

IIFL Finance Ltd. – Factsheet

Profile

- IIFL Finance Limited is one of the leading players in the financial services space in India. Together with its subsidiaries – IIFL Home Finance Limited, IIFL Samasta Finance Limited (Formerly known as Samasta Microfinance Limited) and IIFL Open Fintech Private Limited, it provides a diverse range of loans and mortgages.
- These include home loans, gold loans, business loans including loans against property and medium & small enterprise financing, micro finance, developer & construction finance and capital market finance; catering to both retail and corporate clients.

Company	IIFL Finance Ltd
BSE Code	532636
NSE Code	IIFL
Bloomberg Code	IIFL:IN
Market Cap	INR 22,726 Cr (As on Dec 29, 2023)
Face Value	2
Incorporation Year	1995

Products

Home Loan

Leading HFC in Affordable Housing Space

- Strong player in the sub ₹20L loan ticket size category
- Network of 386 home loan branches to focus on expansion in tier 2/3/4 towns
- Incremental PSL retail book builds ever increasing demand for asset buying from banks

Affordable Lending Expertise Combined with Strong Phygital Infrastructure

- Technology led phygital infrastructure in place
- Cost efficiencies emanates from lean org construct & centralized operations
- Decisioning through analytics
- Controls through in-house sales and support teams

Leading Through Industry First Initiatives Translating into Lower Cost of Borrowing

- **Green Value Partner:** Project life-cycle assistance to developers in obtaining green building certification
- **Kutumb:** Knowledge platform, bringing together all stakeholders to promote green affordable housing
- **Green Home Loans:** Discounted rates for homes certified by either IGBC or GRIHA
- Secured \$50 Mn funding from DFC, USA

Gold Loan

Large Branch Network Built on Customer Focus

- Among top two NBFCs in the country in gold loans segment, having grown at a 5yr-CAGR of 39% over FY19-FY23
- Over 2,721 dedicated gold loan branches spread across 25 states/UT, manned by ~15,000 own employees
- Innovations in product, security, audit and risk controls

Improvements in Customer Service, Productivity and Visibility

- Asset light model enables growth via internal accruals
- Continued focus on enriching customer experience through digital initiatives
- Achieving scale for new branches and driving productivity improvements of older branches
- Aggressive investments in brand visibility and recall

Ability to Leverage Widespread Retail Network for Cross-Sell

- Large customer base of over 56L and with ~70% repeat customers, connect with the customer is high
- Digital innovations for other products within the group provides ability to drive cross-sell without putting much strain on the retail branch network

Microfinance

Established Base and Consistent Track Record

- Major microfinance player with diversified geo presence
- Among top two NBFC-MFIs in the country
- Stable asset quality maintained through multiple cycles in the last 15 years
- Profitable and dividend paying

Widespread Reach & Strong Digital Capabilities

- 1,572 branches in 406 districts (> 50% of overall microfinance presence) across 22 states and union territories
- Grown at a 5 year CAGR of 66% over FY19-FY23; on the back of a robust digital infrastructure for customer selection, field monitoring, tracking and controls to ensure scale and asset quality

Ability to Leverage Group Expertise for Cross-Sell

- 15% of IIFL Samasta's AUM constitutes non-MFI credit
- Ability to serve entire financial needs of customers by leveraging the group's expertise and bouquet of products

Digital Loan

Expanding Reach Digitally

- 100% digital journey enabled through Account Aggregator, o-KYC, e-KYC & c-KYC, OCR checks to limit the need of physical in-hand document
- First to launch an end-to-end loan to disbursement journey on Whatsapp with digital fraud checks and verification

Partnership Led Model to Grow and Serve Customers Efficiently

- Partnership with multiple technology, fintech and large ecosystem players to ensure strategic fitment for scale and best-in-class experience to customers
- Alternate data based scorecard and fraud detection engines in place

At the Forefront of Innovation

- Huge investments in technology to quickly align with new regulatory frameworks and public digital infrastructure

Loan Against Property (LAP)

Leading Player with a Well Established Network

- Leading player in the sub ₹30L secured loan ticket size category
- Network of 386 branches to focus on expansion in tier 2/3/4 towns

Small Business Lending Expertise Combined with Strong Physical Infrastructure

- Technology led phygital infrastructure in place
- Controls through in-house sales and support teams

Scalable Cost-Efficient Business Model

- With already expanded front print group synergies can be leveraged
- Low cost to income driven by technology & hub spoke operating model
- Strong in-house data analytics capability

Others

Construction and Real Estate (CRE)

- IIFL Finance will continue to provide funding for completion of its already funded projects, with appropriate internal approvals and in compliance with RBI guidelines

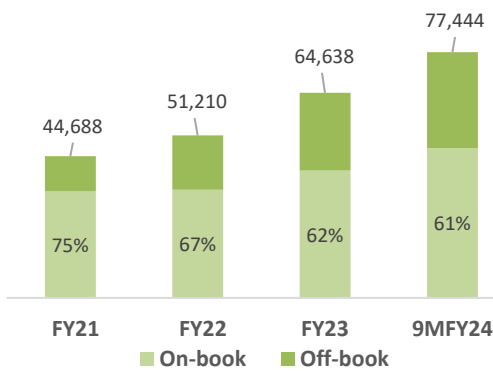
Capital Market

- The Loan Against Shares and capital market portfolio is not core focus for growth but synergistic with group businesses. The strategy is to restrict to clients of group companies, thereby minimizing operating cost and with strict risk control of the lending portfolio

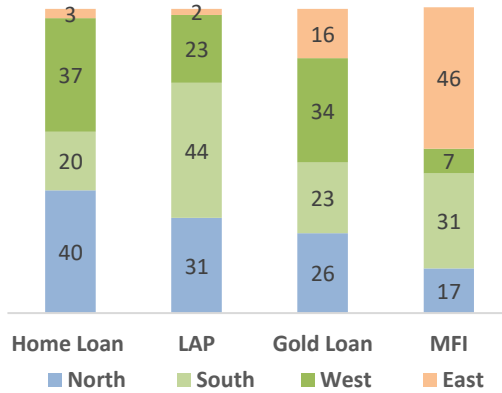
Credit Rating

- IIFL Finance: **AA/Positive** by CRISIL, India Ratings, **AA/Stable** by ICRA, CARE
- IIFL Home Finance: **AA/Positive** by CRISIL, India Ratings, **AA/Stable** by ICRA, CARE
- IIFL Samasta Finance: **AA/Positive** by India Ratings **AA-/Positive** by CRISIL

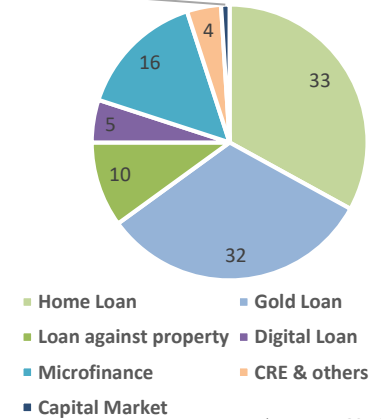
Loan AUM (₹ Cr)



Geographical Presence (%)



Product Mix (%)

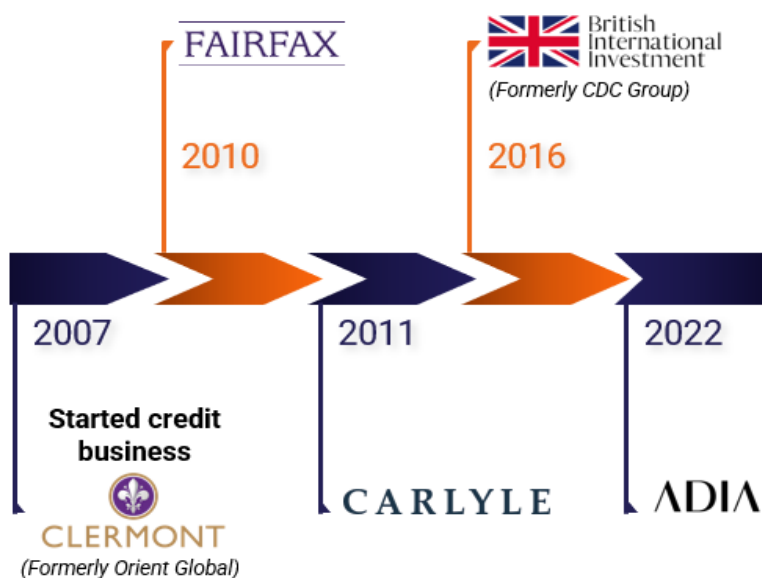


*Data as on Q3FY24

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FY (₹ Cr)	Loan AUM	PAT (Pre NCI)	GNPA (%)	Provision Cover (%)	Avg. Yield (%)	Avg. Cost of Borrowing (%)	Avg. Interest Spread (%)	Opex as % to Avg AUM	ROA (%)	Net Gearing	ROE (%)	Cost to Income (%)	EPS	BVPS	CRAR (%)*
9MFY24	77,444	1,544	1.71	151	17.2	9.1	8.2	3.86	3.7	3.3	19.5	43.1	37	267	19.6
FY23	64,638	1,608	1.84	167	16.6	8.8	7.8	3.99	3.3	3.5	19.9	43.0	39	231	20.4
FY22	51,210	1,188	3.15	123	15.0	8.5	6.5	1.10	2.7	4.2	20.6	43.0	31	165	23.9
FY21	44,688	761	1.98	186	14.9	9.0	5.9	0.84	2.0	4.8	15.3	37.8	20	139	25.4

*Standalone



Shareholding Pattern	% holding
Promoters	24.8
Institutional Investors	54.0
Fairfax	15.1
Capital Group	7.9
DSP MF	3.8
Bank Muscat India Fund	3.3
Nomura	3.0
Vanguard	2.8
Bavaria Industries AG	1.6
Abakkus	1.5
HSBC MF	1.4
Ward Ferry	1.3
Public & Others	21.2

*As on 31st December 2023

IIFL Finance – Board of Directors



Nirmal Jain
Managing Director
MBA, IIM Ahmedabad;
Rank holder CA & Cost accountant

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



R Venkataraman
Joint Managing Director
MBA, IIM Bangalore;
B-Tech, IIT Kharapur

Co-founder of IIFL
Worked with ICICI Bank, Barclays,
GE Capital



A K Purwar
Chairman and Independent
Director
M Com., Allahabad University

Former Chairman, SBI



Chandran Ratnaswami
Non-Executive Director
MBA, University of Toronto
BE, IIT Madras

Managing Director, Hamblin Watsa Investment Counsel
Ltd.
Director & CEO, Fairfax India Holdings



V. K. Chopra
Independent Director
Chartered Accountant

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



Nilesh Vikamsey
Independent Director
Chartered Accountant

Senior Partner at KKC & Associates LLP; Past
President of The Institute of Chartered
Accountants of India



Geeta Mathur
Independent Director
Chartered Accountant

Co-chair for the India Chapter of Women Corporate
Directors Foundation



Ramakrishnan Subramanian
Independent Director
Chartered Accountant

Sr. Advisor, Operating Partner, Consultant with
PE, VC, FIs and Fintech in India



T S Ramakrishnan
Non-Executive Nominee Director
B.COM (HONS), PGDIM, Fellow of
Insurance Institute of India, Diploma
in Health Insurance

Former Managing Director & CEO, LIC Mutual
Funds; Former Director, Association of Mutual
Funds in India

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Investor Relations:

Veenashree Samani – Lead Investor Relations

Ronak Parekh – Assistant Manager - Investor Relations

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