GE Capital
- Co-founder of IIFL



Chandran R, Non-Executive Director

- Managing Director, Hamblin Watsa Investment Counsel Ltd.
- Director & CEO, Fairfax India Holdings Corp.
- MBA from University of Toronto, B. E from IIT Madras



V. K. Chopra, Independent Director

- Chartered Accountant and Former Whole-Time Member, SEBI
- Former Chairman & MD - Corporation Bank and SIDBI



Nilesh Vikamsey, Independent Director

- Senior Partner at Khimji Kunverji & Co
- Past President of The Institute of Chartered Accountants of India



A K Purwar, Independent Director

- Chairman of Tadas Wind Energy Private Limited & Eroute Technologies Private Limited
- Former Chairman, State Bank of India



Geeta Mathur, Independent Director

- Co-chair for the India Chapter of Women Corporate Directors Foundation
- Chartered Accountant with over 20 years of experience as a Finance professional



Vibhore Sharma, Independent Director

- Engineering & product leader with over 20 years of experience
- Amongst the earliest members of InfoEdge India

..supported by highly experienced senior management

IIFL Finance



Rajesh Rajak
(Chief Financial Officer)



Sanjeev Srivastava
(Chief Risk Officer)



Sneha Patwardhan
(Compliance Officer)

IIFL Home Finance



Monu Ratra
(Chief Executive Officer)



Amit Gupta
(Chief Financial Officer)



Abhishikta Munjal
(Chief Risk Officer)

IIFL Samasta



N Venkatesh
(Chief Executive Officer)



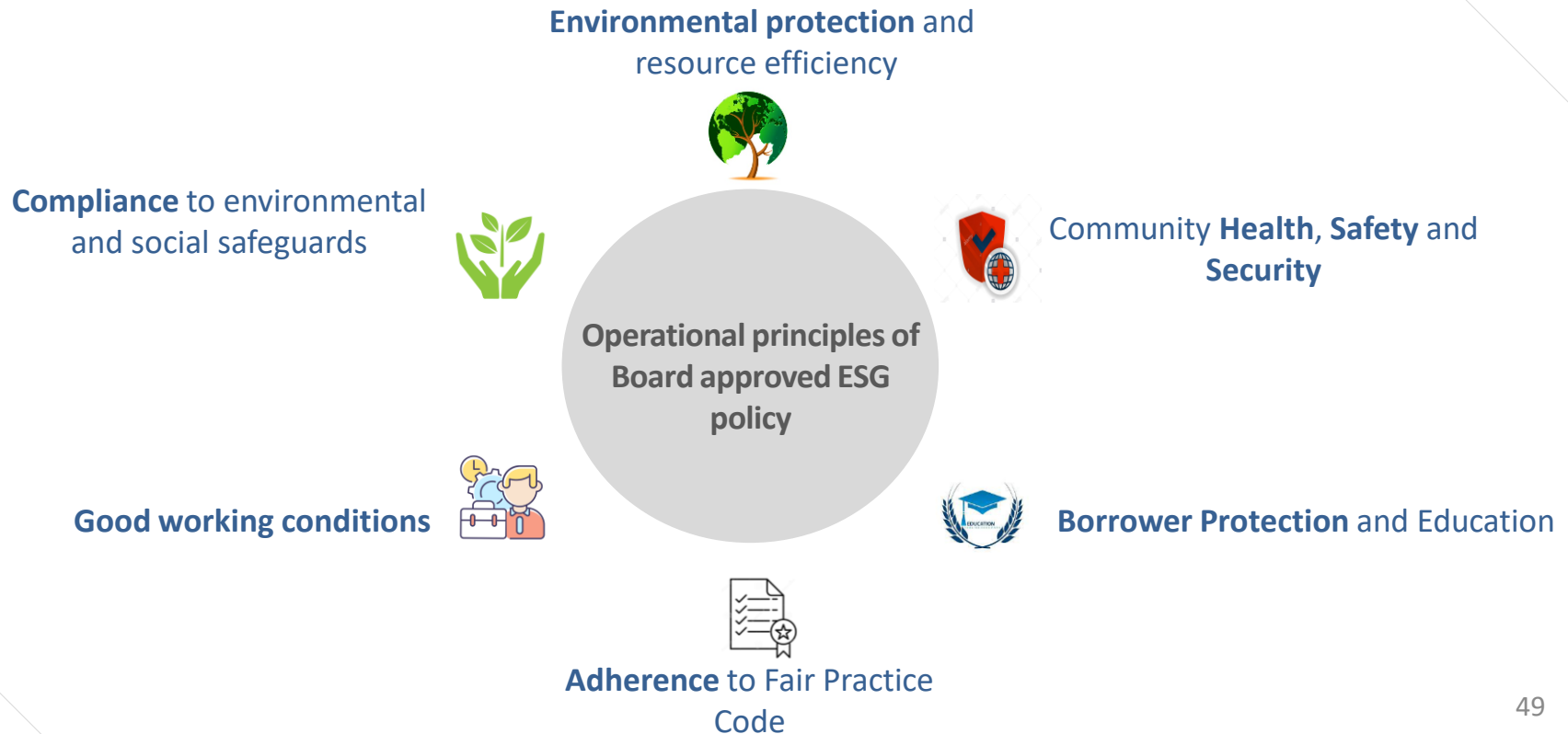
Anantha Kumar T
(Chief Financial Officer)



Sabari Krishna
(Chief Risk Officer)

Environment, Social and Governance (ESG) Initiatives

- As a responsible corporate, IIFL Finance aims to deliver sustainable growth through financial products and services that help satisfy unmet societal needs, enable a thriving society, conserve environment and create long-term value for all
- The Company has a dedicated ESG committee which meets quarterly to discuss a range of ESG issues that aim to drive the Company's values and impact
- Marquee investors CDC have representation at the ESG committee and they continue to guide us with their rich, global experience in driving ESG initiatives.



IIFL HFL contribution to Environment Sustainability- Green affordable housing impact by green value partners

- Pioneered Green Building concept in partnership with housing developers through "**Kutumb**" platform
- It provides industry experts and housing developers, a platform to promote sustainable infrastructure. The benefits of Green buildings are - with usage of sustainable raw materials, green buildings help protect biodiversity and ecosystem. It further allows reduced carbon footprint, cost efficient structures and better health of residents.

IGBC preliminary certified / certified projects under management – 12,472 units

30

Projects registered with IGBC and GRIHA Green Certification Agencies

1

Project received final certification

14

Projects preliminary certified

16

Projects under Pre-Registration

**8,512
MWH p.a.**

ENERGY SAVINGS



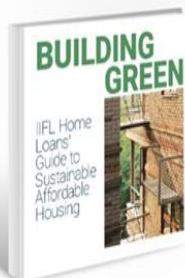
**4,91,646
KL p.a.**

WATER SAVINGS



**7,831
Tonnes p.a.**

EMISSION SAVINGS



Scan to
Download:



**Total number of units
funded by
IIFL Home Loans
(IGBC & GRIHA certified)
4,600+**

**Target Impact Through Kutumb
(March 2023):**

200

**RESIDENTIAL
PROJECTS**

~54,00,000

**SQUARE
METERS**

60,000

**UNITS
CERTIFIED**

Our continued support to employees and customers during COVID



Vaccinated employees for free/ reimbursed costs



Tie-ups with hospitals for employee vaccinations



COVID casualties' families taken care for health, education & living expenses



Used Corporate buffer in Group mediclaim to pay for claims, overshooting eligible limits



Paid leave for employees testing COVID positive for the entire duration



Rolled out Healthify Me App, 4 week Go-Fit challenge with Yoga & Fitness coaches.

CSR projects continue amid covid with creative use of technology

Sakhiyon ki Badi (Rajasthan)



- **Sakhiyon ki Baadi** is an initiative aimed at eradication of female illiteracy from Rajasthan
- Learning centres has been set up for girls in the age group of 4 yrs. To 14 yrs. old
- The centres are located in the areas dominated by native Scheduled Tribe communities, where girls often dropout of school or are never enrolled at one.

Total Number of Centres	Centres conducting online sessions	Children connected over online sessions
1164	483	5217

Since 2016, **32,971** children have been benefitted through this initiative



Seva Kutirs – Mid Day Meal

- Conducted Mid Day Meal programme to serve Nutritional meal to children who were affected due to COVID pandemic
- Supported provision for healthy meals, both Lunch and Dinner to children, at 5 such villages in Madhya Pradesh.



Android Tablets to promote Digital Learning

150 Android based tablets donated by IIFL Foundation to students of class 9th to 12th in Govt schools of rural areas of Rajasthan .

The android based tablets are equipped with the 'Diksha App', offering learning material developed by Ministry of Education (Govt. of India) that can be accessed offline as well. The devices shall be used by students as a shared resource.

Thank you

Published in July 2021

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