

May 8, 2025

The Manager, Listing Department, BSE Limited ("BSE"), Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400 001. BSE Scrip Code: 532636	The Manager, Listing Department, The National Stock Exchange of India Limited ("NSE"), Exchange Plaza, 5th Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051. NSE Symbol: IIFL
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Subject: Press Release and Presentation on Audited Financial Results for the quarter and year ended March 31, 2025

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Press release and Presentation to be made to the Investors/Analysts on the Audited Financial Results of the Company for the quarter and year ended March 31, 2025, as follows:

1. Press Release – Annexure 1
2. Investor/Analysts Presentation – Annexure 2

The same has also been made available on the website of the Company at www.iifl.com.

Kindly take the above on record and oblige.

Thanking you,

For IIFL Finance Limited

Samrat Sanyal
Company Secretary & Compliance Officer
ACS – 13863
Email ID: csteam@iifl.com
Place: Mumbai

Encl: as above

CC:
India International Exchange (IFSC) Limited
The Signature, Building No. 13B, GIFT SEZ,
GIFT City, Gandhinagar, Gujarat - 382355

IIFL Finance Limited
Press Release
For immediate publication
Mumbai, India

May 08, 2025

IIFL Finance Q4FY25 Results update

**Strong Recovery Momentum: PAT at Rs. 251Cr, up 208% q-o-q;
Gold loans up 40% q-o-q**

For the quarter ended March 31, 2025, IIFL Finance reported a consolidated profit after tax of ₹251 Cr (pre non-controlling interest) up 208% q-o-q, signaling a strong rebound after regulatory challenges earlier in the year. The company's AUM rose 10% q-o-q to ₹78,341 Cr, reflecting steady growth across key segments despite a 1% y-o-y dip.

Key Financial Highlights

₹ Cr	Quarter ended Mar 31, 2025	Quarter ended Mar 31, 2024	Y-o-Y	Quarter ended Dec 31, 2024	Q-o-Q
Loan AUM	78,341	78,960	(1%)	71,410	10%
Pre-provision operating profit ¹	651.2	1,001.3	(35%)	534.3	22%
Profit before tax (pre-exceptional items)	309.5	553.7	(44%)	101.0	206%
Profit after tax (pre-NCI ²)	251.4	430.6	(42%)	81.7	208%
Return on assets	1.6%	2.8%	(1.2%)	0.6%	1.0%
Return on equity	7.0%	14.5%	(7.5%)	1.4%	5.6%
GNPA	2.2%	2.3%	(10bps)	2.4%	(19bps)
NNPA	1.0%	1.2%	(15bps)	1.0%	4 bps

¹excluding net gain/(loss) on fair value changes

²NCI is Non-controlling interest

Business Segment Performance

- Home Loans: AUM grew 15% YoY and 4% QoQ to ₹31,588 Cr, reinforcing leadership in affordable housing
- Gold Loans: AUM surged 40% QoQ to ₹21,022 Cr, demonstrating a strong recovery post-RBI embargo; down 10% YoY
- MSME Loans: AUM rose 18% YoY and 2% QoQ to ₹14,185 Cr, reflecting a continued focus on small business lending
- Microfinance: AUM stood at ₹9,859 Cr, down 25% YoY and 5% QoQ, impacted by sector trends in microfinance

Management Commentary

Mr. Nirmal Jain, Managing Director, said: *"Q4 marks a decisive turnaround with consistent growth across key performance indicators. Gold loans have rebounded strongly post-embargo, and MSME lending continues its steady expansion. Asset quality has improved, with GNPA declining to 2.2%. Backed by a focused digital strategy, the potential to recapture lost business, and a favorable credit environment, we are confident of sustaining and accelerating momentum into FY26. We remain firmly committed to ensuring that our governance is anchored in rigorous risk monitoring, transparent disclosures, and a zero-tolerance approach to non-compliance - striving not just to meet but to stay ahead of evolving regulatory standards."*

Robust Capital & Liquidity

The consolidated capital adequacy ratio (CRAR) (computed) stood at 29.0%, whereas the same for housing finance stood at 47.2% ; microfinance stood at 32.4% and standalone NBFC stood at 18.5% as of March 31, 2025, comfortably above the regulatory minimum of 15% across the group. Provision coverage remains at comfortable 100% post-implementation of Expected Credit Loss under Ind AS. A liquidity buffer of ₹5,216 Cr was maintained as on March 31,2025.

Robust Resource Mobilization and Strong Funding Pipeline

During the quarter, we successfully raised \$425 million (₹3,650 Cr) through an MTN dollar bond and ₹500 Cr via NHB refinance. Domestically, we further strengthened our capital base by raising ₹1,500 Cr through local NCD issues and fresh term loans of about ₹2,800 Cr from Banks. We also secured final approval for \$100 million (~₹830 Cr) from AIIB, with disbursement expected in June. Additional funding initiatives are underway, including \$50–75 million from NDB, \$300 million from ADB amongst others.

Strengthened Compliance Framework

IIFL Finance has reinforced its compliance framework to align fully with RBI's Scale-Based Regulation (SBR) for Upper Layer NBFCs. Key initiatives include independent board committees for audit, risk, and governance; quarterly stress testing; and a dedicated Chief Compliance Officer. The company is advancing significant automation of compliance processes across its 4,900+ branches, ensuring proactive monitoring and swift corrective action—further strengthening its position as a trusted financial institution.

Digital Transformation & Phygital Expansion

The company's digital transformation strategy remains central to its growth ambitions, blending its extensive physical branch network with robust digital platforms. Ongoing projects include advanced AI-driven credit underwriting, automated collections, and enhanced customer engagement tools, which have accelerated loan disbursements and boosted operational efficiency. This "phygital" approach ensures seamless customer experiences and cost-effective scaling, with over 4,900 branches now digitally integrated.

About IIFL Finance

IIFL Finance Limited, along with its subsidiaries IIFL Home Finance and IIFL Samasta Finance, is a leading retail-focused NBFC offering diversified loan products, including home, gold, MSME, microfinance, and capital market finance. With a network of 4,906 branches and a customer base of over 8 million, IIFL leverages a robust phygital model to serve underserved segments across India.

This document may contain certain forward looking statements based on management expectations. Actual results may vary significantly from these forward looking statements. This document does not constitute an offer to buy or sell IIFL products, services or securities. The press release, results and presentation for analysts/press for the quarter and year ended March 31, 2025, are available under the 'Financials' section on our website www.iifl.com.

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KEY HIGHLIGHTS



FY25 in Perspective – From setback to strength

We are back on track

Compliance

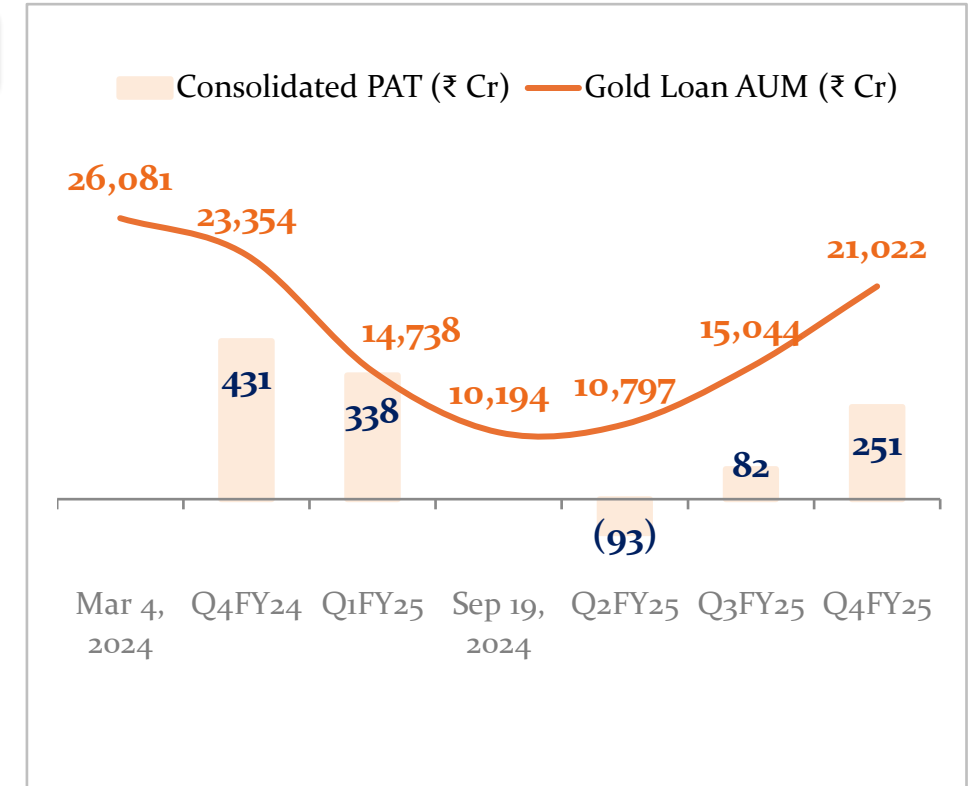
- Successfully met all compliance requirements of RBI - fully compliant & operational today
- Strengthened governance, compliance, and digital risk management framework

Business

- Gold loan assets doubled in 6 months of embargo lifting, still lower by 10% y-o-y.
- Rebounded with consolidated PAT trebling qoq to ₹251 Cr
- Maintained liquidity buffer of ₹5,216 Cr
- Protected AA/Stable credit rating

Strategy

- Pivoted focus to MSME - ₹9,430 Cr new disbursements in FY25



Gold loan embargo by RBI	March 4, 2024
Embargo lifted	September 19, 2024

Trajectory improving in core businesses with acceleration visible in FY26

IIFL Finance (Consolidated): Quarter at a Glance

₹ Cr	Q4FY25	Q-o-Q	₹ Cr	Q4FY25
Loan AUM	78,341	10%	Net Gearing	3.4x
Disbursal (Core business)	19,700	12%	CRAR (Computed)	29.0%
Gross NPA %	2.2%	(19 bps)	Liquidity	5,216
Net NPA %	1.0%	4 bps	Branch Network	4,906
PAT (pre NCI)	251	208%	Customers	4.5 Mn
Cost to Income %	52.8%	(3.0%)	ROA %	1.6%
Opex to AUM %	4.0%	(0.3%)	ROE %	7.0%

Note:

CRAR for IIFL Finance (Standalone) is 18.5%, for IIFL Home Finance 47.2% and IIFL Samasta Finance 32.4%.
CRAR for IIFL Finance (Consolidated) of 29.0% is a computed figure.

Strategy focused on collateral-backed, high-growth retail lending

Uniquely Positioned for High-ROE, Scalable Growth in Retail Lending

Business Model

Focused on collateral-backed and cash flow-based retail loans across high-growth, resilient segments

Phygital

A robust network of ~4,900 branches powering origination, collection, and secure gold storage - integrated with advanced digital platforms that enhance cost efficiency, customer engagement, and credit underwriting.

Two-pronged strategy



Partnerships

Strategic alliances with banks to source high-quality retail and PSL loans, complemented by fintech collaborations that accelerate customer acquisition and deliver superior user experiences.

Our Competitive Moat

Deep
Management
Expertise

Strong Balance
Sheet &
Financials

Rigorous Risk,
Compliance &
Control

Trusted Brand &
Market
Leadership

Operational
Excellence &
technology
leadership

MSME Lending is the new growth engine

Tapping India's vast MSME potential with Scalable, Digital Lending

Market Opportunity

- MSME sector: **₹20-25 lakh crore** of unmet credit demand
- 80%+ of MSMEs remain outside formal credit—huge growth runway
- Government initiatives (e.g., Credit Guarantee schemes) and robust digital infrastructure provide strong momentum



IIFL Strengths

- Group-wide network of **4,900+ branches** ensures deep market penetration
- Digital and AI-powered underwriting engines and early warning systems drive superior asset quality
- Loans qualify for PSL, enabling strong bank partnerships and co-lending opportunities

FY26 – Strategic priorities & Outlook

- **Growth Strategy:** We maintain a prudent approach to expanding balance sheet assets, while allowing relatively faster growth in risk-off assets, particularly within the Microfinance and Gold Loan businesses.
- **Business Mix:** Leverage our distribution network and customer base to drive MSME growth, regain lost business, and sustain steady growth in gold and home loans.
- **Technology:** Overhaul existing infrastructure and invest aggressively in AI to digitize and automate workflows and customer touchpoints.
- **Risk & Compliance:** Ensure foolproof RBI compliance through multi-layered monitoring and robust control mechanisms.

Off-balance sheet asset growth will be calibrated based on appetite and demand from bank partners and margins are expected to remain stable

Management Estimates	FY26	
Loan book growth % yoy		
Home Loan	15 - 18%	
Gold Loan	25 - 30%	
MSME Loan	25 - 30%	
Microfinance	5 - 10%	
Average Interest Spread %	6.9 - 7.0%	(FY25: 6.7%)
Opex (% of avg AUM)	4.2 - 4.3%	(FY25: 4.1%)
Loan loss & provisions (% of avg loan book)	2.5 - 2.7%	(FY25: 3.1%)
ROE %	~16%	(FY25: 3.4%)

Note: Increase in tech cost by 40% for investment in AI / Digital.

IIFL FINANCE (CONSOLIDATED)



IIFL Finance (Consolidated): Q4FY25 and FY25 Results snapshot

₹ Cr	Q4FY25	Q3FY25	Q-o-Q	Q4FY24	Y-o-Y	FY25	FY24	Y-o-Y
Loan AUM	78,341	71,410	10%	78,960	(1%)	78,341	78,960	(1%)
PPOP ¹	651.2	534.3	22%	1,001.3	(35%)	2,572.8	3,679.2	(30%)
PBT (before exceptional items)	309.5	101.0	206%	553.7	(44%)	1,293.5	2,571.9	(50%)
Exceptional items	-	-		-		(586.5)	-	
PBT (after exceptional items)	309.5	101.0	206%	553.7	(44%)	707.0	2,571.9	(73%)
PAT (pre NCI ²)	251.4	81.7	208%	430.6	(42%)	578.1	1,974.2	(71%)
PAT (post NCI ²)	207.7	40.7	410%	373.4	(44%)	378.8	1,763.5	(79%)
Gross NPA %	2.2%	2.4%	(19 bps)	2.3%	(10 bps)	2.2%	2.3%	(10 bps)
Net NPA %	1.0%	1.0%	4 bps	1.2%	(15 bps)	1.0%	1.2%	(15 bps)

ROE³
3.4%

ROA
0.9%

Net gearing⁴
3.4x

Liquidity
₹5,216 Cr

Basic EPS
₹9.1

BVPS
(₹2 paid up)
₹286.0

Note: (All figures unless specified is for FY25)

1. PPOP: Pre-provision Operating Profit, excluding gain/(loss) on fair value changes
2. NCI: Non-Controlling Interest
3. Return on Equity is calculated on Profit after tax post Non-Controlling Interest for FY25
4. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting
5. Other abbreviations used: ROE: Return on Equity, ROA: Return on Assets, EPS: Earnings per share, BVPS: Book value per share

IIFL Finance (Consolidated): Q4FY25 and FY25 Results

₹ Cr	Q4FY25	Q3FY25	Q-o-Q	Q4FY24	Y-o-Y	FY25	FY24	Y-o-Y
Interest income	2,201.7	1,942.6	13%	2,195.0	0%	8,165.3	8,036.2	2%
Interest expense	(1,169.4)	(995.7)	17%	(1,062.8)	10%	(4,169.5)	(3,867.8)	8%
Net interest income	1,032.4	947.0	9%	1,132.2	(9%)	3,995.8	4,168.4	(4%)
Non-fund based income	355.5	335.1	6%	638.2	(44%)	1,540.3	2,317.5	(34%)
Total income	1,387.9	1,282.0	8%	1,770.4	(22%)	5,536.1	6,485.9	(15%)
Operating expense	(736.6)	(747.8)	(1%)	(769.1)	(4%)	(2,963.4)	(2,806.7)	6%
Pre provision operating profit	651.2	534.3	22%	1,001.3	(35%)	2,572.8	3,679.2	(30%)
Loan losses & provision	(348.7)	(491.4)	(29%)	(235.6)	48%	(1,498.0)	(911.3)	64%
Net Gain/(Loss) on Fair Value Changes	7.0	58.2	(88%)	(212.0)	(103%)	218.8	(196.0)	(212%)
PBT (before exceptional items)	309.5	101.0	206%	553.7	(44%)	1,293.5	2,571.9	(50%)
Exceptional items ¹	-	-		-		(586.5)	-	
PBT (after exceptional items)	309.5	101.0	206%	553.7	(44%)	707.0	2,571.9	(73%)
Profit after tax (pre NCI)	251.4	81.7	208%	430.6	(42%)	578.1	1,974.2	(71%)
Minority Interest	(43.7)	(41.0)	7%	(57.2)	(24%)	(199.4)	(210.7)	(5%)
Profit after tax (post NCI)	207.7	40.7	410%	373.4	(44%)	378.8	1,763.5	(79%)
Total Comprehensive Income (post NCI)	198.3	45.3	338%	367.7	(46%)	367.5	1,747.8	(79%)
Book value per share (₹)	286.0	281.4	2%	244.2	17%	286.0	244.2	17%
Earnings per share (₹ basic, not annualized)	4.9	1.0	410%	9.8	(50%)	9.1	46.3	(80%)

IIFL Finance (Consolidated): Income Analysis

₹ Cr	Q4FY25	Q3FY25	Q-o-Q	Q4FY24	Y-o-Y	FY25	FY24	Y-o-Y
Loan Book (Ind AS Balance sheet)	54,946	49,702	11%	50,833	8%	54,946	50,833	8%
Assigned assets	12,789	12,472	3%	16,340	(22%)	12,789	16,340	(22%)
Co-lending book	10,606	9,236	15%	11,786	(10%)	10,606	11,786	(10%)
Loan Assets under management	78,341	71,410	10%	78,960	(1%)	78,341	78,960	(1%)
Interest income	2,201.7	1,942.6	13%	2,195.0	0%	8,165.3	8,036.2	2%
Interest expense	(1,169.4)	(995.7)	17%	(1,062.8)	10%	(4,169.5)	(3,867.8)	8%
NII at IndAS balance sheet loan book (A)	1,032.4	947.0	9%	1,132.2	(9%)	3,995.8	4,168.4	(4%)
Income from Assigned Assets	152.1	69.4	119%	200.2	(24%)	511.7	980.2	(48%)
Income from Co lending Assets	115.0	121.3	(5%)	243.4	(53%)	572.9	723.4	(21%)
Other Income	88.4	144.5	(39%)	194.6	(55%)	455.8	613.9	(26%)
Non-fund based income (B)	355.5	335.1	6%	638.2	(44%)	1,540.3	2,317.5	(33%)
Total Income (A)+(B)	1,387.9	1,282.0	8%	1,770.4	(22%)	5,536.1	6,485.9	(15%)
Fund based income	74%	74%		64%		72%	64%	
Non-fund based income	26%	26%		36%		28%	36%	

Note:

- Co-lending includes Business Correspondence and Co-origination
- Previous period figures have been regrouped/ reclassified to make them comparable with those of current period

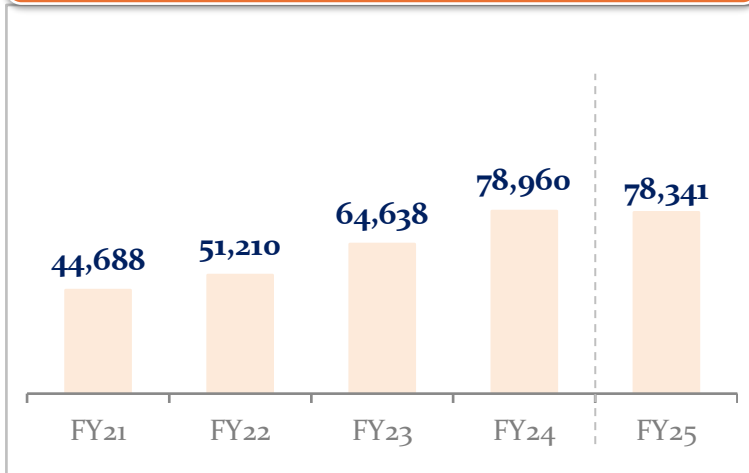
Consolidated balance sheet as at March 31, 2025

ASSETS (₹ Cr)		
1	Financial Assets	
(a)	Cash and Bank Balances	4,192
(b)	Receivables	108
(c)	Loan Assets	55,364
(d)	Investments	4,438
(e)	Other financial assets	1,193
	Total Financial Assets (A)	65,295
2	Non-Financial Assets	
(a)	Current & Deferred tax assets (Net)	655
(b)	Property, Plant and Equipment etc.	1,510
(c)	Other non-financial assets	185
	Total Non-Finance Assets (B)	2,349
Total Assets (A)+(B)		67,644

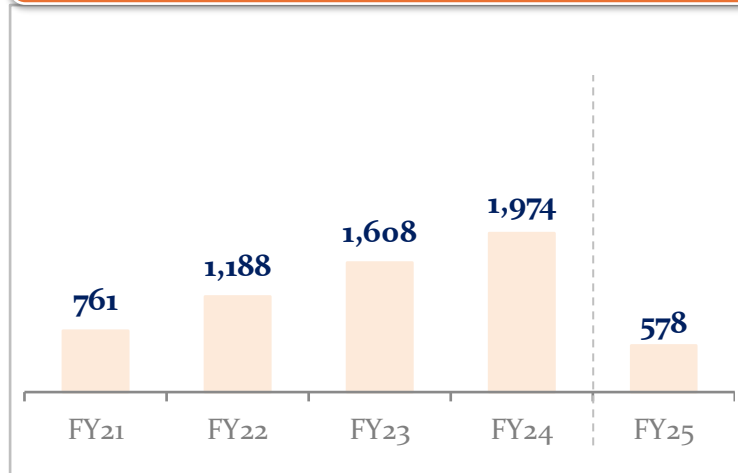
LIABILITIES AND EQUITY (₹ Cr)		
1	Financial Liabilities	
(a)	Payables	220
(b)	Borrowings	
	- Debt Securities	16,772
	- Borrowings (Other than Debt Securities)	31,059
	- Subordinated Liabilities	3,237
(c)	Other financial liabilities	2,044
	Total Financial Liabilities (A)	53,332
2	Non-Financial Liabilities (B)	357
3	Equity	
(a)	Equity share capital	85
(b)	Other Equity	12,327
	Shareholder's Equity (C)	12,412
	Non Controlling Interest (D)	1,543
Total Liabilities and Equity (A)+(B)+(C)+(D)		67,644

IIFL Finance (Consolidated): Key highlights

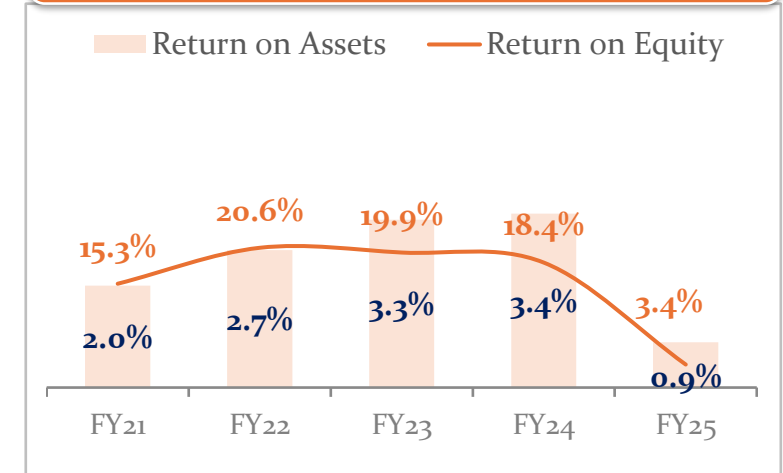
AUM (₹ Cr)



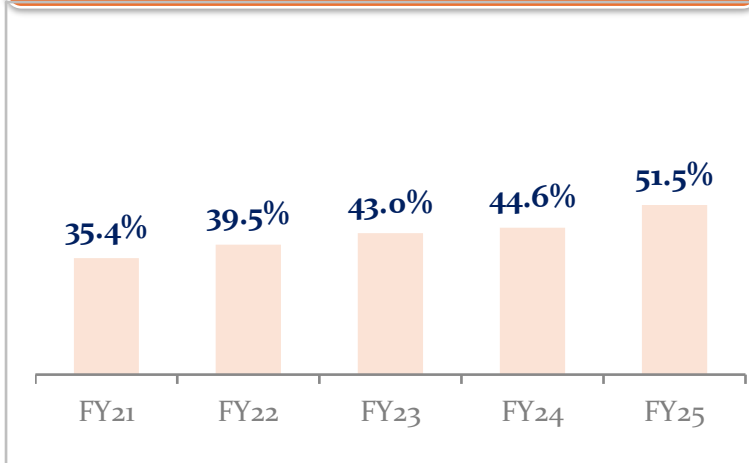
Profit after tax² (₹ Cr)



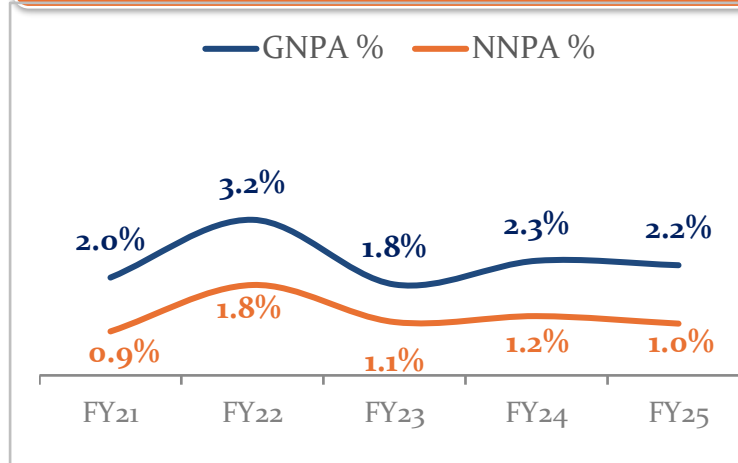
Return on assets/equity



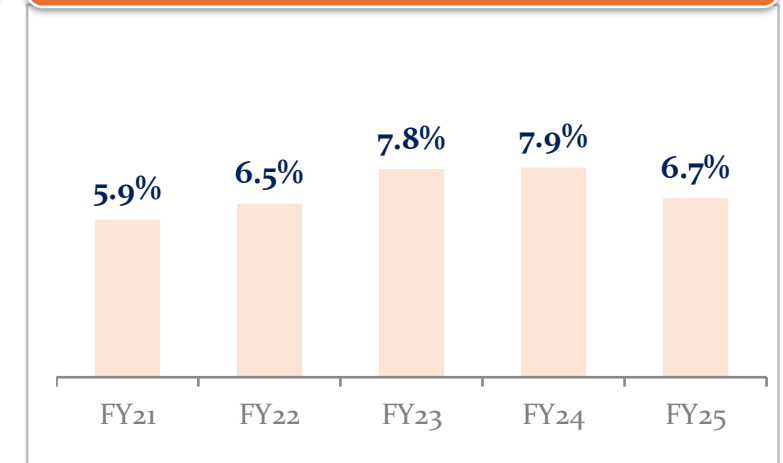
Cost to Income



Asset quality



Average interest spread

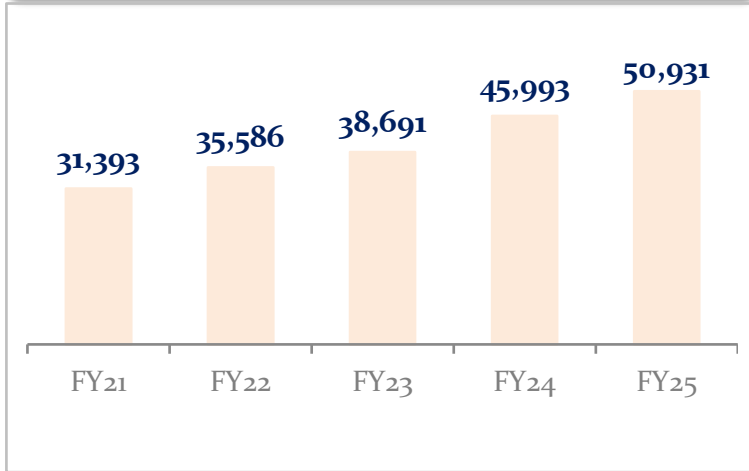


Note:

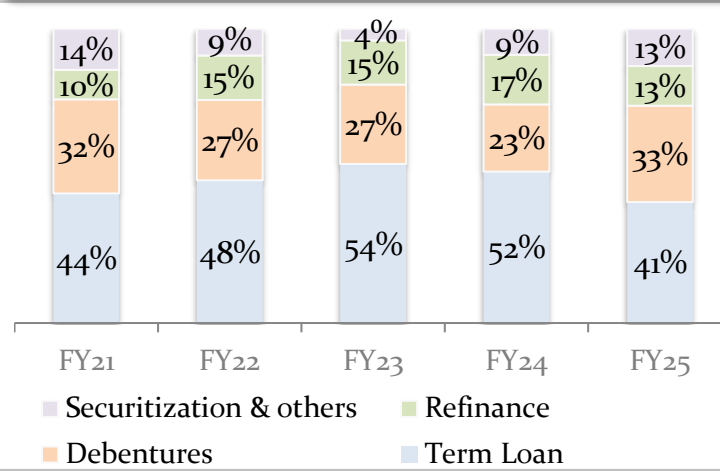
1. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period
2. PAT CAGR excludes exceptional items

IIFL Finance (Consolidated): Funding mix

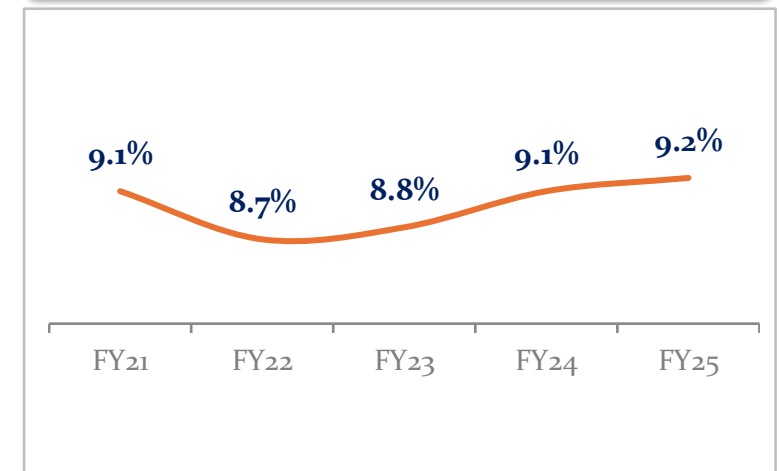
Borrowing (₹ Cr)



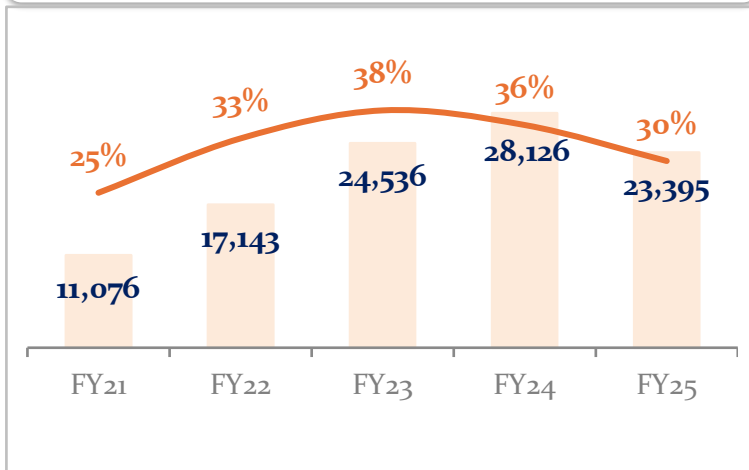
Borrowing mix



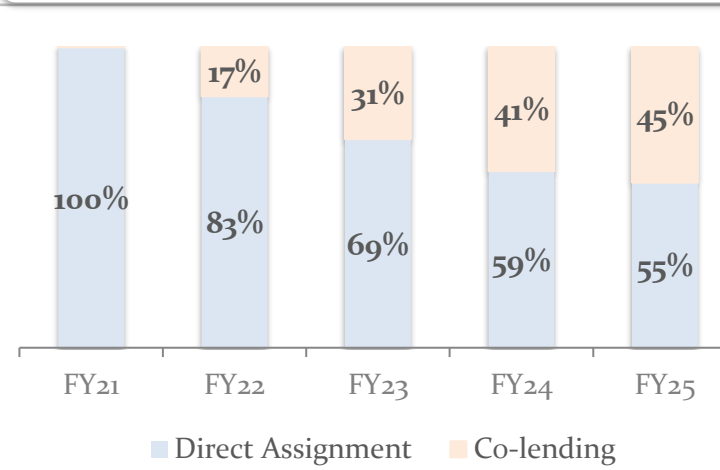
Cost of borrowing



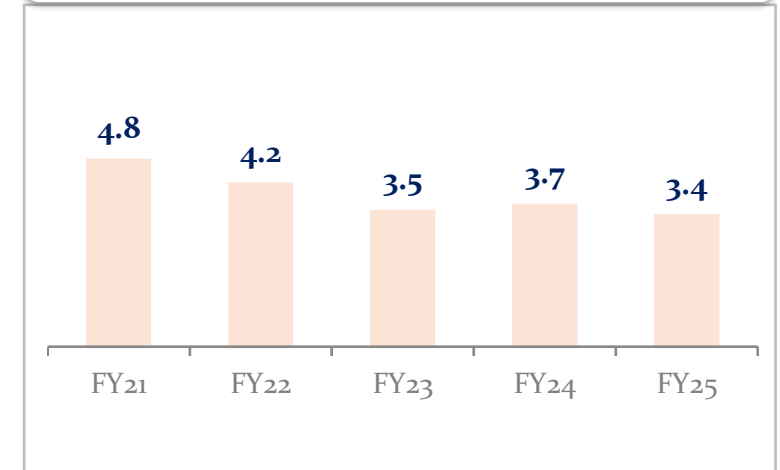
Off-book (₹ Cr, as % of AUM)



Off-book mix



Net gearing

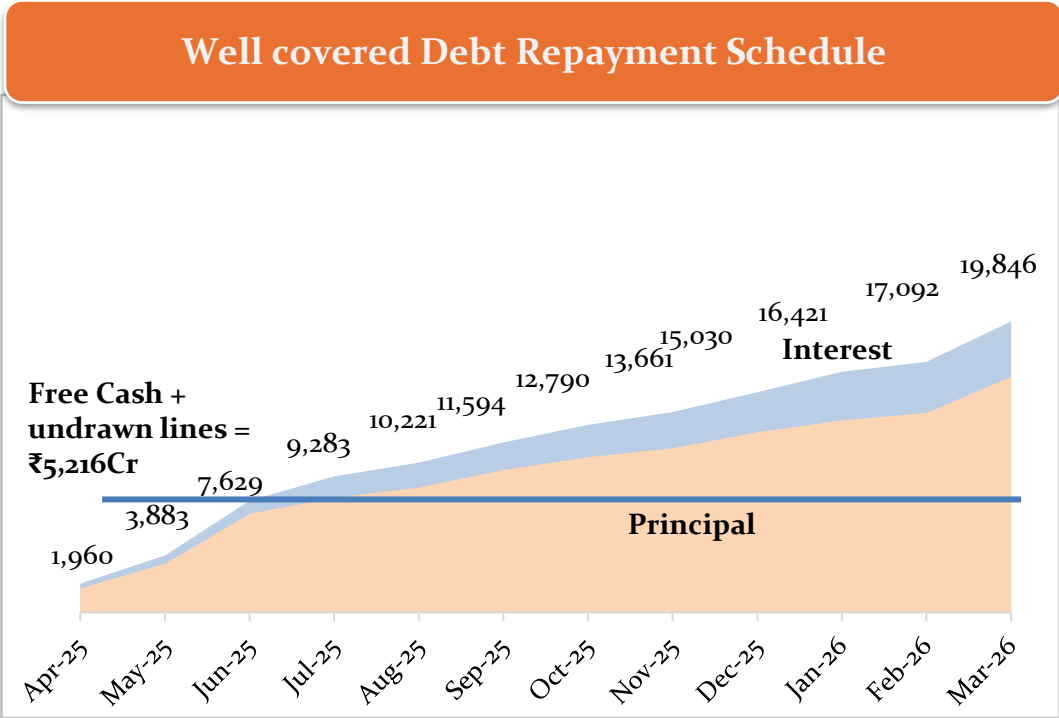
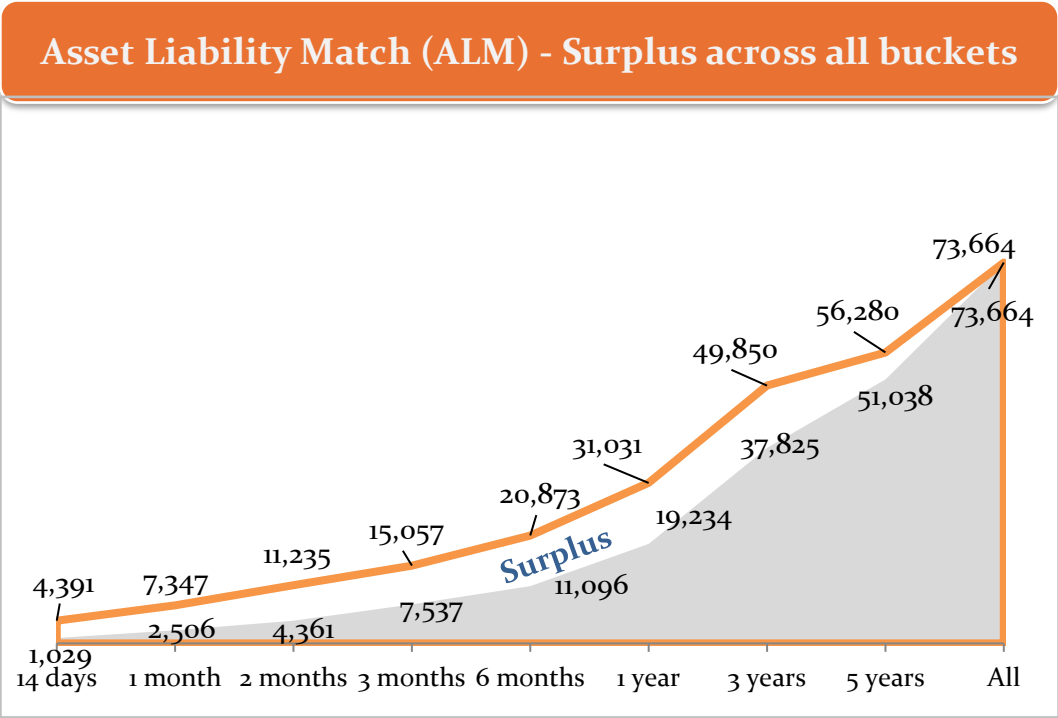


Note:

1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting
2. Co-lending includes Business Correspondence and Co-origination
3. Borrowings is without INDAS adjustment

Adequate liquidity, well covered to meet obligations and sustain growth

(₹ Cr)



Over the last 5 years, we have made strategic shifts to focus on providing retail, secured credit to small businesses and homes

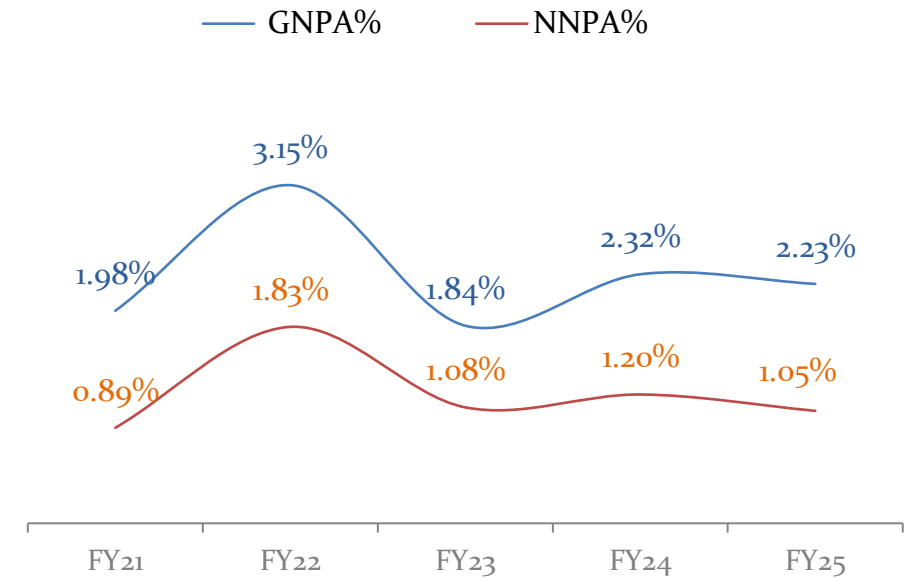
Loan AUM (₹ Cr)	FY21	FY22	FY23	FY24	FY25	Q4FY24	Q3FY25	Q4FY25	QoQ %	YoY %	Mix% FY21	Mix% Q4FY25	Yield
Home Loan	14,439	17,727	21,800	27,438	31,588	27,438	30,318	31,588	4%	15%	32%	40%	10.97%
Gold Loan	13,149	16,228	20,733	23,354	21,022	23,354	15,044	21,022	40%	(10%)	29%	27%	17.83%
MSME loan	7,101	6,691	8,195	12,021	14,185	12,021	13,903	14,185	2%	18%	16%	18%	19.05%
a) MSME Secured	5,597	5,731	6,706	8,642	8,972	8,642	8,725	8,972	3%	4%	13%	11%	18.52%
b) MSME Unsecured	1,504	960	1,482	2,969	4,444	2,969	4,477	4,444	(1%)	50%	3%	6%	21.16%
c) Supply chain finance	-	1	8	410	769	410	702	769	10%	88%	0%	1%	13.17%
Microfinance	4,738	6,155	9,786	13,094	9,859	13,094	10,339	9,859	(5%)	(25%)	11%	13%	24.35%
Core Business	39,427	46,801	60,515	75,907	75,907	75,907	69,604	75,907	10%	1%	88%	98%	16.07%
CRE	4,235	2,899	2,694	1,857	839	1,857	883	839	(5%)	(55%)	10%	1%	15.80%
Capital market finance	663	642	442	308	609	308	591	609	3%	98%	1%	1%	11.94%
Personal loan	364	868	987	888	239	888	332	239	(28%)	(73%)	1%	0%	24.65%
Total	44,688	51,210	64,638	78,960	78,341	78,960	71,410	78,341	10%	(1%)			16.06%

Note:

1. Abbreviation: CRE - Construction & Real Estate Finance
2. Personal loan has been discontinued

NPAs impacted by macro trends in microfinance, unsecured lending and small-ticket LAP (1/2)

GNPA %	Q4FY25	Q3FY25	QoQ	Q4FY24	YoY
Home Loan	1.41%	1.29%	0.12%	1.19%	0.22%
MSME Loan	3.84%	3.99%	(0.15%)	2.52%	1.32%
a) MSME Secured	3.45%	4.05%	(0.60%)	2.96%	0.50%
b) MSME Unsecured	4.57%	4.32%	0.25%	2.53%	2.04%
c) Supply Chain Finance	1.69%	0.83%	0.86%	0.08%	1.61%
Gold Loan	0.54%	0.66%	(0.11%)	3.83%	(3.28%)
Microfinance	4.81%	5.07%	(0.26%)	1.91%	2.90%
Core Business	2.20%	2.40%	(0.20%)	2.17%	0.03%
CRE	3.09%	2.04%	1.05%	3.15%	(0.06%)
Capital Market	0.00%	0.00%	0.00%	0.00%	0.00%
Personal Loan	11.09%	10.11%	0.98%	9.69%	1.40%
Total	2.23%	2.42%	(0.19%)	2.32%	(0.10%)



➤ Provision coverage at **100%**

Note:

1. ₹941 Cr of MSME Secured sourced by IIFL Samasta and ₹1,350Cr of Unsecured MSME sourced by IIFL Samasta is booked under sourcing arrangement in IIFL Finance

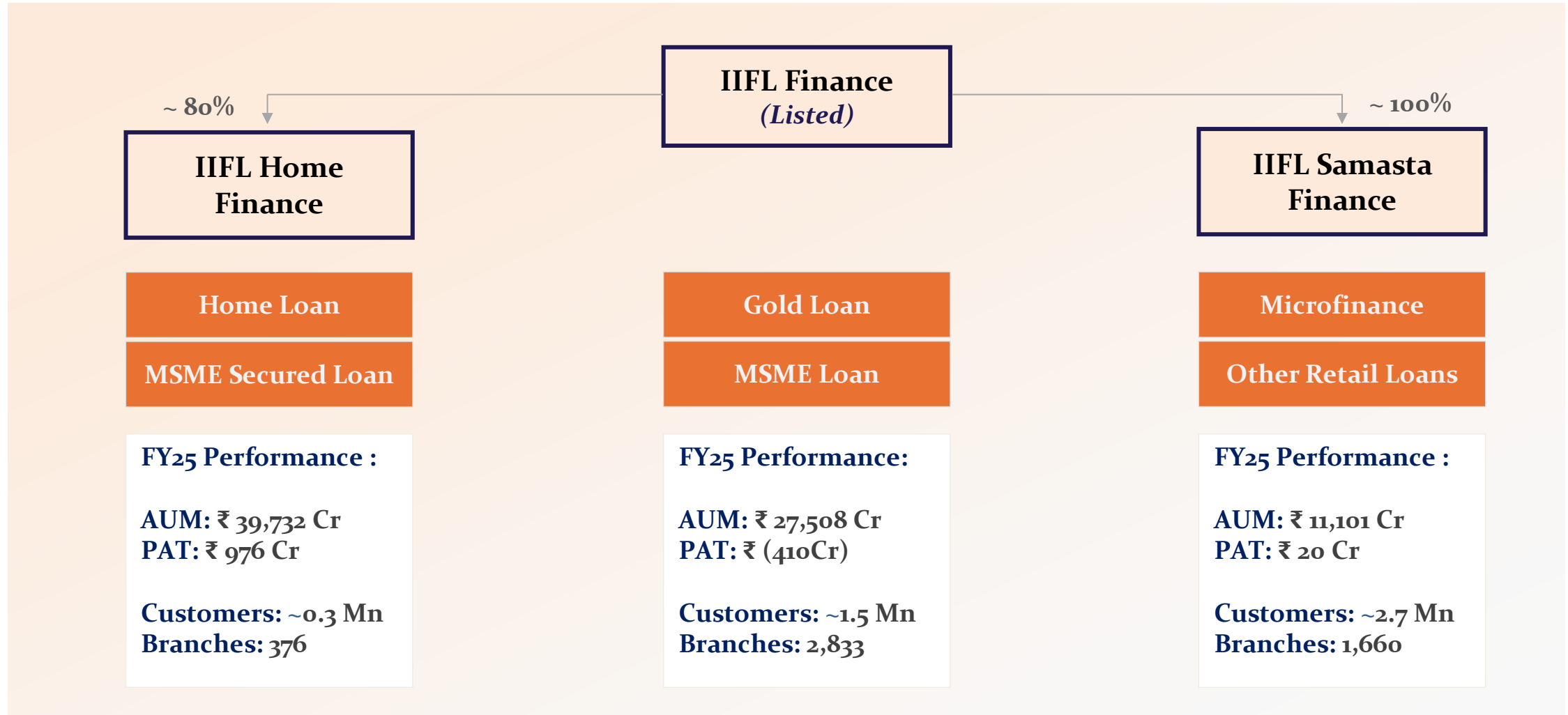
NPAs impacted by macro trends in microfinance, unsecured lending and small-ticket LAP (2/2)

Loan book (₹ Cr)	Stage 1		Stage 2	Stage 3	Total	Provision %			Provision	
	0 dpd	1-30 dpd	31-90 dpd	90+ dpd		Stage 1	Stage 2	Stage 3	As per RBI	As per ECL
Home Loan	91.0%	2.9%	4.7%	1.4%	19,815	0.4%	8.5%	33.8%	119	255
Gold Loan	97.3%	0.4%	1.8%	0.5%	14,002	0.6%	0.8%	22.7%	71	99
MSME Loan	85.4%	3.8%	7.0%	3.8%	12,413	0.8%	12.1%	56.4%	116	463
<i>a) MSME Secured</i>	80.4%	5.2%	11.0%	3.5%	6,083	1.0%	11.3%	29.9%	64	194
<i>b) MSME Unsecured</i>	89.9%	2.2%	3.3%	4.6%	5,561	0.6%	16.2%	77.5%	48	255
<i>c) Supply chain finance</i>	91.8%	4.6%	1.9%	1.7%	769	0.5%	0.4%	73.5%	4	13
Microfinance	90.7%	1.5%	2.9%	4.8%	7,029	1.1%	19.7%	70.5%	100	350
Core business	91.3%	2.3%	4.2%	2.2%	53,259	0.6%	10.1%	52.9%	406	1,167
CRE	95.4%	0.0%	1.5%	3.1%	839	0.4%	9.9%	51.7%	9	18
Capital Market	19.2%	72.8%	8.0%	0.0%	609	0.4%	1.9%	0.0%	2	3
Personal Loan	75.6%	6.4%	7.0%	11.1%	239	3.8%	33.3%	86.0%	4	36
Total	90.5%	3.0%	4.2%	2.2%	54,946	0.7%	10.1%	53.6%	421	1,224

Note:

1. CRE: Construction & Real Estate Finance
2. Personal loan has been discontinued

IIFL Finance is listed holding NBFC with 2 major subsidiaries for housing & Micro-finance



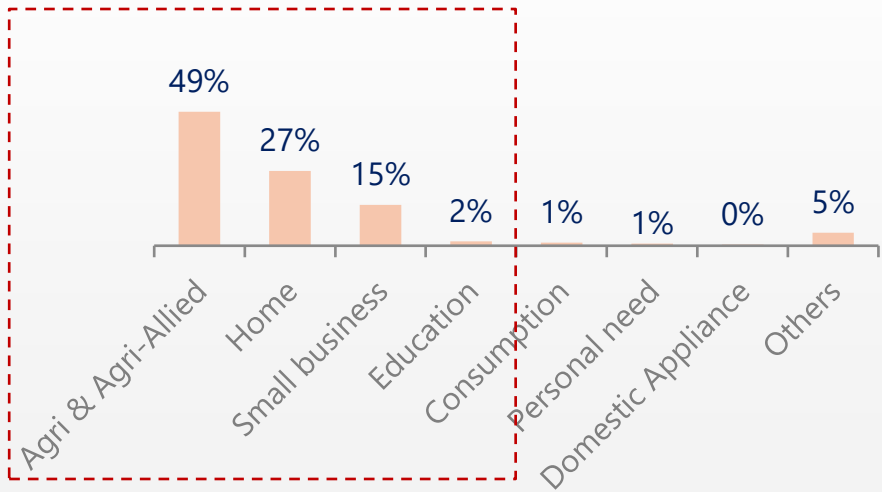
Note:

1. PAT is Profit after tax before Non-Controlling Interest for FY25
2. FY25 Standalone PAT was impacted due to embargo on gold loan business and one-time exceptional provision in Q2FY25

Serving Bharat: Productive Lending to Low-Income & Underserved Segments

93%

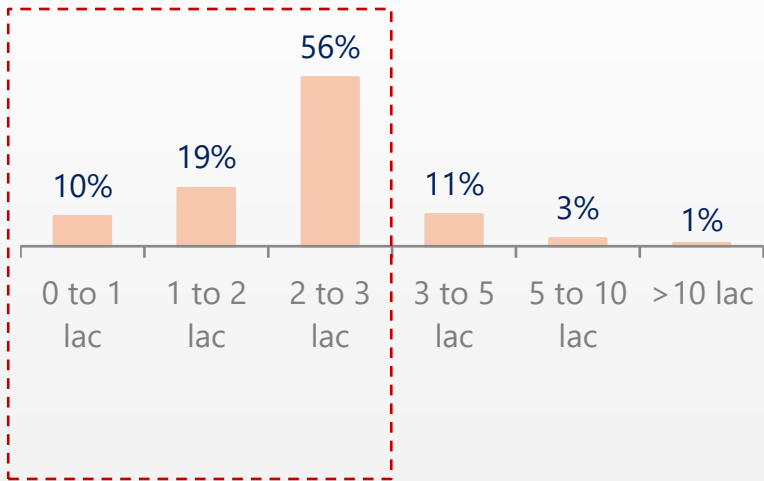
loans are for productive purposes



Loans by Loan purpose

86%

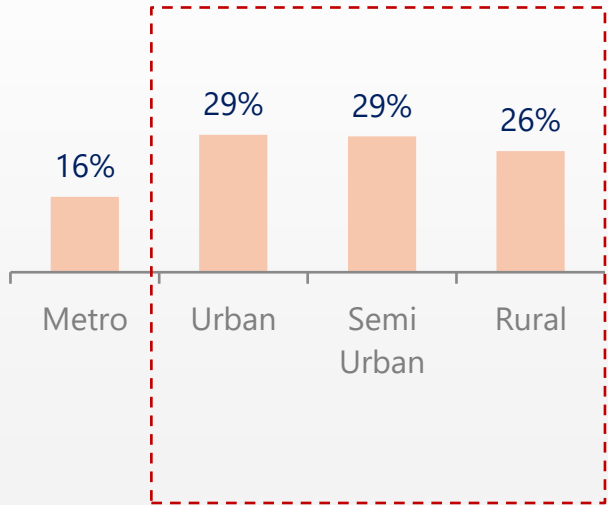
customers are from economically weaker section



% Customers by Annual Income Buckets (₹)

84%

branches in non-metro areas to cater to the underserved



Branches by area category

Note:
Figures as on March 31, 2025
Data is consolidated for IIFL Finance, IIFL Home Finance and IIFL Samasta Finance

Robust Compliance, Risk & Governance Framework

Our Commitment to Strong Governance & Regulatory Compliance



Fully compliant with RBI Scale-Based Regulations (SBR) for Upper Layer NBFCs



Dedicated Chief Compliance Officer and Internal Audit reporting directly to the Board



Independent Board Committees for Audit, Risk, Nomination & Remuneration, and CSR



Automated rule-based compliance engine across 4,900+ branches



Quarterly stress-testing and scenario analysis across key portfolios



Monthly monitoring of early warning signals (EWS) and collection trends



Whistleblower Policy, Vigilance Mechanism, and Anti-Corruption Code in place

INDUSTRY UPDATE

Revised PSL Guidelines effective April 01, 2025

Change in loan limit to individuals for purchase/construction

City Type; based on Population	Loan Limit (INR Lakhs)		Max. Dwelling Unit Cost (INR Lakhs)	
	Old	New	Old	New
≥ 50 lakh	35	50	45	63
10 to 50 lakh	25	45	45	57
< 10 lakh	25	35	35	44

- Recent Guidelines aimed improve credit flow to key economic segments, including housing, renewable energy, and education
- PSL Targets Revised for Banks
- Widened the definition of "Weaker Sections"
- Above changes are designed to reflect the rising cost of real estate across India and ensure better access to credit under PSL norms, especially for affordable housing.

Assessed Income Products of Banks

First Residential Mortgage-Backed Security (RMBS) Deal



PMAY (U) 2.0

118.64 Lakhs
Houses Sanctioned

112.75 Lakh
Houses Grounded

92.21 Lakhs
Houses Completed

₹ 2 Lakh Cr.
Central Assistance
Committed

₹ 1.69 Lakh Cr.
Central Assistance
Released

₹8.07 Lakh Cr.
Total Investment



Credit Risk Guarantee Fund (CRGF)

- Increased guarantee cover for affordable home loans up to ₹20 lakhs up from ₹5 lakhs earlier for construction / purchase of first home
- Corpus fund of CRGFT has been increased from ₹1,000 Cr to ₹3,000 Cr
- Management of the fund will be transferred to National Credit Guarantee Company (NCGTC) from NHB.

Steps intended to ensure Responsible Microfinance by being client centric and avoiding over-leverage

MFIN Guardrail 2.0 effective April 1, 2025

- Each MFI customer should have microfinance loans from a **maximum of three lenders**
- **Total Indebtedness** including Microfinance loans and unsecured retail loans can be **maximum of INR 2 Lakhs**
- **Restriction on new loans** to borrowers that are in the **>= 60-days past due** bucket and having an outstanding loan of **>= INR3,000**
- Board approved **risk-based pricing** policy
- **Processing fee** to be capped maximum of **1.5%**, excluding GST.
- At the time of loan disbursement, no charges other than processing fees and credit life insurance premium should be deducted
- No other third-party products, insurance policies etc. are to be sold with the loan
- The calculation of loan repayment obligation to include: Bullet & Missing EMI tradelines
- For credit bureau checks, Voter ID to continue as the primary ID with mandatory e-validation
- Daily submission of data to the CICs to be done by all Regulatory Entities

Regulatory & Policy Updates (Since March 2024)

- **Risk Weight Adjustments for Microfinance Loans:** The Reserve Bank of India (RBI) reduced the risk weight for microfinance loans categorized as consumer credit from 125% to 100%, easing capital requirements for banks
- **Non-Consumer Microfinance Loans:** Loans meeting specific criteria can now be classified under the Regulatory Retail Portfolio (RRP) with a reduced risk weight of 75%, enhancing banks' lending capacity
- **Enhanced Transparency in Loan Disclosures:** The RBI mandated the implementation of a standardized Key Facts Statement (KFS) for all retail and MSME term loans, including microfinance loans, to improve transparency and help borrowers make informed decisions. This directive is applicable to all new loans sanctioned on or after October 1, 2024

Aims to harmonise gold loan regulations across banks/NBFCs and removes ambiguity in norms and processes

Draft RBI Guidelines on Lending against Gold Loan collateral

- Top-ups and renewals can be offered to borrowers classified as standard after fresh credit appraisal
- Mandatory assessment of income, ability to repay, and end-use monitoring apart from standardising processes like valuation, auctions, etc.
- Loans need to be classified into Consumption loan / Income generating loans. Further Income generating loans shall be classified as per the end use
- Quantum & tenor for income generating loans to be determined based on cash flows to be generated and not on collateral value
- Tenure of consumption-based bullet loans capped at 12 months
- LTV capped at 75% on all loans throughout the loan tenure (including accrued interest). Requirement of 1% additional provisions and restrictions on renewal of loan in the event of LTV breach

Regulatory & Policy Updates (Since March 2024)

- Operational Practice Reforms: The RBI identified irregular practices among gold loan lenders, including:
 - Third-Party Involvement: Use of external agents for sourcing and appraising gold loans
 - Inadequate Valuation: Not valuing gold in the customer's presence
 - Insufficient Due Diligence: Lapses in customer verification processes.Lenders were given three months to rectify these issues to avoid supervisory action
- Enhanced Transparency in Loan Disclosures: The RBI mandated the implementation of a standardized Key Facts Statement (KFS) for all retail and MSME term loans, including microfinance loans, to improve transparency and help borrowers make informed decisions. This directive is applicable to all new loans sanctioned on or after October 1, 2024

Strategic focus of the government continues to be on bolstering MSME sector by increased credit access, entrepreneurial support and sector-specific initiatives

Recent budgetary announcements for MSME sector

- Revised MSME classification enabling more MSME to avail of benefits

Category ₹ Cr	Investment		Turnover	
	Current	Revised	Current	Revised
Micro enterprises	1	2.5	5	10
Small enterprises	10	25	50	100
Medium enterprises	50	125	250	500

- Credit Guarantee Cover Increased
 - Micro & Small Enterprises: From ₹5 Cr to ₹10 Cr.
 - MSME Loans: ₹1.5 Lakh Cr additional credit over 5 years
- Startups & Exporters:
 - Startups: Credit guarantee doubled from ₹10 Cr to ₹20 Cr.
 - Exporter MSMEs: Term loans up to ₹20 Cr with enhanced guarantees

Regulatory & Policy Updates (Since March 2024)

- Revised Priority Sector Lending (PSL) Guidelines effective Apr 1, 2025
 - Expanded Coverage: Inclusion of renewable energy and weaker sections under PSL
 - Increased Loan Limits: Higher caps for sectors like housing and renewable energy
 - Revised Targets: Urban Cooperative Banks' PSL targets raised to 60% of Adjusted Net Bank Credit.
- Collateral-Free Lending Initiatives
 - The RBI's Public Tech Platform for Frictionless Credit (PTPFC) facilitated MSME loans amounting to ₹3,640 crore as of March 31, 2024. This initiative aims to streamline credit access for MSMEs by leveraging technology
- Working Capital Assessment Norms
 - The government mandated that for borrower limits up to ₹5 crore, the computation of working capital requirements for Micro and Small Enterprises (MSEs) should be a minimum of 20% of the projected annual turnover.

IIFL FINANCE (STANDALONE)



IIFL Finance (Standalone): Q4FY25 and FY25 Results

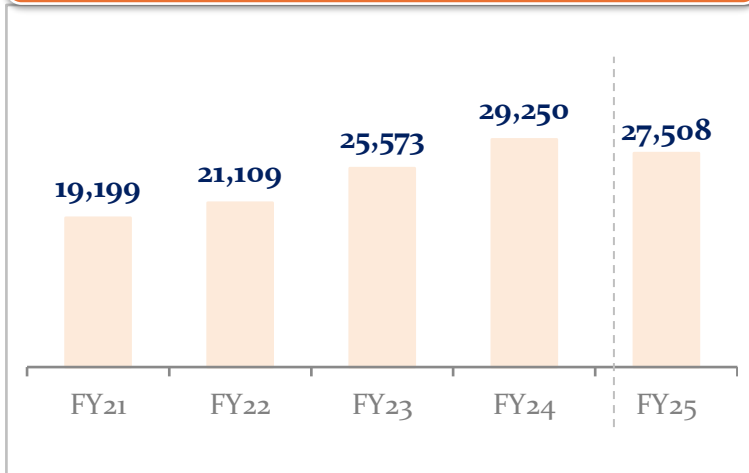
₹ Cr	Q4FY25	Q3FY25	Q-o-Q	Q4FY24	Y-o-Y	FY25	FY24	Y-o-Y
Interest income	981.4	742.6	32%	830.0	18%	3,066.8	3,053.2	0%
Interest expense	(591.7)	(432.5)	37%	(472.7)	25%	(1,848.7)	(1,702.1)	9%
Net interest income	389.7	310.0	26%	357.3	9%	1,218.1	1,351.2	(10%)
Income from off-book assets	127.7	45.4	181%	312.1	(59%)	344.5	1,153.6	(70%)
Other Income	29.1	41.0	(29%)	184.9	(84%)	163.2	275.8	(41%)
Total income	546.5	396.5	38%	854.3	(36%)	1,725.6	2,780.6	(38%)
Operating expense	(326.8)	(344.8)	(5%)	(360.5)	(9%)	(1,360.1)	(1,430.6)	(5%)
Pre provision operating profit	219.8	51.7	325%	493.7	(55%)	365.5	1,350.0	(73%)
Loan losses & provision	(154.6)	(59.8)	158%	(108.1)	43%	(456.5)	(378.7)	21%
Net Gain/(Loss) on Fair Value Changes	(15.0)	29.1	(152%)	(213.7)	(93%)	126.7	(241.3)	(153%)
Profit before tax & exceptional items	50.2	21.0	139%	172.0	(71%)	35.7	730.0	(95%)
Exceptional items	-	-		-		(586.5)	-	
Profit before tax	50.2	21.0	139%	172.0	(71%)	(550.8)	730.0	(175%)
Profit after tax	38.4	16.0	141%	165.0	(77%)	(409.6)	584.8	(170%)

Note:

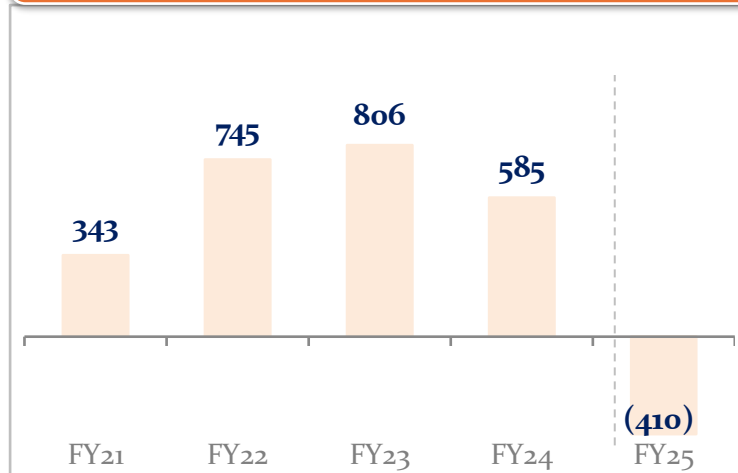
- Figures have been regrouped as per IIFL Finance Consol Financials
- Previous period figures have been regrouped/ reclassified to make them comparable with those of current period

IIFL Finance (Standalone): Key highlights

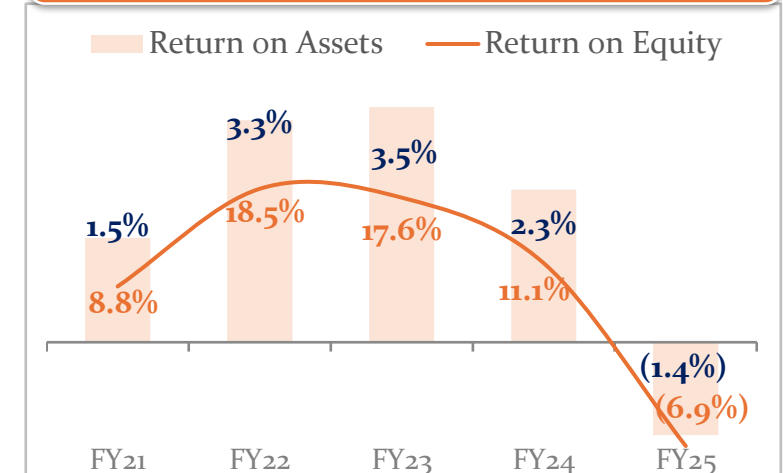
AUM (₹ Cr)



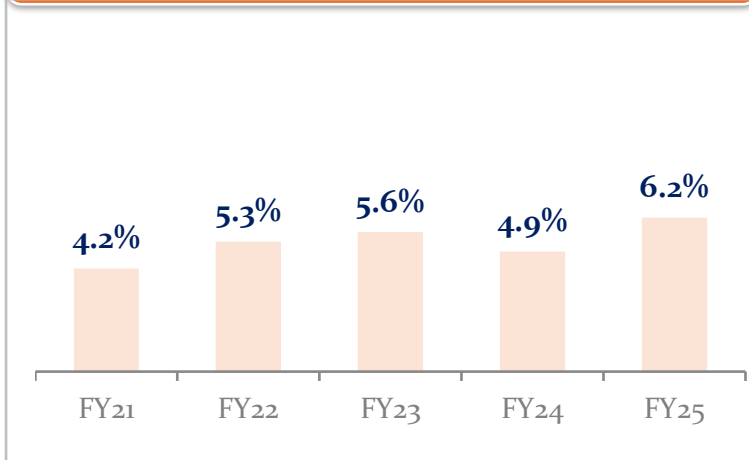
Profit after tax² (₹ Cr)



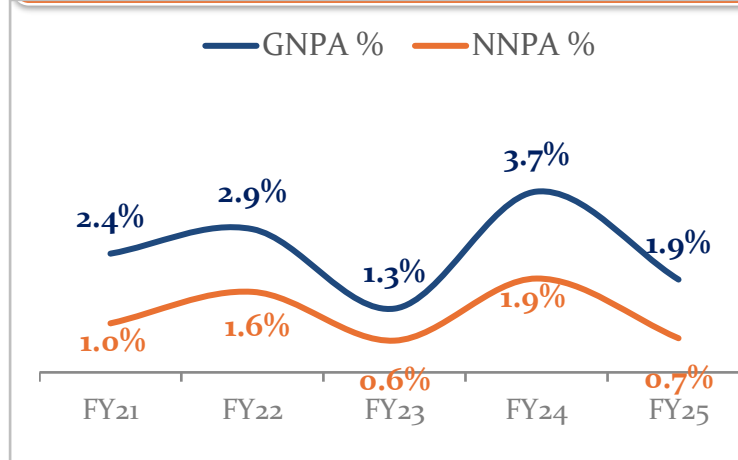
Return on assets/equity



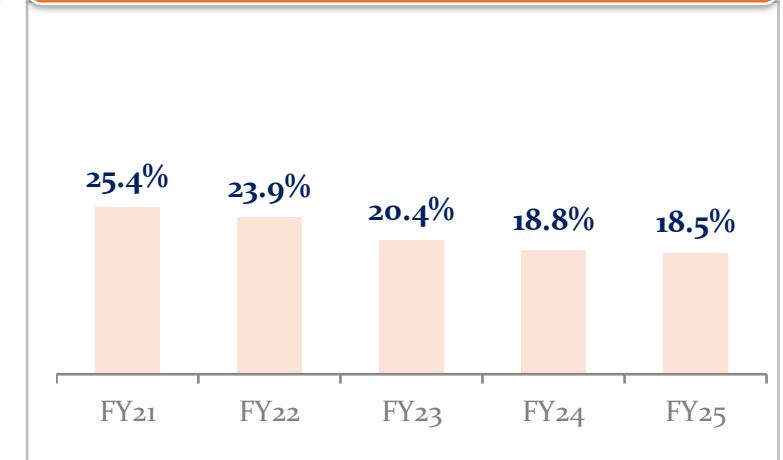
Operating expenses to Avg AUM



Asset quality



CRAR



Note:

1. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period. Income is net of Interest Expense
2. PAT CAGR excludes exceptional items

IIFL Finance (Standalone): Key business units

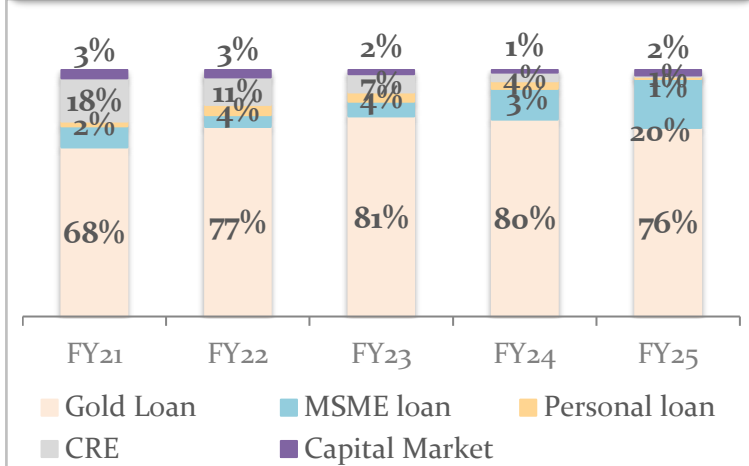
Loan AUM (₹ Cr)	FY21	FY22	FY23	FY24	FY25	Q4FY24	Q3FY25	Q4FY25	QoQ %	YoY %	Yield	ATS (₹ lakhs)
Gold loan	13,149	16,228	20,733	23,354	21,022	23,354	15,044	21,022	40%	(10%)	17.83%	0.85
MSME loan	1,662	1,016	1,524	3,653	5,479	3,653	5,355	5,479	2%	50%	19.05%	8.30
a) MSME Secured	158	56	35	275	266	275	176	266	51%	(3%)	18.52%	453
b) MSME Unsecured	1,504	960	1,482	2,969	4,444	2,969	4,477	4,444	(1%)	50%	21.16%	7.92
c) Supply Chain Finance	-	1	8	410	769	410	702	769	10%	88%	13.17%	17.11
Core business	14,811	17,244	22,258	27,007	26,501	27,007	20,399	26,501	30%	(2%)	18.23%	1.10
CRE	3,362	2,355	1,887	1,047	159	1,047	145	159	10%	(85%)	17.19%	2,333
Capital market finance	663	642	442	308	609	308	591	609	3%	98%	11.94%	446
Personal loan	364	868	987	888	239	888	332	239	(28%)	(73%)	24.65%	1.30
Total	19,199	21,109	25,573	29,250	27,508	29,250	21,467	27,508	28%	(6%)	18.08%	1.13

Note:

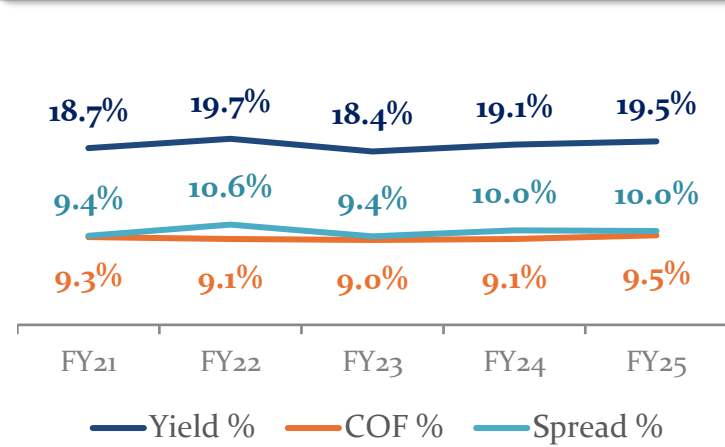
1. Yield is end of period portfolio yield, ATS is Portfolio average ticket size
2. Figures are as of March 31, 2025 unless specified

IIFL Finance (Standalone): Business update

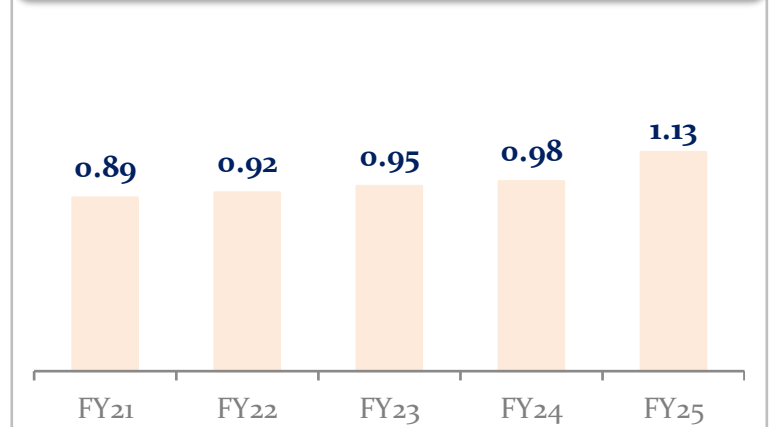
AUM mix



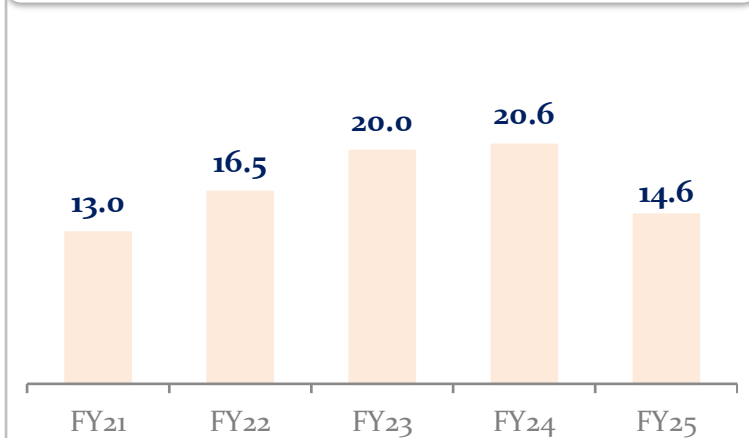
Spread



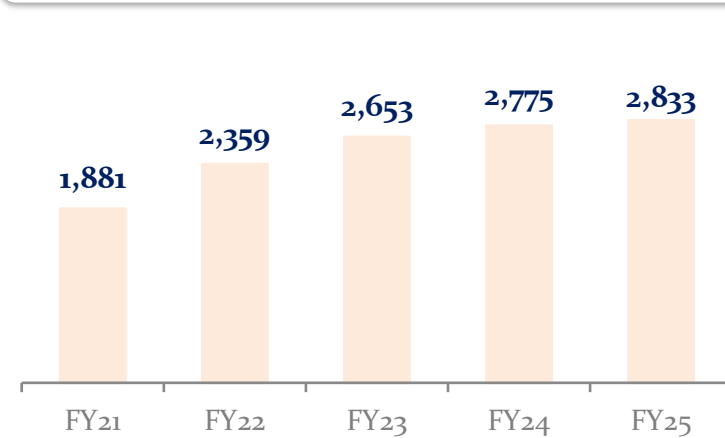
Average ticket size¹ (₹ lakhs)



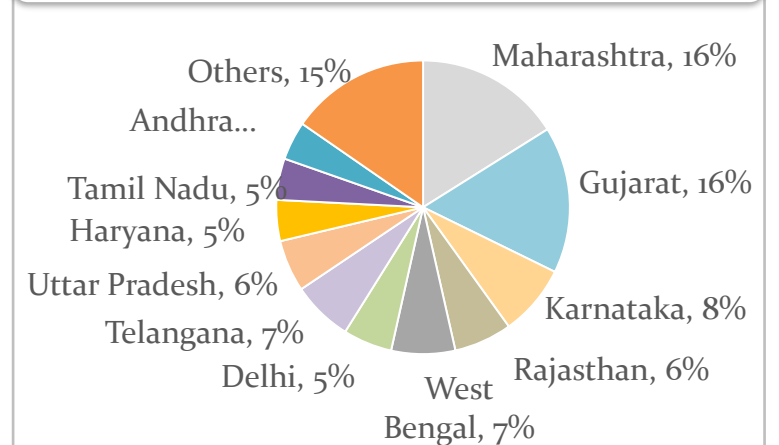
Active customers (lakhs)



Branches



AUM distribution

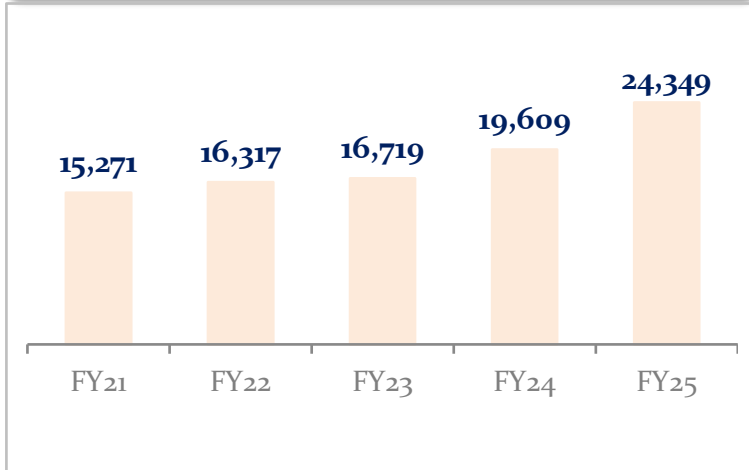


Note:

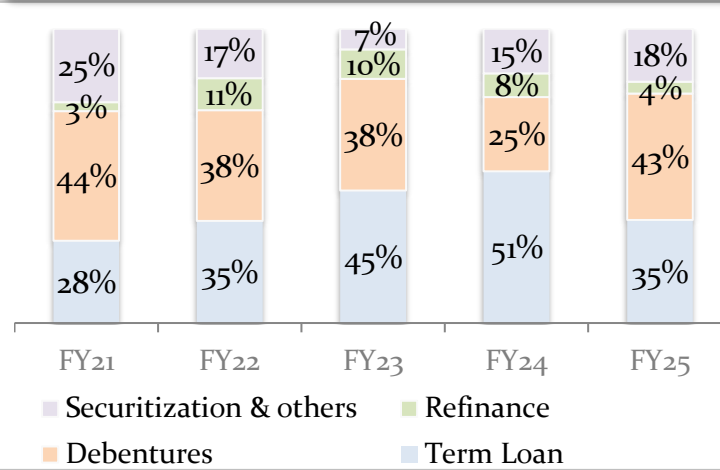
1. ATS is Portfolio average ticket size
2. Figures are as of December 31, 2024 unless specified

IIFL Finance (Standalone): Funding mix

Borrowing (₹ Cr)

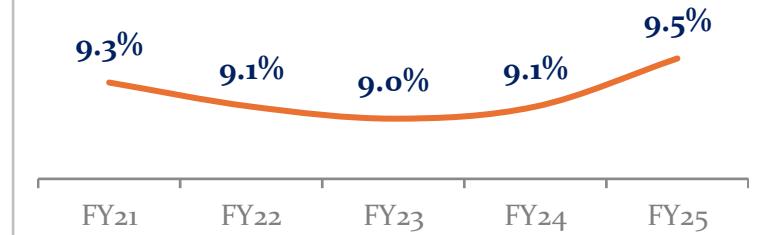


Borrowing mix

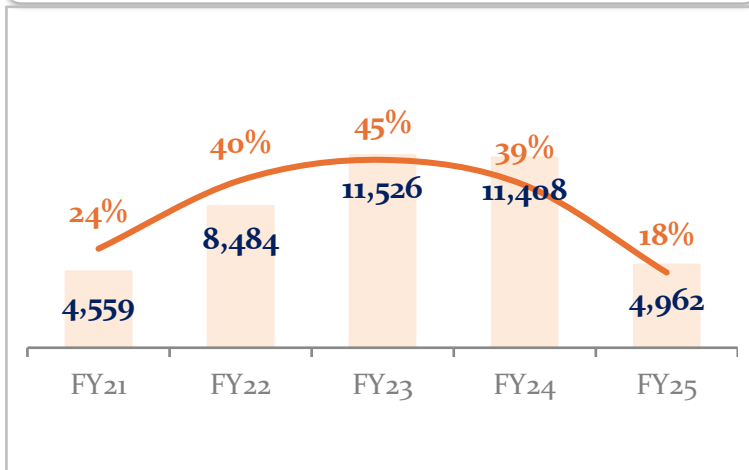


Cost of borrowing

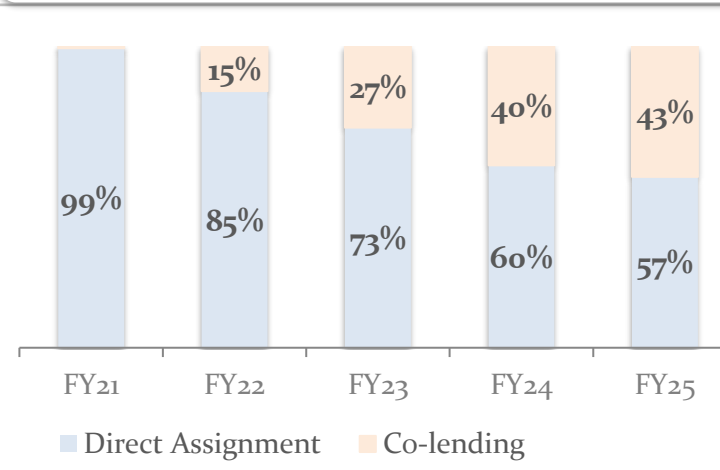
AA/Stable by CRISIL, ICRA & India Rating, AA+/Stable by Brickwork, B+/Stable by S&P Global, Fitch



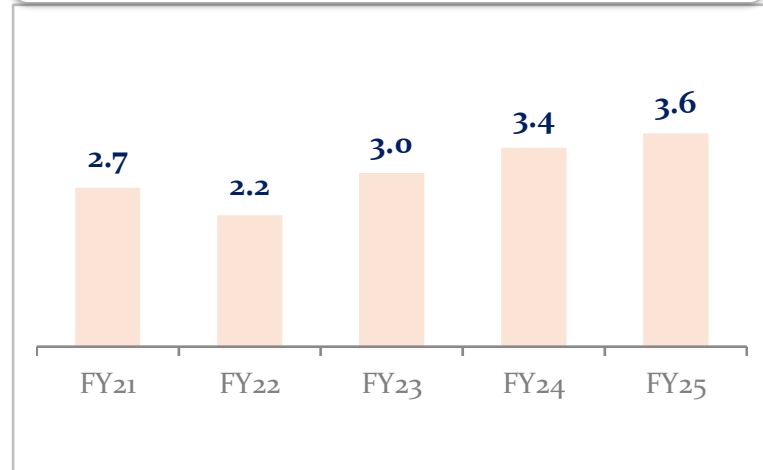
Off-book (₹ Cr, as % of AUM)



Off-book mix



Net gearing



Note:

1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting
2. Co-lending includes Business Correspondence and Co-origination
3. Borrowing is without IndAS adjustment

IIFL HOME FINANCE



IIFL Home Finance: Q4FY25 and FY25 Results

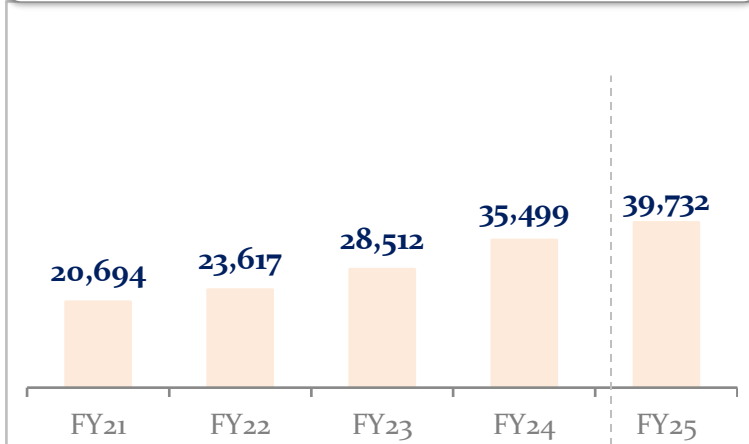
₹ Cr	Q4FY25	Q3FY25	Q-o-Q	Q4FY24	Y-o-Y	FY25	FY24	Y-o-Y
Interest income	732.7	696.9	5%	700.2	5%	2,855.1	2,620.3	9%
Interest expense	(404.4)	(377.6)	7%	(361.2)	12%	(1,512.5)	(1,330.4)	14%
Net interest income	328.3	319.3	3%	339.0	(3%)	1,342.6	1,289.9	4%
Income from off-book assets	130.2	119.8	9%	106.5	22%	596.2	313.7	90%
Other Income	70.5	70.9	(1%)	110.2	(36%)	248.8	377.3	(34%)
Total income	529.0	510.0	4%	555.8	(5%)	2,187.6	1,980.9	10%
Operating expense	(167.4)	(172.9)	(3%)	(167.5)	0%	(673.7)	(554.3)	22%
Pre provision operating profit	361.5	337.1	7%	388.3	(7%)	1,514.0	1,426.5	6%
Loan losses & provision	(90.5)	(82.6)	10%	(15.9)	468%	(274.4)	(116.6)	135%
Net Gain/(Loss) on Fair Value Changes	4.6	6.6	(31%)	(16.4)	(128%)	15.4	4.5	244%
Profit before tax	275.7	261.2	6%	355.9	(23%)	1,255.0	1,314.4	(5%)
Profit after tax (Pre NCI)	222.8	200.3	11%	276.9	(20%)	976.5	1,016.6	(4%)

Note:

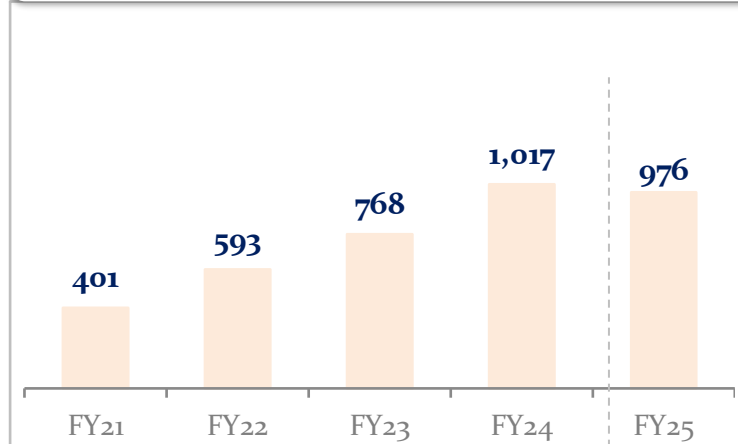
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IIFL Home Finance: Key highlights

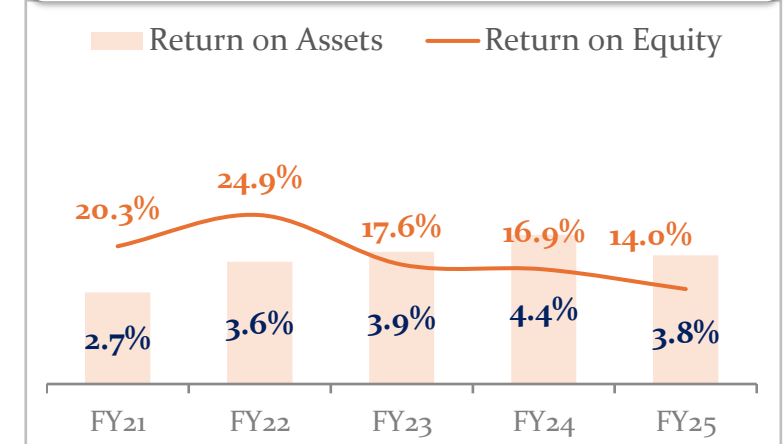
AUM (₹ Cr)



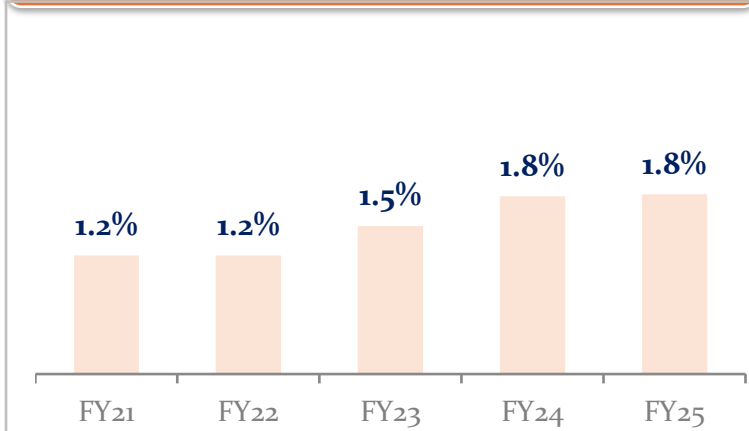
Profit after tax (₹ Cr)



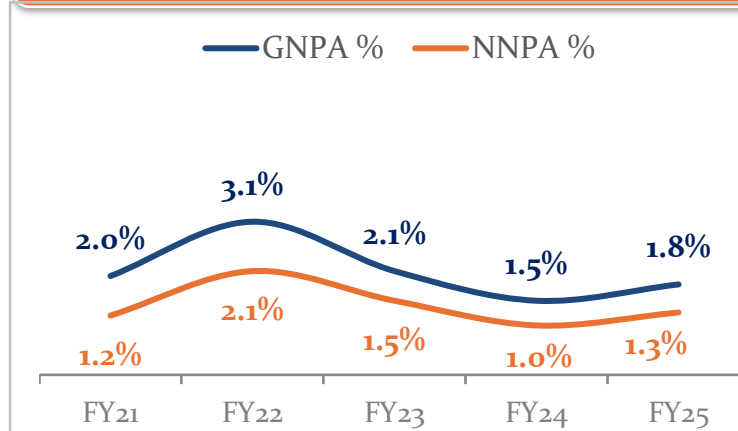
Return on assets/equity



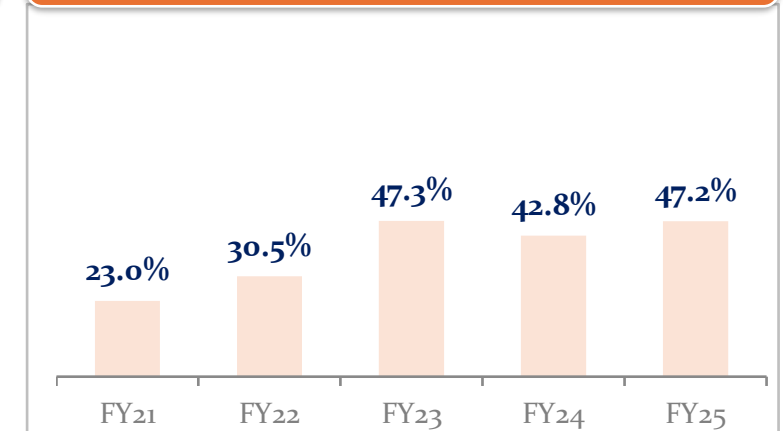
Operating expenses to Avg AUM



Asset quality



CRAR



Note:

1. GNPA nos from FY22 onwards are reported after considering the impact of RBI circular

IIFL Home Finance: Key business units

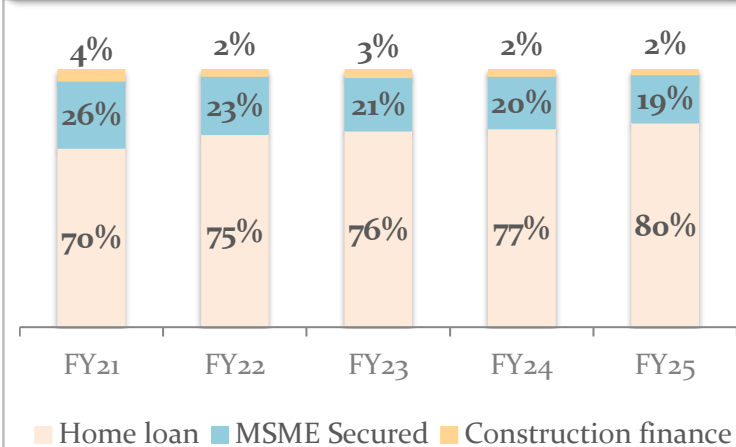
Loan AUM (₹ Cr)	FY21	FY22	FY23	FY24	FY25	Q4FY24	Q3FY25	Q4FY25	QoQ %	YoY %	Yield ¹	ATS (₹ lakhs)
Affordable home loan	14,439	17,727	21,800	27,438	31,588	27,438	30,318	31,588	4%	15%	10.97%	15.35
MSME secured loan	5,381	5,346	5,905	7,250	7,464	7,250	7,332	7,464	2%	3%	17.95%	11.83
Affordable housing project finance	873	544	807	810	680	810	738	680	(8%)	(16%)	15.47%	694.89
Total	20,694	23,617	28,512	35,499	39,732	35,499	38,387	39,732	4%	12%	12.36%	14.89

Note:

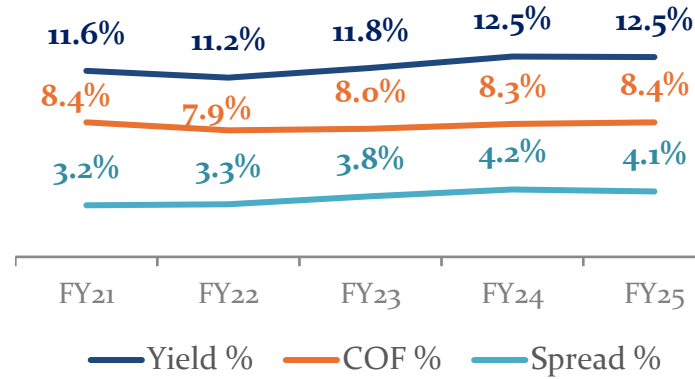
1. Yield is end of period portfolio yield, ATS is Portfolio average ticket size
2. Figures are as of March 31, 2025 unless specified

IIFL Home Finance: Business update

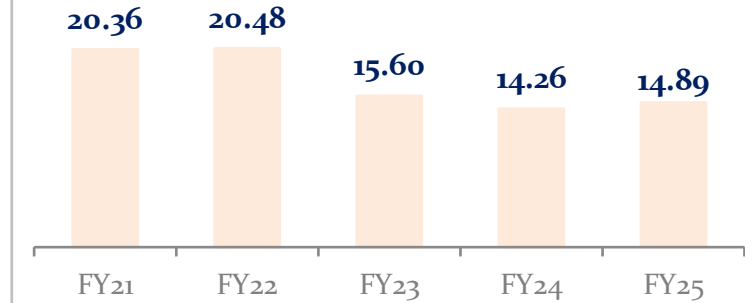
AUM mix



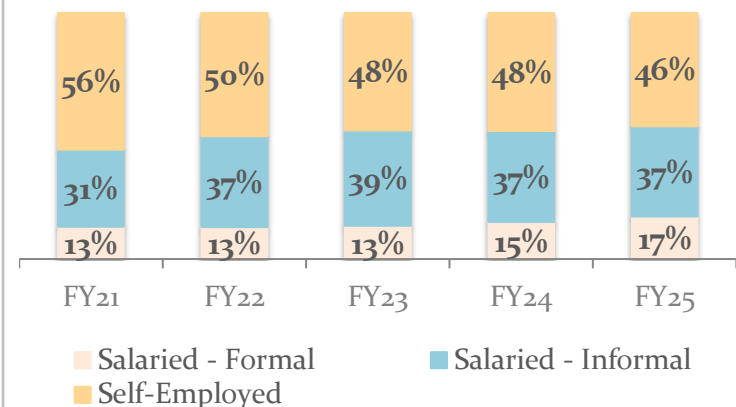
Spread



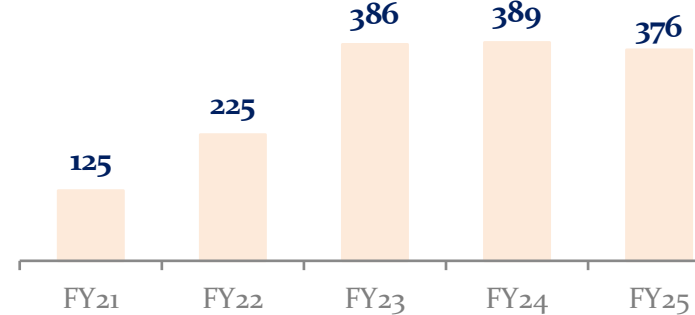
Average ticket size¹ (₹ lakhs)



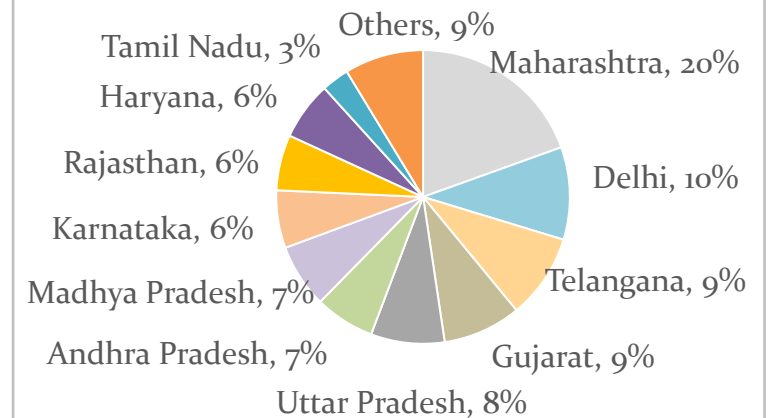
Customer mix



Branches



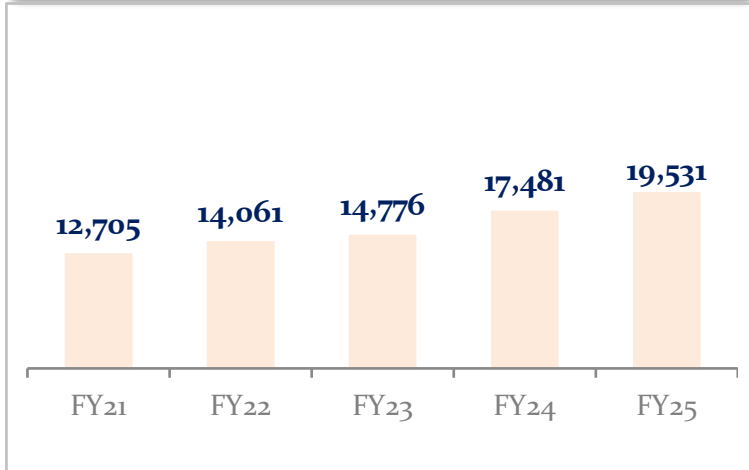
AUM distribution



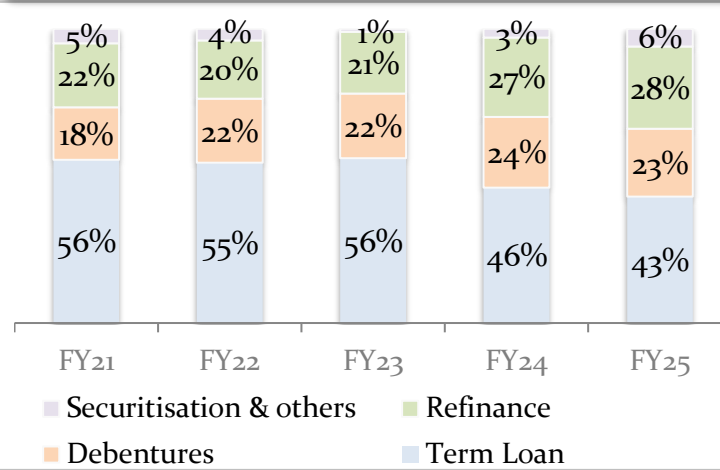
Note: 1. ATS is Portfolio average ticket size, 2. Figures are as of March 31, 2025 unless specified, 3. Salaried Formal includes customers with household income >50k per month/ >6 lakhs p.a. & Salaried Informal includes customers with household income <=50k per month/ <=6 lakhs p.a.

IIFL Home Finance: Funding mix

Borrowing (₹ Cr)

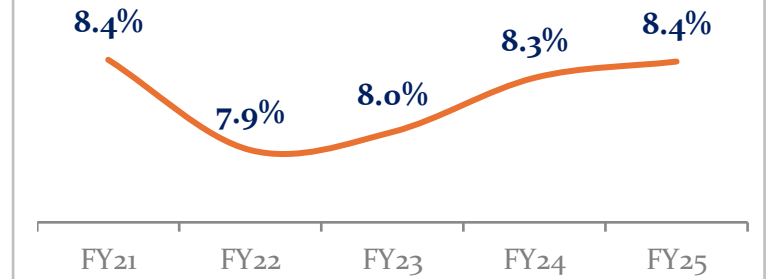


Borrowing mix

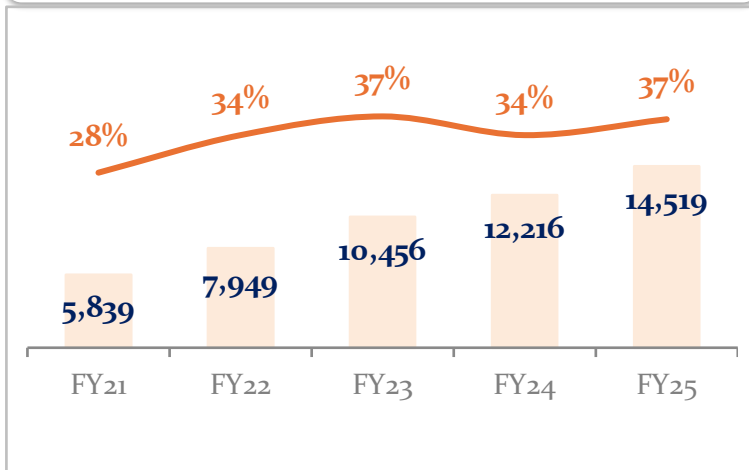


Cost of borrowing

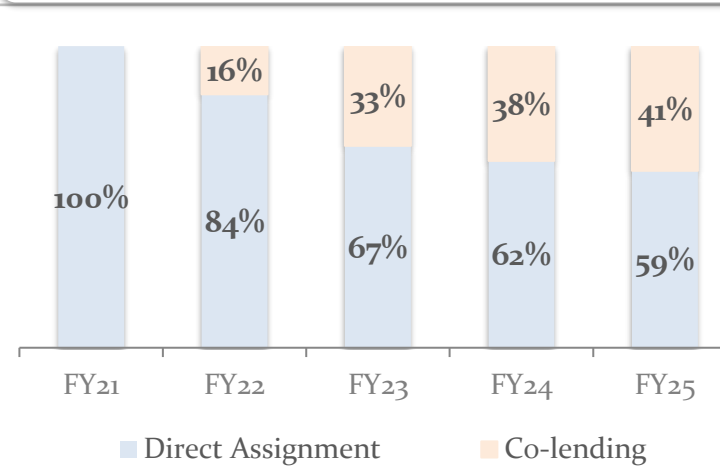
Rating: AA/Stable by CRISIL, ICRA, & India Rating, AA+/Stable by Brickwork



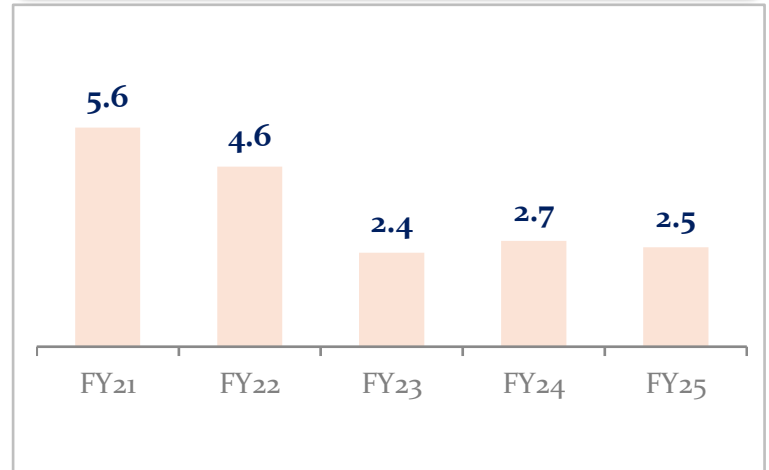
Off-book (₹ Cr, as % of AUM)



Off-book mix



Net gearing¹



Note:

1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per IndAS accounting
2. Co-lending includes Business Correspondence and Co-origination
3. Borrowing is without IndAS adjustment

IIFL SAMASTA FINANCE



IIFL Samasta Finance: Q4FY25 and FY25 Results

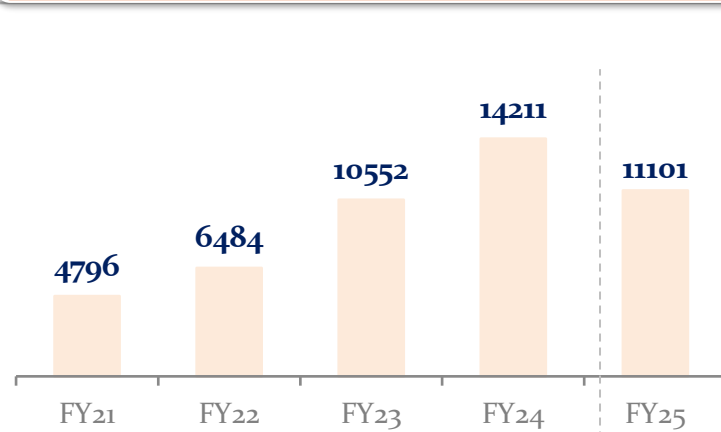
₹ Cr	Q4FY25	Q3FY25	Q-o-Q	Q4FY24	Y-o-Y	FY25	FY24	Y-o-Y
Interest income	429.3	470.7	(9%)	601.4	(29%)	2,027.6	2,200.7	(8%)
Interest expense	(183.0)	(197.6)	(7%)	(241.1)	(24%)	(832.1)	(880.4)	(5%)
Net interest income	246.3	273.1	(10%)	360.3	(32%)	1,195.5	1,320.3	(9%)
Income from off-book assets	9.2	25.4	(64%)	24.4	(62%)	143.9	236.3	(39%)
Other Income	55.9	75.9	(26%)	106.3	(47%)	279.2	294.4	(5%)
Total income	311.4	374.4	(17%)	491.0	(37%)	1,618.6	1,851.0	(13%)
Operating expense	(222.5)	(229.8)	(3%)	(239.0)	(7%)	(908.0)	(814.5)	11%
Pre provision operating profit	88.9	144.6	(39%)	252.0	(65%)	710.7	1,036.5	(31%)
Loan losses & provision	(103.7)	(349.0)	(70%)	(111.6)	(7%)	(767.2)	(415.9)	84%
Net Gain/(Loss) on Fair Value Changes	16.3	21.3	(23%)	16.9	(4%)	72.2	36.6	97%
Profit before tax	1.4	(183.1)	(101%)	157.3	(99%)	15.7	657.1	(98%)
Profit after tax (Pre NCI)	3.0	(136.0)	(102%)	120.3	(98%)	20.4	503.0	(96%)

Note:

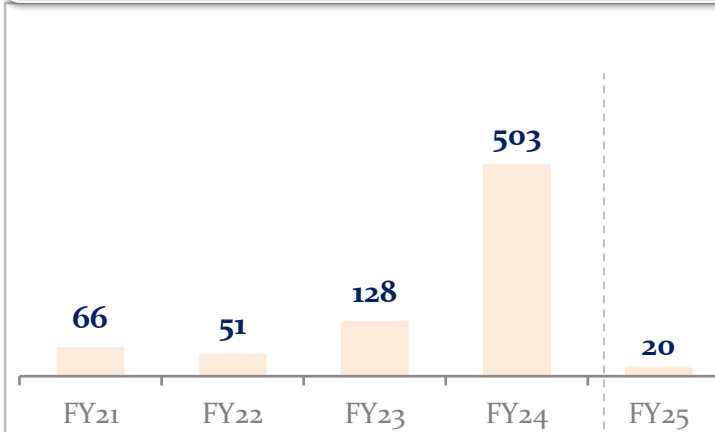
- Figures have been regrouped as per IIFL Finance Consol Financials
- Previous period figures have been regrouped/ reclassified to make them comparable with those of current period

IIFL Samasta Finance: Key highlights

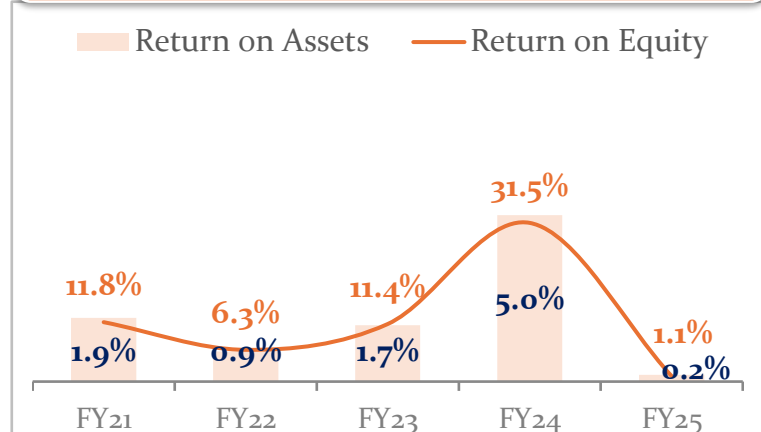
AUM (₹ Cr)



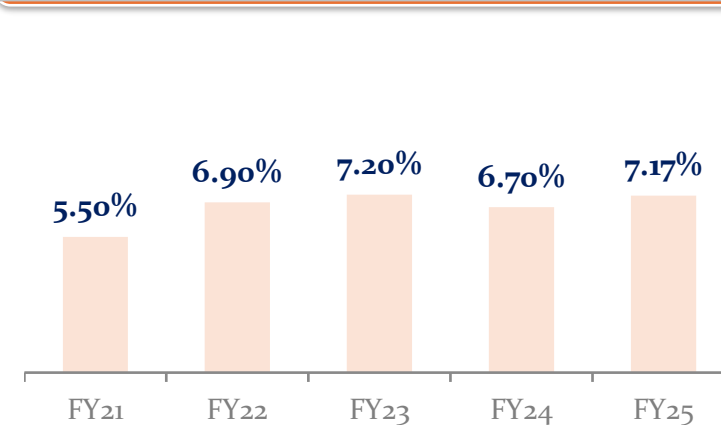
Profit after tax (₹ Cr)



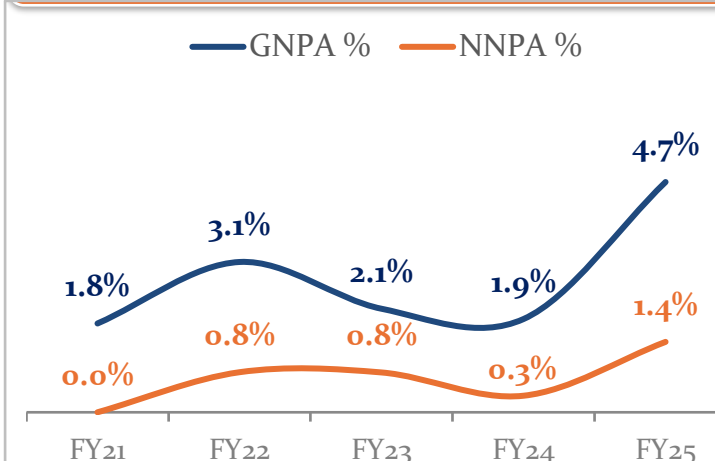
Return on assets/equity



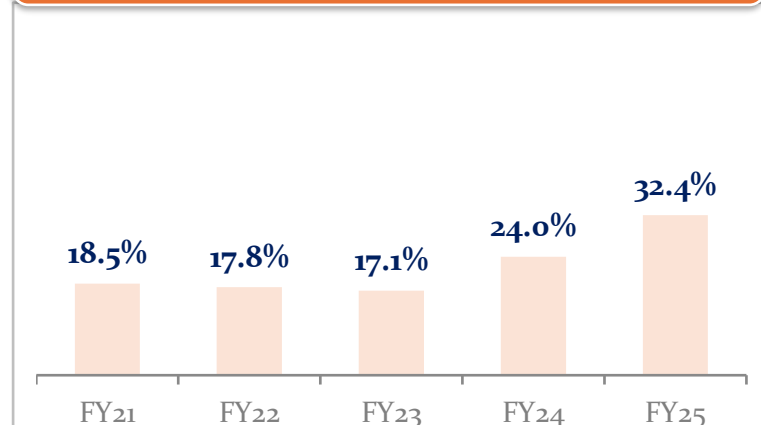
Operating expenses to Avg AUM



Asset quality



CRAR



Note:

1. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period. Income is net of Interest Expense

IIFL Samasta Finance: Key business units

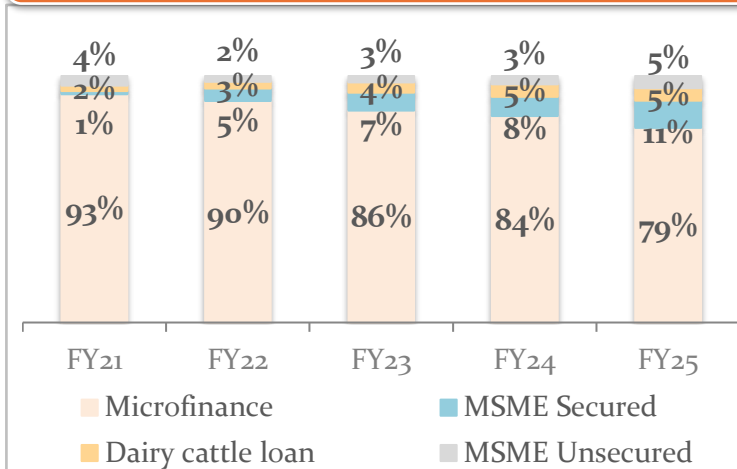
Loan AUM (₹ Cr)	FY21	FY22	FY23	FY24	FY25	Q4FY24	Q3FY25	Q4FY25	QoQ %	YoY %	Yield ¹	ATS ¹ (₹ lakhs)
Microfinance	4,440	5,821	9,072	11,891	8,758	11,891	9,167	8,758	(4%)	(26%)	24.24%	0.48
MSME Secured	58	329	767	1,118	1,242	1,118	1,217	1,242	2%	11%	22.56%	4.69
Dairy cattle loan	105	175	430	717	598	717	660	598	(9%)	(17%)	24.26%	0.66
MSME Unsecured	193	159	283	486	503	486	511	503	2%	3%	26.31%	2.00
Total	4,796	6,484	10,552	14,211	11,101	14,211	11,556	11,101	(4%)	(22%)	24.15%	0.54

Note:

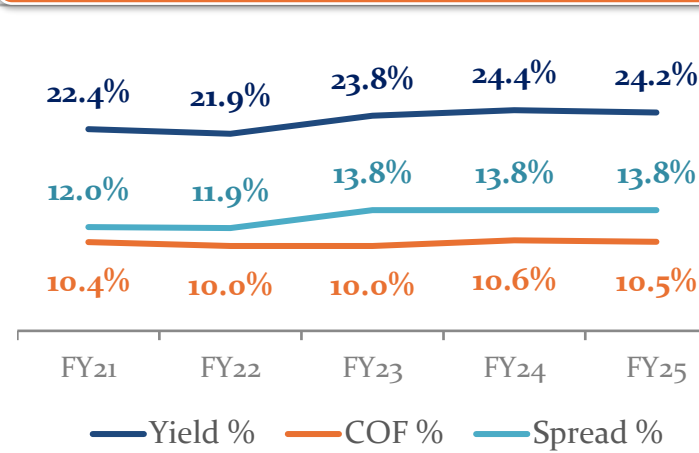
1. Yield is end of period portfolio yield, ATS is Portfolio average ticket size
2. Figures are as of March 31, 2025 unless specified

IIFL Samasta Finance: Business update

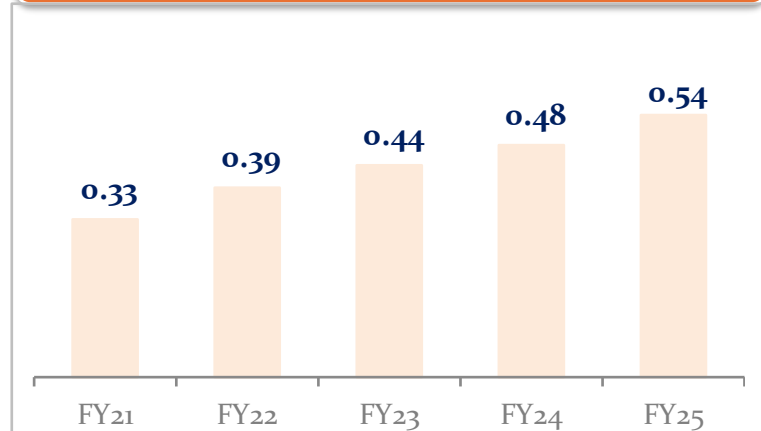
AUM mix



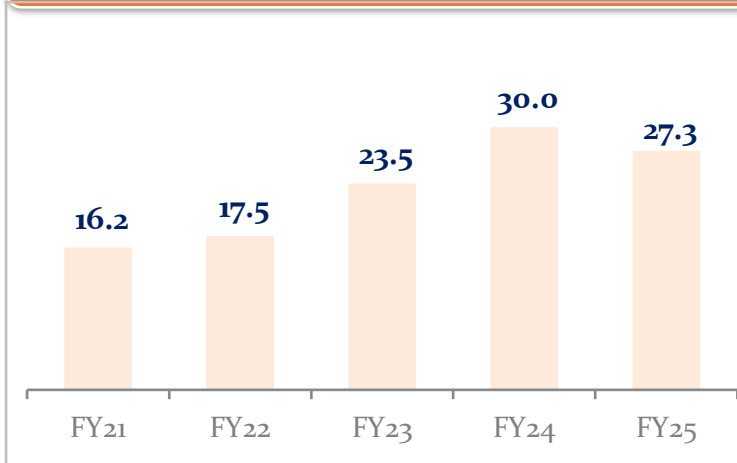
Spread¹



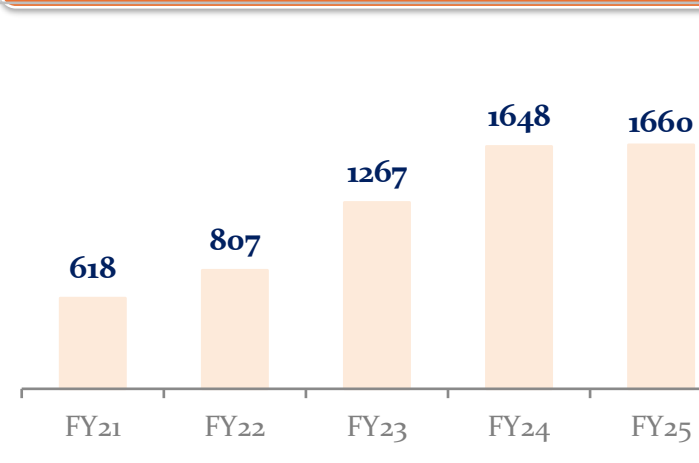
Average ticket size¹ (₹ lakhs)



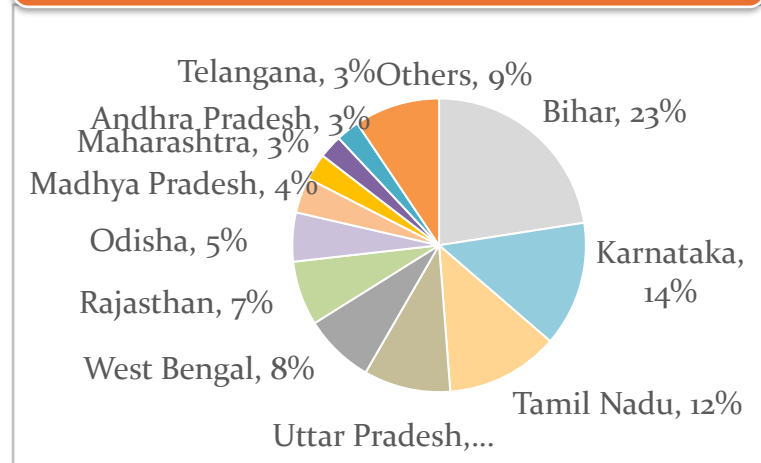
Active customers (lakhs)



Branches



AUM distribution

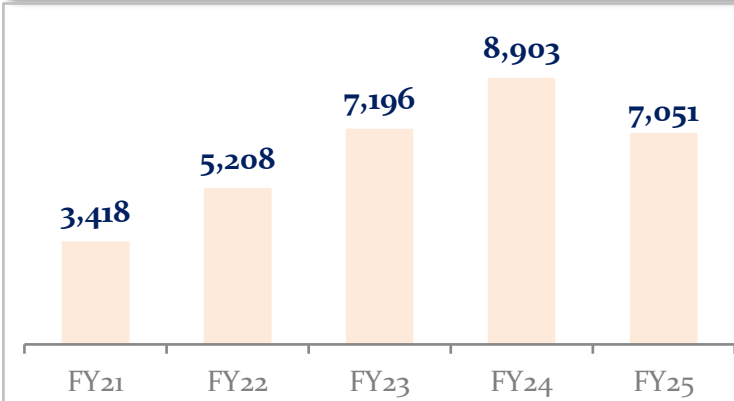


Note:

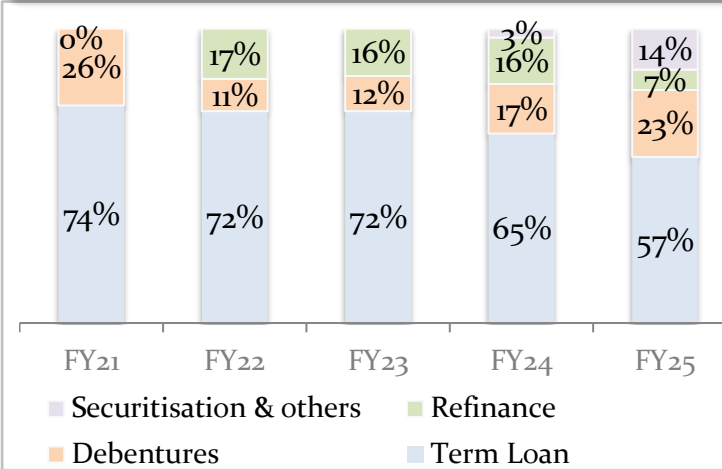
1. Yield is end of period portfolio yield, ATS is Portfolio average ticket size
2. Figures are as of March 31, 2025 unless specified

IIFL Samasta Finance: Funding mix

Borrowing (₹ Cr)

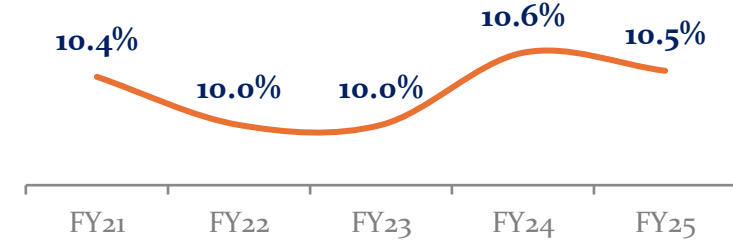


Borrowing mix

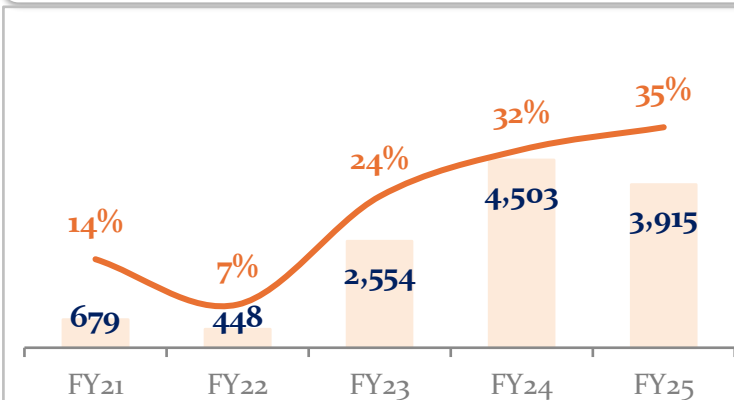


Cost of borrowing

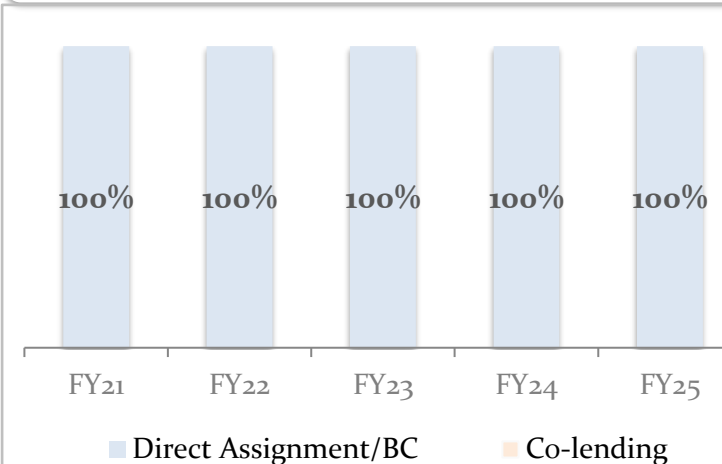
Rating: **AA-/Stable** by CRISIL & India Rating **AA-/Stable** by ACUITE



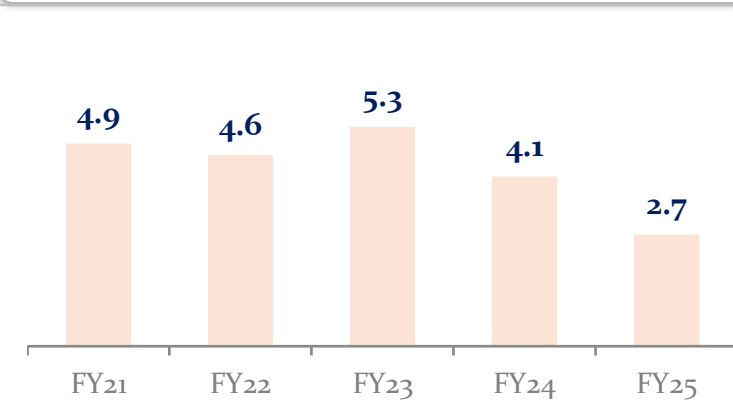
Off-book (₹ Cr, as % of AUM)



Off-book mix



Net gearing



Note:

1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per IndAS accounting
2. Co-lending includes Co-origination

CORPORATE INFORMATION

Distinguished board of directors in the company & its subsidiaries



A K Purwar
Chairman & Non-Executive Director

Former Chairman, SBI



Nirmal Jain*
Managing Director

Founder, IIFL Group



R Venkataraman*
Joint Managing Director

Co-founder, IIFL Group



Srinivasan Sridhar
Chairman & Non-Executive Director

Former Chairman, NHB



Govinda Rajulu Chintala
Chairman & Independent Director

Former Chairman, NABARD



Kalengada Mandanna Nanaiah
Independent Director

Former MD, Equifax



Gopalakrishnan Soundarajan
Non-Executive Director

Fairfax Nominee



Ramakrishnan Subramanian*
Independent Director

Former CEO, Shriram Capital



Monu Ratra
Executive Director

CEO, IIFL Home Finance



Mohua Mukherjee
Independent Director

Former World Bank Consultant



Sistla Uma Shanmukhi
Independent Director

Former MD & CEO, SBI-SG



Nirma Bhandari
Independent Director

Partner, ANB Global



Nihar Niranjana Jambusaria*
Independent Director

Former President, ICAI



Kabir Mathur
Nominee Director

ADIA Nominee



Mathew Joseph
Independent Director

Former CRO, HDFC Limited



N Venkatesh
Managing Director

MD, IIFL Samasta Finance



Bijou Kurien
Independent Director

Former COO, Titan



T S Ramakrishnan
Non-Executive Nominee Director

LIC Nominee



Venkataramanan Anantharaman
Independent Director

Former Corporate Finance Head, Standard Chartered



Mohan Sekhar
Independent Director

ED, Accenture



Shivaprakash Deviah
Whole-time Director

CIO, IIFL Samasta Finance

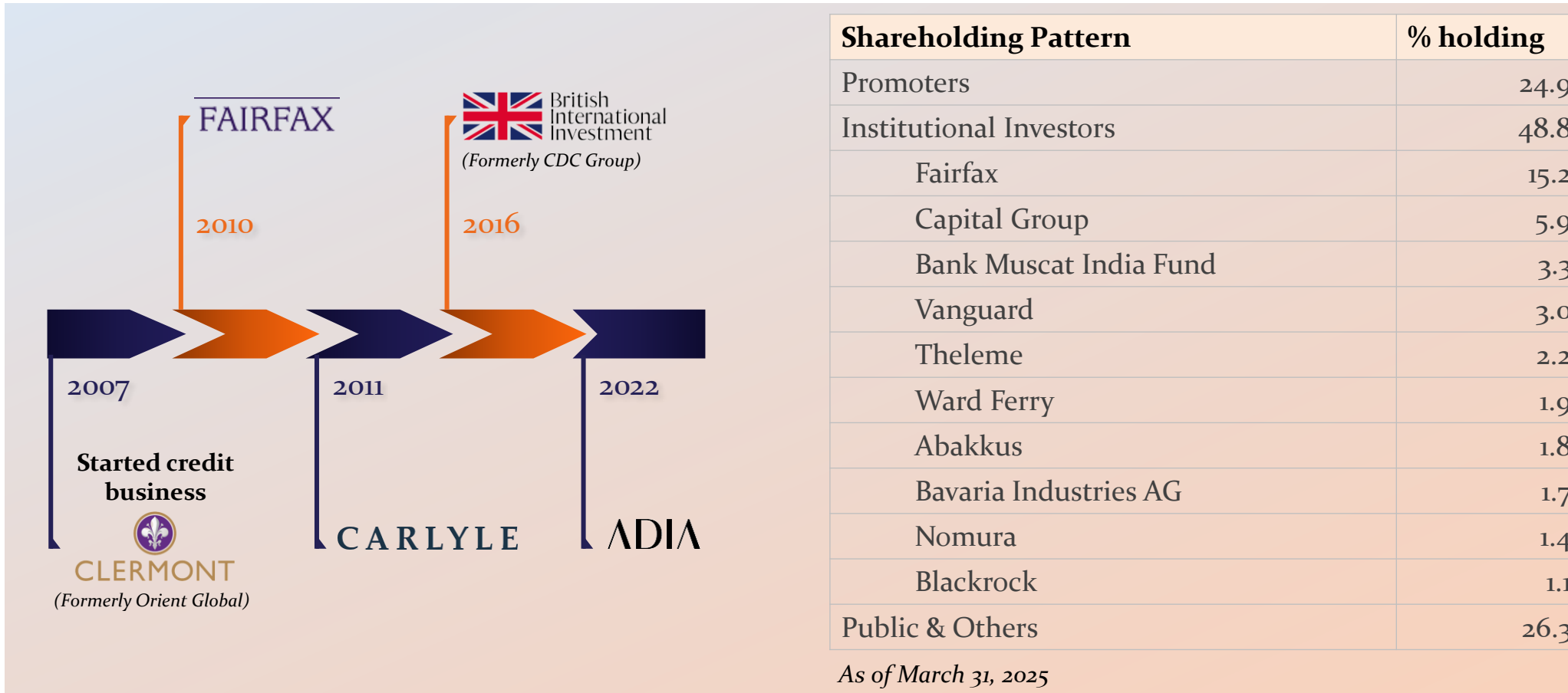
*Denotes common directors on the board of parent and subsidiaries

IIFL Finance Board

IIFL Home Finance Board

IIFL Samasta Finance Board

Since inception, marquee global investors have reposed faith in our business & management



Experienced senior management with strong credentials

**Nirmal Jain**

Managing Director
PGDM-IIMA, CA, CWA

Founded and led IIFL since 1995.
Worked with Unilever for 5 years

**R Venkataraman**

Joint Managing Director
PGDM-IIMB, BE – IIT,
Kharagpur

Co-founder of IIFL.
Worked with ICICI Bank, Barclays

**Monu Ratra**

CEO, IIFL Home Finance
Qualified Architect, MBA

Experience of 25+ years
HDFC, ICICI Bank, Indiabulls Housing

**N Venkatesh**

MD, IIFL Samasta Finance
Leadership program in
Microfinance at Harvard

Experience of 25+ years
Founder, Samasta Microfinance prior to
acquisition by IIFL

**Kapish Jain**

Chief Financial Officer
CA, CWA, CS

Experience of 25+ years
PNB Housing, AU, ICICI Pru Life, Deutsche
Bank

**Abhiram Bhattacharjee**

Chief Operating Officer
PGDM-IIMB, ME – IIT, Kanpur

Experience of 29+ years
Kotak Group, Morgan Stanley, E&Y, ICICI
Securities

**Pranav Dholakia**

Chief Risk Officer
MBA, CA

Experience of 25+ years
Edelweiss Financial Services

**Preeti Kannan**

Chief Human Resource Officer
MBA-HR, MS-Psychotherapy &
Counselling

Experience of 26+ years
Kotak Bank, Bajaj Finance, Fujitsu, Oracle,
Mindtree

**Kirti Timmanagoudar**

Head - Co lending &
Strategic Alliances
MBA

Experience of 23+ years
Co-founder & Partner, BrickEagle
Frost & Sullivan, Geojit, First Global

**Rahul Sanklecha**

Head – Credit & Policy
FRM, MBA, BE

16+ years of credit & policy experience
Poonawalla Fincorp, Lendingkart, ICRA

**Shivalingam Pillai**

Chief Compliance Officer
CA, CWA, CS

Experience of 25+ years
Mahindra Finance, HDFC Sales

**Mayank Sharma**

Head – Internal Audit
MBA, Leadership programs
from IIMC, ISB

Experience of 23+ years in wealth
management, broking, insurance and
lending in IIFL Group of companies

**Gaurav Sharma**

Chief Technology Officer
BE – IIT, Roorkee

Experience of 29+ years
L&T Finance, MaxLife Insurance, TCS
(Founding TCS Bancs member)

Adopting environmentally conscious solutions in our business initiatives as well



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.



IIFL has signed a **US\$ 68 million** loan with Asian Development Bank (ADB) to improve **funding to affordable green housing** for **lower-income groups** in India. **80%** will be earmarked for **women borrowers** and **20%** for **green-certified homes**.



Received **Gold Level LEED Certification** for our owned office in Gurugram.

Adopted renewable energy in our Hubtown office, Mumbai through Tata Green Tariff scheme (since January 2023).

Installed solar panels in our Gurugram office.



Installed rainwater harvesting system in our Registered office building during the year.

Started recycling waste water as flush water & in watering plants in this office

Installed sensors in taps to regulate water consumption in restrooms



Adopted access-based printing, default printing on both sides of the paper across all our offices and branches.

Installed paper shredder machines across large offices and also engaged with vendors for safe disposal of waste paper.



We measure our waste generation and aim to strengthen our waste management initiatives. **Dry and wet waste** is picked up by local municipal bodies. **E-waste** is given to authorized vendors for **recycling**.

IIFL is firmly committed to support economic activity and financial inclusion through its loan offerings while adapting to changes in the external environment



GOLD LOAN

- **75%** of the branches are located in non-metros, semi-urban and rural areas



BUSINESS LOAN

- **91.27%** of the Unsecured MSME digital loans given are of less than ₹ 1 Million



HOME LOAN

- **73,000+** families benefitted under CLSS and 1750+ Cr. subsidy provided till date
- **1,59,897+** loans given to the informal segment
- **61%** loans given to female owners/co-owners
- **2,97,529+** first time home buyers



MICRO-FINANCE

- Small-ticket loans for purpose of income generation activities
- **27.29 lakhs+** families benefitted in **22** states & UT with financial intervention
- **46,972+** dairy farmers supported through **10** cattle health centers in **3** States.

CSR projects continue with creative use of technology

Emergency Medical Assistance at Mahakumbh – Uttar Pradesh

- In the massive gathering of Mahakumbh 2025 where pilgrims gathered by millions each day, IIFL Foundation took an active step to help the administration and the devotees, by offering live-saving services as follows :
 - Emergency Medical Assistance Boats** (with swimmers for rescue)
 - First Aid** to pilgrims
 - Support to District Administration in **Crowd Control**
 - Assistance to the pilgrims / reuniting lost individuals (Esp. Elderly, Women and Children)
- Emergency Medical Assistance Boats
- The Foundation engaged volunteers from Hindustan Scout and Guides (Rajasthan), who offered service for a period of 30 days.

IT Equipment for Intellectually Disabled – Maharashtra

- Development of E-learning center to empower learning for the intellectually disabled children, at Kolhapur, Maharashtra
- The facility has been upgraded with following technical equipment – Desktop Computers, Laptops, LED projectors & Screens and Android tablets
- The upgrade has helped the students with special needs to engage in interactive learning modules (Nursery, Primary, Pre-Vocational & Vocational), Quizzes & YouTube Learning Academy

Dharamshala Repair & Redevelopment (Govt. Hospital) - Rajasthan

- IIFL Foundation addressed critical structural weaknesses, outdated facilities, and sanitation issues, to ensure a safer and comforting environment for patients and their families at the Maharana Bhupal Government Hospital, Udaipur, Rajasthan.
- The facility was repaired and redeveloped by upgrading 6 Halls, 36 rooms and 31 washrooms.
- This Government Hospital is the most important medical facility that serves the individuals from lower income groups and marginalized communities (Scheduled Tribes) from Udaipur, Rajsamand, Bicchiwara, Rajsamand, Salumbar, Pratapgarh, Banswara and Chittorgarh district.

Annual Medical Camp – Uttar Pradesh

- IIFL Foundation, has been supporting the Annual Medical camp at Barsana, Dist – Mathura in Uttar Pradesh, since 2015.
- The Foundation extends its support to offer **Free of Cost** Cataract Surgeries, Eye check-up and Spectacles, Dental check-up, Treatments as Root Canal and preparing Dentures.
- The services are availed by pilgrims that visit Vrindavan from across Uttar Pradesh, Rajasthan, Haryana and other states.

Eye Check-up	Dental Checkup & Treatment	Free Glasses	Food Services
1200	1200	520	1,935



Intellectually disabled students learning in the IT Lab with aid of their teacher - Maharashtra



Dharamshala at Govt. Hospital, Udaipur



Patients undergone Cataract operation at Medical Camp – Uttar Pradesh

Establishing vision, mission and values and determining, reviewing the goals and policies of the Company from time to time

Promote **sound corporate governance** practices, ethical standards, and compliance with the laws of the land.

Disclose our strategy, key targets and goals to all **key stakeholder groups** (internal and external) and report our progress annually.

Incorporate ESG aspects into our **policies and practices**, assess our performance through a robust internal ESG governance structure

Corporate policies and guidelines: Board Diversity Policy, Whistle Blower Policy, CSR Policy, Interest Rate Policy, Grievance Redressal Policy, etc.

Business ethics and compliance: Anti-Corruption Policy, Vigilance Policy & Code of Conduct.

Corporate governance and **ethical business** conduct are one of the fundamental pillars of a successful business. We strive to maintain the **highest standards of business ethics**.

Reconciliation of reported consolidated results with group entities

FY25 (₹ Cr)	IIFL Finance Standalone	IIFL Home Finance*	IIFL Samasta Finance	Intergroup adjustments	IIFL Finance Consolidated
Interest income	3,066.7	2,855.1	2,027.6	216.0	8,165.3
Interest expense	(1,848.7)	(1,512.5)	(832.1)	23.7	(4,169.5)
Net interest income	1,218.0	1,342.6	1,195.5	239.7	3,995.8
Non-fund based income	507.7	845.0	423.1	(235.4)	1,540.3
Total income	1,725.6	2,187.6	1,618.6	4.3	5,536.2
Operating expense	(1,360.1)	(673.7)	(908.0)	(21.7)	(2,963.4)
Pre provision operating profit	365.5	1,514.0	710.7	(17.4)	2,572.8
Loan losses & provision	(456.5)	(274.4)	(767.2)	-	(1,498.0)
Core Profit before tax	(91.0)	1,239.6	(56.5)	(17.4)	1,074.7
Net Gain/(Loss) on Fair Value Changes	126.7	15.4	72.2	4.5	218.8
Profit before tax (before exceptional item)	35.7	1,255.0	15.7	(12.9)	1,293.5
Exceptional items	(586.5)	-	-	-	(586.5)
Profit before tax (after exceptional item)	(550.8)	1,255.0	15.7	(12.9)	707.0
Profit after tax (pre NCI)	(409.6)	976.5	20.4	(9.2)	578.1

Note:

1. *for Consolidated entity
2. Quarter results for the period ended March 31, 2025
3. Intergroup adjustments includes IIFL Open Fintech Private Limited

Data reported across previous quarters is now continued to be reported in a Data Book, maintained in an excel format on our website. The Link for the data book is hosted below.

[Click here to download databook](#)

Thank you

Published in May 2025

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