



Performance review
Quarter ended March, 2024
(Q4FY24 & FY24)

Bloomberg: IIFL IN
Jun 15, 2024

IIFL Finance (Consolidated): Q4FY24 and FY24 Results snapshot

₹ Cr	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	Q-o-Q	FY24	FY23	Y-o-Y
Loan AUM	78,960	64,638	22%	77,444	2%	78,960	64,638	22%
PPOP ₁	989.7	760.3	30%	960.3	3%	3,664.1	2,817.7	30%
PAT (pre NCI₂)	430.6	457.6	(6%)	545.2	(21%)	1,974.2	1,607.5	23%
PAT (post NCI ₂)	373.4	412.8	(10%)	490.4	(24%)	1,763.5	1,500.3	18%
Gross NPA %	2.3%	1.8%	48 bps	1.7%	61 bps	2.3%	1.8%	48 bps
Net NPA %	1.2%	1.1%	11 bps	0.9%	30 bps	1.2%	1.1%	11 bps

ROE³
18.4%

ROA
3.4%

Net gearing⁴
3.7x

Liquidity
₹6,559 Cr

Basic EPS
₹46.3

BVPS
(₹2 paid up)
₹271.5

Note:

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
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
6. All figures are for FY24 unless specified

IIFL Finance (Consolidated): Q4FY24 and FY24 Results

₹ Cr	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	Q-o-Q	FY24	FY23	Y-o-Y
Interest income	2,195.5	1,733.2	27%	2,083.1	5%	8,036.7	6,232.5	29%
Interest expense	(1,074.4)	(860.6)	25%	(988.5)	9%	(3,882.9)	(3,222.0)	21%
Net interest income	1,121.0	872.7	28%	1,094.6	2%	4,153.8	3,010.5	38%
Non-fund based income	637.7	500.7	27%	592.8	8%	2,317.0	2,052.9	13%
Total income	1,758.8	1,373.4	28%	1,687.5	4%	6,470.8	5,063.4	28%
Operating expense	(769.1)	(613.1)	25%	(727.2)	6%	(2,806.7)	(2,245.7)	25%
Pre provision operating profit	989.7	760.3	30%	960.3	3%	3,664.1	2,817.7	30%
Loan losses & provision	(235.6)	(208.3)	13%	(243.0)	(3%)	(911.3)	(866.1)	5%
Net Gain/(Loss) on Fair Value Changes	(200.4)	42.0	(577%)	(1.0)	20362%	(180.9)	161.0	(212%)
Profit before tax	553.7	594.0	(7%)	716.3	(23%)	2,571.9	2,112.5	22%
Profit after tax (pre NCI)	430.6	457.6	(6%)	545.2	(21%)	1,974.2	1,607.5	23%
Minority Interest	(57.2)	(44.8)	28%	(54.7)	5%	(210.7)	(107.2)	96%
Profit after tax (post NCI)	373.4	412.8	(10%)	490.4	(24%)	1,763.5	1,500.3	18%
Total Comprehensive Income (post NCI)	367.7	417.7	(12%)	485.7	(24%)	1,747.8	1,534.0	14%
Book value per share (₹)	271.5	230.5	18%	266.4	2%	271.5	230.5	18%
Earnings per share (₹ basic, not annualized)	9.8	10.9	(10%)	12.9	(24%)	46.3	39.5	17%

Note:

1. NCI: Non-Controlling Interest
2. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period

IIFL Finance (Consolidated): Income Analysis

₹ Cr	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	Q-o-Q	FY24	FY23	Y-o-Y
Loan Book (Ind AS Balance sheet)	50,833	40,102	27%	47,210	8%	50,833	40,102	27%
Assigned assets	16,488	16,979	(3%)	18,648	(12%)	16,488	16,979	(3%)
Co-lending book	11,639	7,557	54%	11,586	0%	11,639	7,557	54%
Loan Assets under management	78,960	64,638	22%	77,444	2%	78,960	64,638	22%
Interest income	2,195.5	1,733.2	27%	2,083.1	5%	8,036.7	6,232.5	29%
Interest expense	(1,074.4)	(860.6)	25%	(988.5)	9%	(3,882.9)	(3,222.0)	21%
NII at IndAS balance sheet loan book (A)	1,121.0	872.7	28%	1,094.6	2%	4,153.8	3,010.5	38%
Income from Assigned Assets	200.2	283.4	(29%)	273.5	(27%)	980.2	1,504.0	(35%)
Income from Co lending Assets	242.9	63.7	281%	186.2	30%	722.9	172.9	318%
Other Income (Fee and commission income)	194.6	153.7	27%	133.2	46%	613.9	376.0	63%
Non-fund based income (B)	637.7	500.7	27%	592.8	8%	2,317.0	2,052.9	13%
Total Income (A)+(B)	1,758.8	1,373.4	28%	1,687.5	4%	6,470.8	5,063.4	28%
Fund based income	64%	64%		65%		64%	59%	
Non-fund based income	36%	36%		35%		36%	41%	

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, 2024

ASSETS (₹ Cr)		
1	Financial Assets	
(a)	Cash and Bank Balances	4,246
(b)	Receivables	132
(c)	Loan Assets	50,952
(d)	Investments	4,059
(e)	Other financial assets	1,570
	Total Financial Assets (A)	60,959
2	Non-Financial Assets	
(a)	Current & Deferred tax assets (Net)	349
(b)	Property, Plant and Equipment etc.	958
(c)	Other non-financial assets	155
	Total Non-Finance Assets (B)	1,462
Total Assets (A)+(B)		62,421

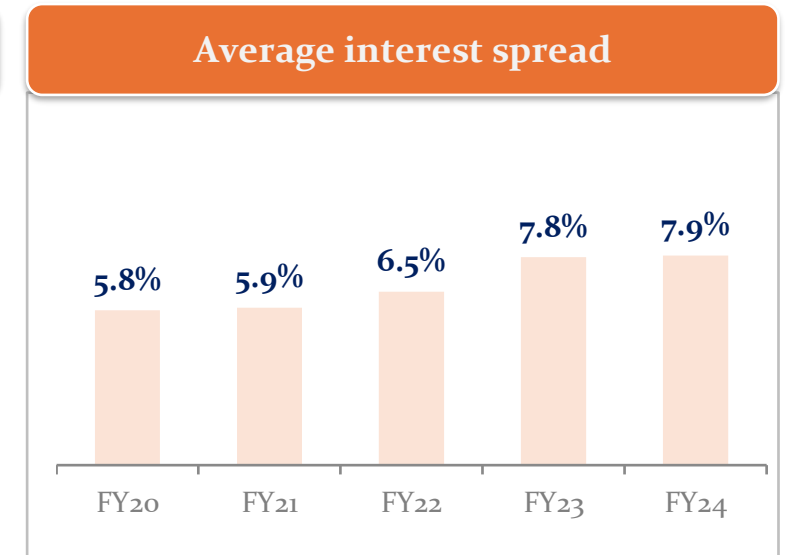
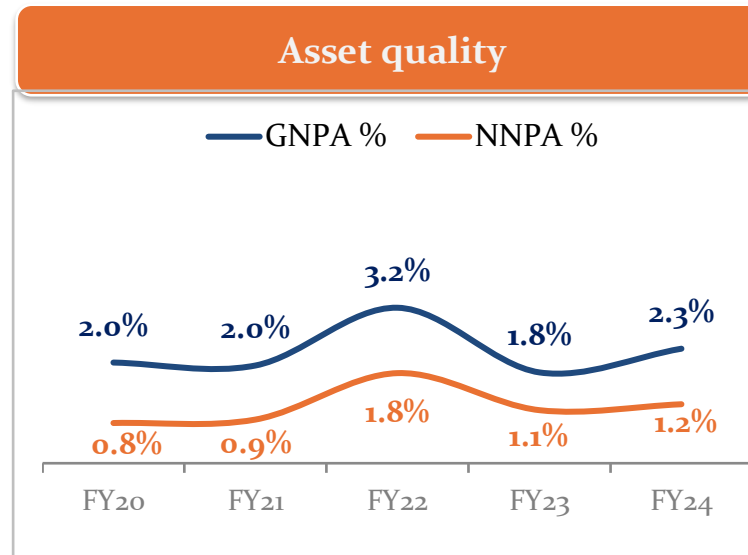
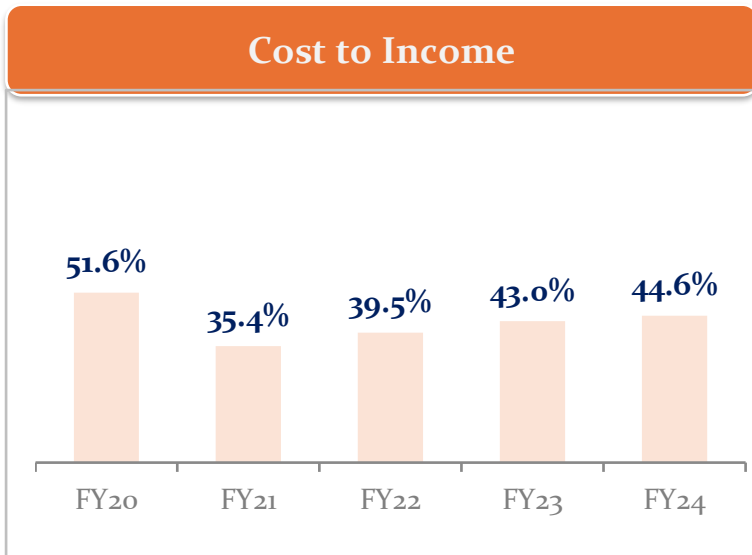
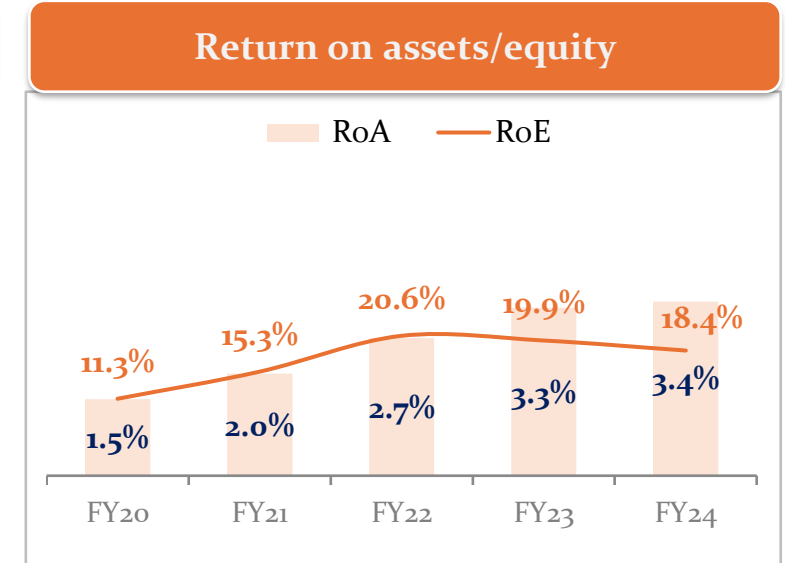
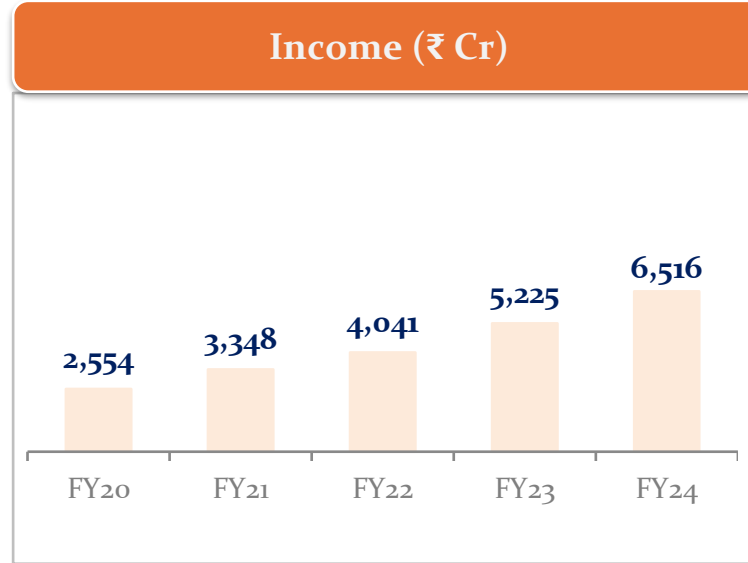
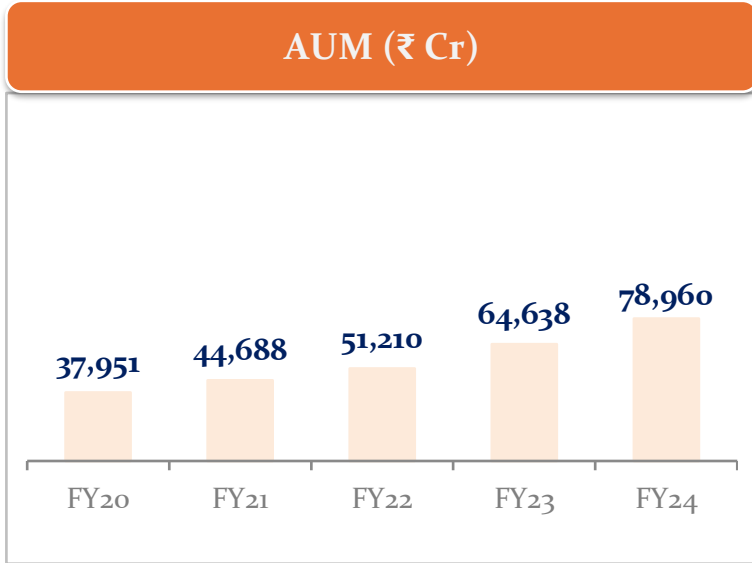
LIABILITIES AND EQUITY (₹ Cr)		
1	Financial Liabilities	
(a)	Payables	217
(b)	Borrowings	
	- NCDs	11,272
	- Bank Borrowings	29,311
	- Others	6,116
(c)	Other financial liabilities	3,115
	Total Financial Liabilities (A)	50,031
2	Non-Financial Liabilities (B)	334
3	Equity	
(a)	Equity share capital	76
(b)	Other Equity	10,561
	Shareholder's Equity (C)	10,637
	Non Controlling Interest (D)	1,419
Total Liabilities and Equity (A)+(B)+(C)+(D)		62,421

Compliance to RBI observations

1. Cash disbursement and collection within statutory limit of ₹20,000 (section 269SS, 269T of Income Tax Act)
 - System restriction now in place to ensure compliance
2. Issue of certificate of gold purity & LTV parity for auction cases
 - The company now has provision to provide a certificate of purity (in terms of carats) and the weight of the gold pledged
 - The purity certificate issued at the time of loan disbursement is used to determine the maximum permissible loan and to set the reserve price for the auction. As the purity is not subject to any change after disbursement, the LTV difference would cease to exist and shall be within the statutory limit of 75%.
3. Standard auction process (taluka level)
 - The initial auction now happens in the same taluka or town using e-auction platform. When we fail to get suitable response from bidders, the venue of auction is shifted to district level. The location of the auction is also clearly mentioned in the newspaper advertisements
 - Complete auction details such as participants details, bank account details of winning bidders, auction proceeds, UTR no, etc. are maintained
4. Transparency in charges levied to customer accounts
 - All charges, including auction-related charges, is being communicated clearly through the application form and the company's website

- Rectification of all deficiencies pointed out by RBI has been completed
- Auditors appointed by RBI for Special Audit commenced the audit on April 23, 2024 and has since then been concluded
- We continue to service our existing gold loan portfolio through usual collection and recovery processes

IIFL Finance (Consolidated): Key highlights

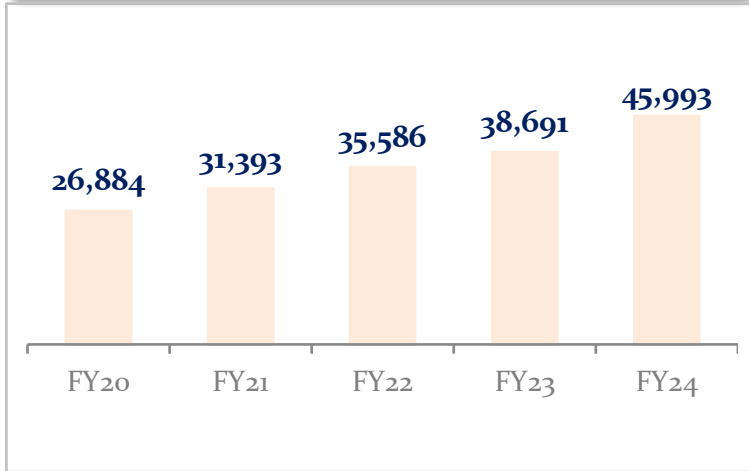


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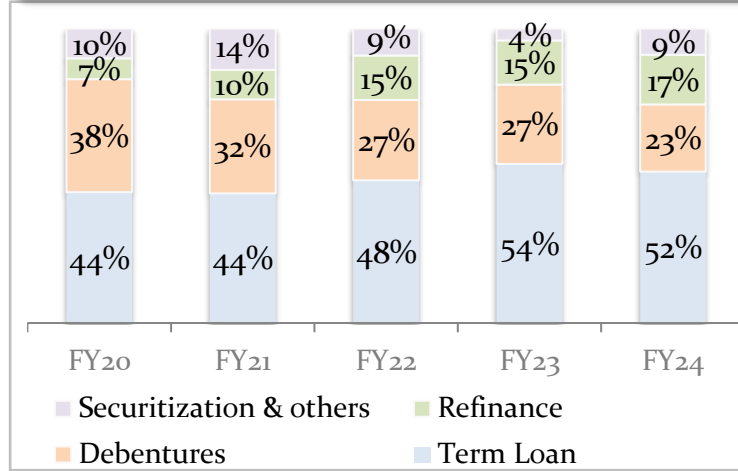
1. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period.
2. Abbreviations used – ROA: Return on Asset, ROE: Return on Equity
3. Income is net of Interest Expense

IIFL Finance (Consolidated): Funding mix

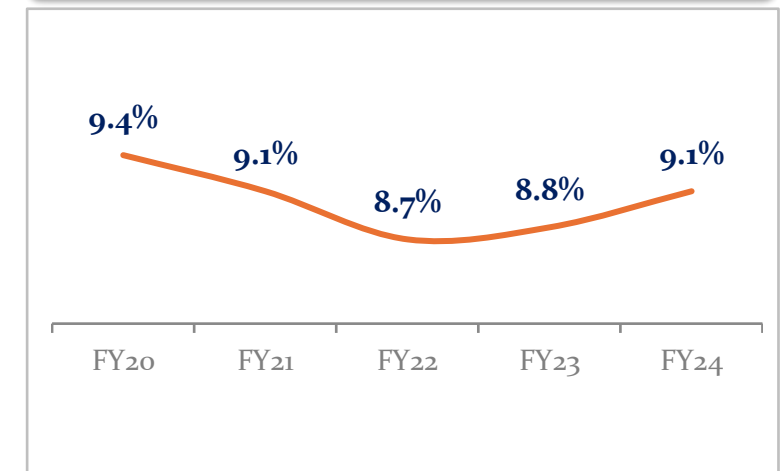
Borrowing (₹ Cr)



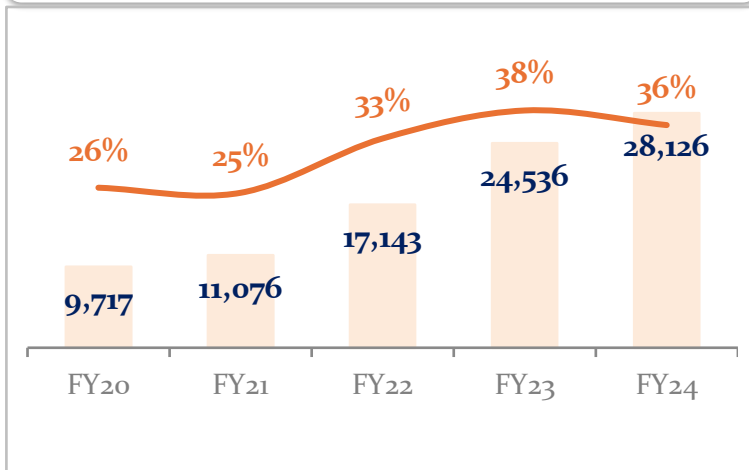
Borrowing mix



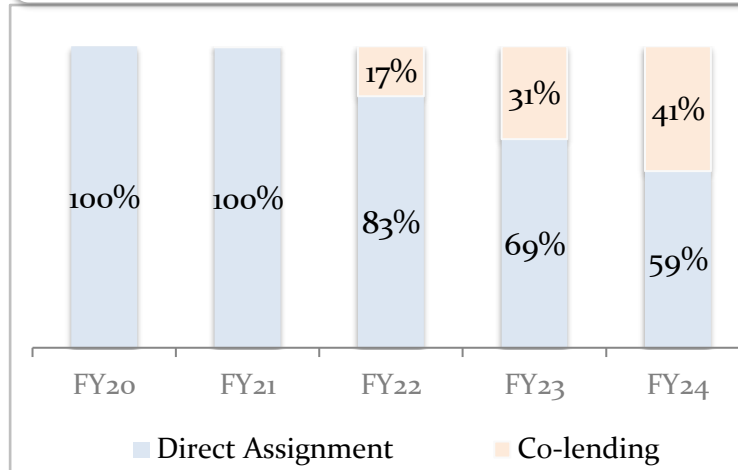
Cost of borrowing



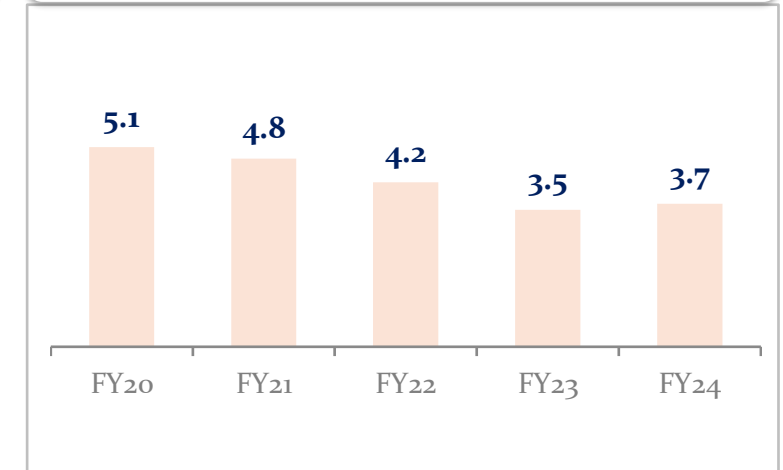
Off-book (₹ Cr, as % of AUM)



Off-book mix



Net gearing

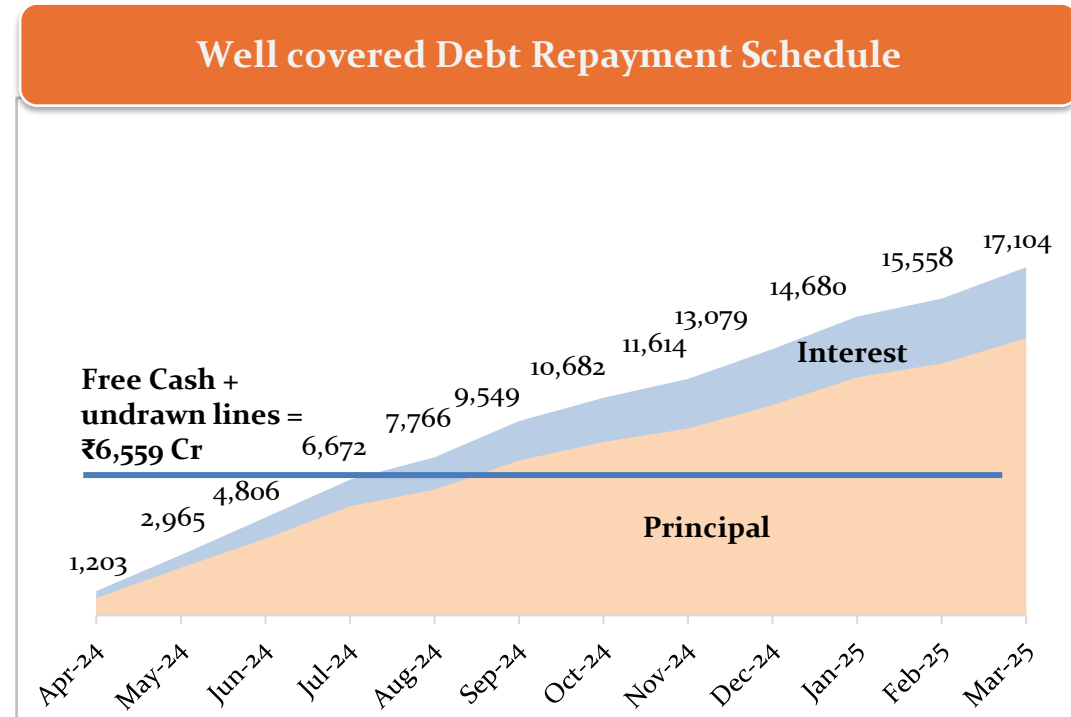
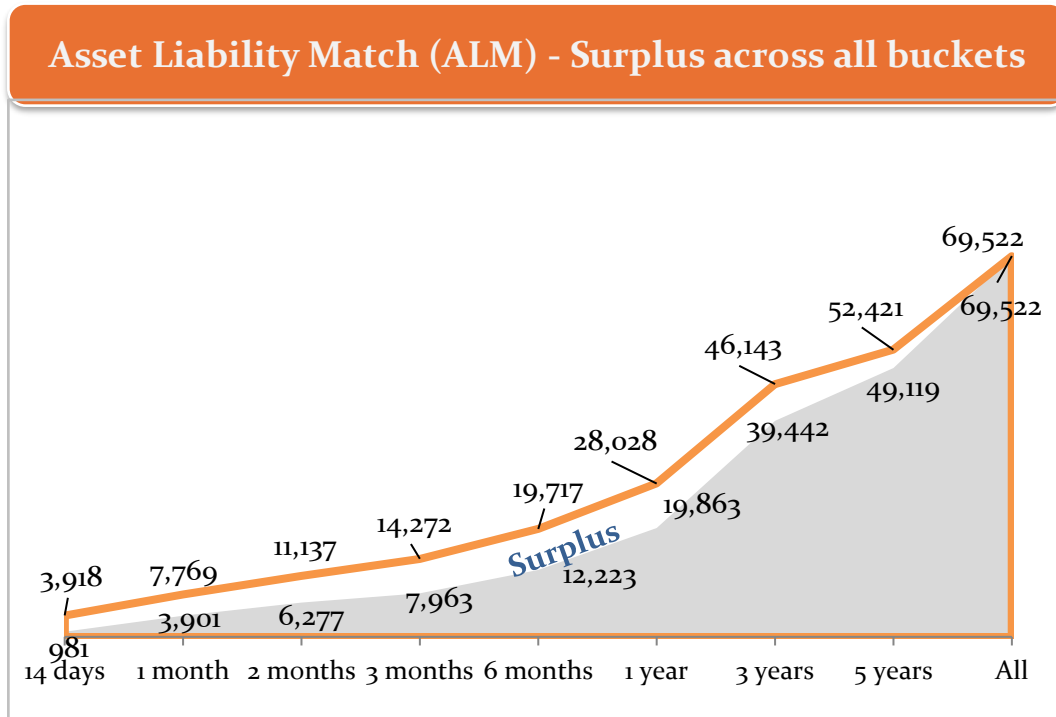


Note:

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

Adequate liquidity, well covered to meet obligations and sustain growth

(₹ Cr)

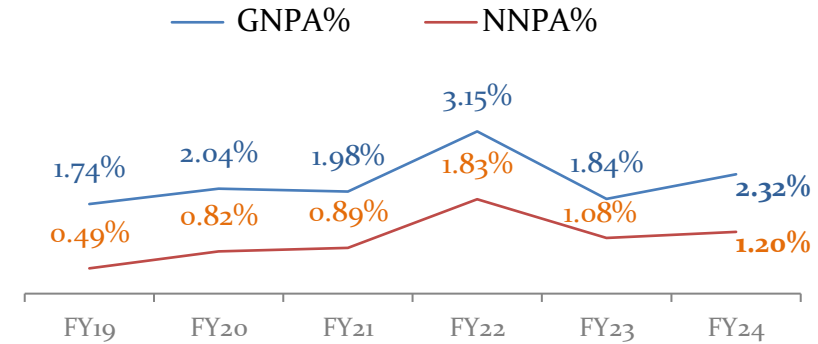


Over the last 5 years, we have made strategic shifts to focus on providing retail, secured credit to small businesses and homes

Loan AUM (₹ Cr)	FY20	FY21	FY22	FY23	FY24	YoY %	Mix% FY20	Mix% FY24	Yield %
Home Loan	12,443	14,439	17,727	21,800	27,438	26%	33%	35%	11.0%
Gold Loan	9,125	13,149	16,228	20,733	23,354	13%	24%	30%	19.0%
Loan against property	4,904	5,439	5,675	6,671	8,607	29%	13%	11%	18.9%
Digital Loan	2,923	2,025	1,884	2,512	4,302	71%	8%	5%	21.9%
Microfinance	3,378	4,738	6,155	9,786	13,094	34%	9%	17%	24.6%
Core Business	32,773	39,790	47,669	61,502	76,794	25%	86%	97%	17.2%
Construction & real estate finance	4,727	4,235	2,899	2,694	1,857	(31%)	12%	2%	16.5%
Capital Market	451	663	642	442	308	(30%)	1%	0%	12.1%
Total	37,951	44,688	51,210	64,638	78,960	22%			17.2%

Non performing assets have consistently been lower through cycles

GNPA %	Q4FY24	Q4FY23	YoY	Q3FY24	QoQ
Home Loan	1.19%	1.92%	(0.72%)	1.60%	(0.41%)
Gold Loan	3.83%	0.80%	3.03%	0.80%	3.03%
Loan against property	2.68%	2.90%	(0.22%)	2.66%	0.02%
Digital Loan	3.47%	3.63%	(0.15%)	2.83%	0.65%
Microfinance	1.91%	2.12%	(0.21%)	2.08%	(0.17%)
Core Business	2.31%	1.97%	0.34%	1.82%	0.49%
Construction & real estate finance	3.15%	0.39%	2.77%	0.36%	2.79%
Capital Market	0.00%	0.00%	-	0.00%	-
Total	2.32%	1.84%	0.48%	1.71%	0.61%

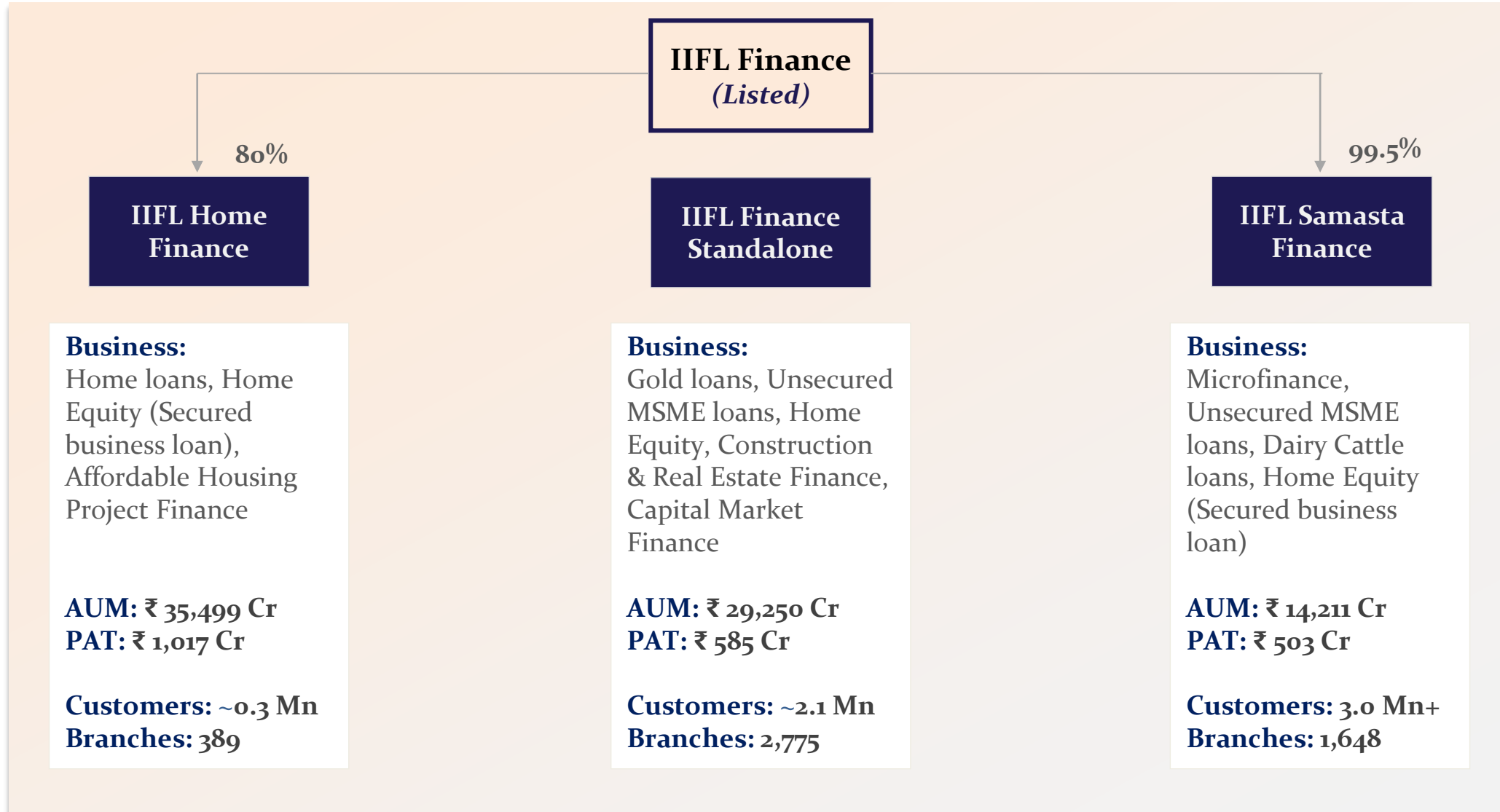


➤ Provision coverage at **104%**

Loan book (₹ Cr)	Stage 1		Stage 2	Stage 3	Total
	o dpd	1-30 dpd	31-90 dpd	90+ dpd	
Home Loan	92.4%	3.1%	3.4%	1.2%	17,711
Gold Loan	79.6%	6.6%	9.9%	3.8%	9,634
Loan against property	83.1%	5.8%	8.4%	2.7%	5,972
Digital Loan	92.7%	1.8%	2.0%	3.5%	5,715
Microfinance	96.9%	0.4%	0.8%	1.9%	9,636
Construction & real estate finance	91.5%	0.8%	4.5%	3.2%	1,857
Capital Market	92.7%	3.8%	3.5%	0.0%	308
Total	89.7%	3.3%	4.6%	2.3%	50,833

Provision %			Provision	
Stage 1	Stage 2	Stage 3	As per RBI	As per ECL
0.5%	12.1%	32.8%	110	232
0.9%	1.6%	34.6%	83	217
0.8%	12.3%	29.1%	61	150
2.0%	19.8%	78.0%	46	288
1.2%	21.4%	82.5%	134	284
1.4%	9.2%	51.6%	23	62
0.4%	2.0%	0.0%	1	1
1.0%	8.4%	49.1%	457	1,234

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

Reconciliation of reported consolidated results with group entities

(₹ Cr)	IIFL Finance Standalone	IIFL Home Finance*	IIFL Samasta Finance	Intergroup adjustments	IIFL Finance Consolidated
Interest income	3,053.3	2,620.8	2,200.6	162.0	8,036.7
Interest expense	(1,717.2)	(1,330.4)	(880.4)	45.0	(3,882.9)
Net interest income	1,336.1	1,290.4	1,320.2	207.0	4,153.8
Non-fund based income	1,429.3	690.5	530.8	(333.6)	2,317.0
Total income	2,765.5	1,980.9	1,851.0	(126.6)	6,470.8
Operating expense	(1,430.6)	(554.3)	(814.5)	(7.2)	(2,806.7)
Pre provision operating profit	1,334.9	1,426.5	1,036.5	(133.8)	3,664.1
Loan losses & provision	(378.7)	(116.6)	(415.9)	-	(911.3)
Core Profit before tax	956.1	1,309.9	620.5	(133.8)	2,752.8
Net Gain/(Loss) on Fair Value Changes	(226.2)	4.5	36.6	4.2	(180.9)
Profit before tax	730.0	1,314.4	657.1	(129.6)	2,571.9
Profit after tax (pre NCI)	584.8	1,016.6	503.0	(130.2)	1,974.2

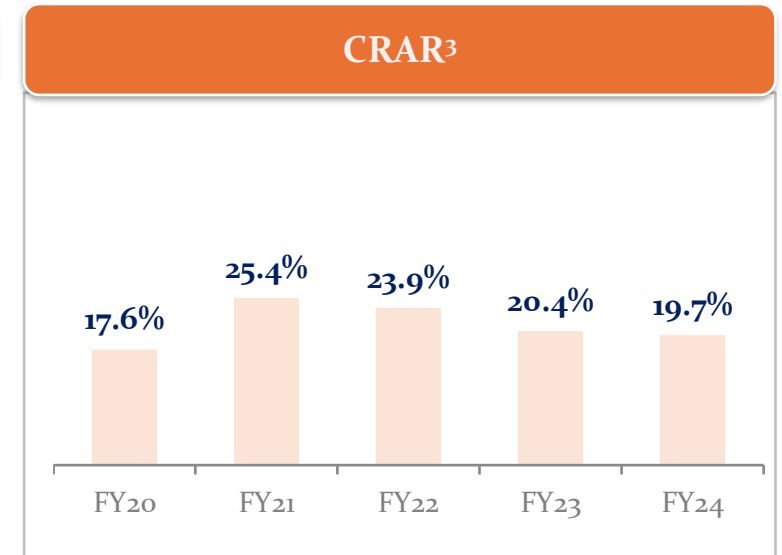
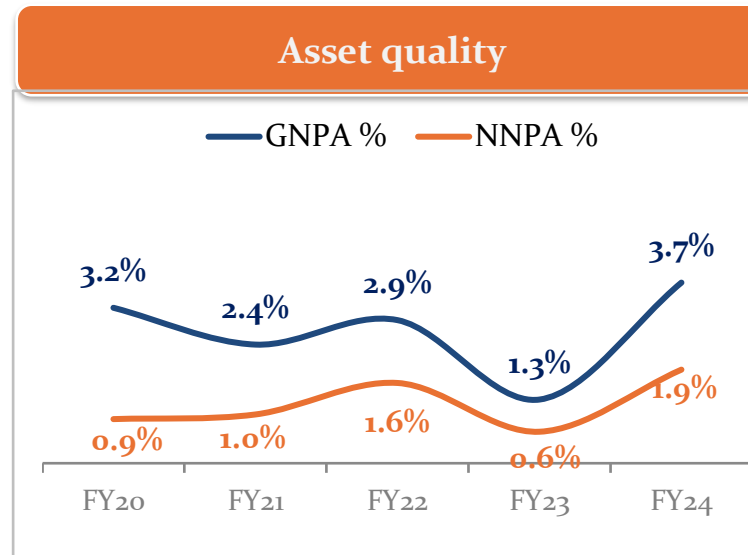
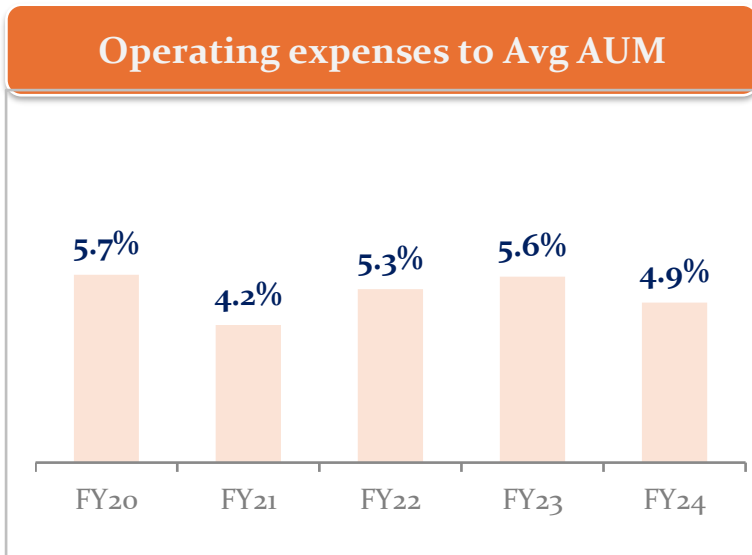
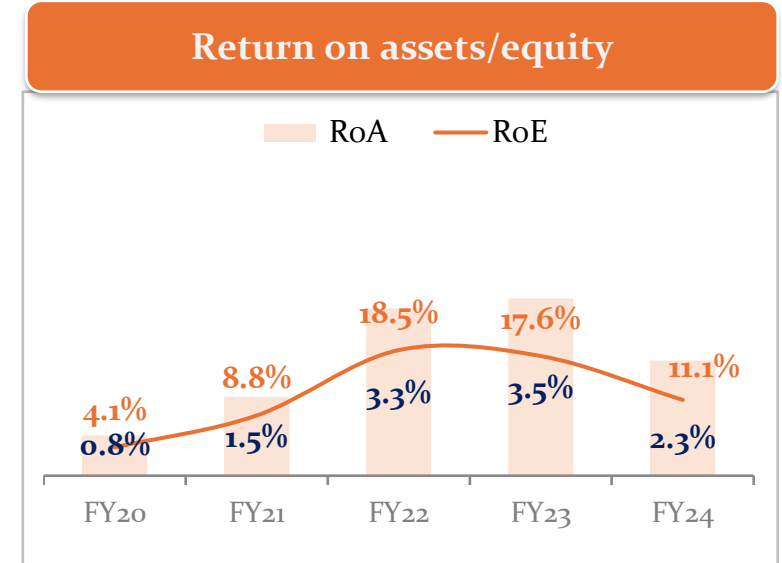
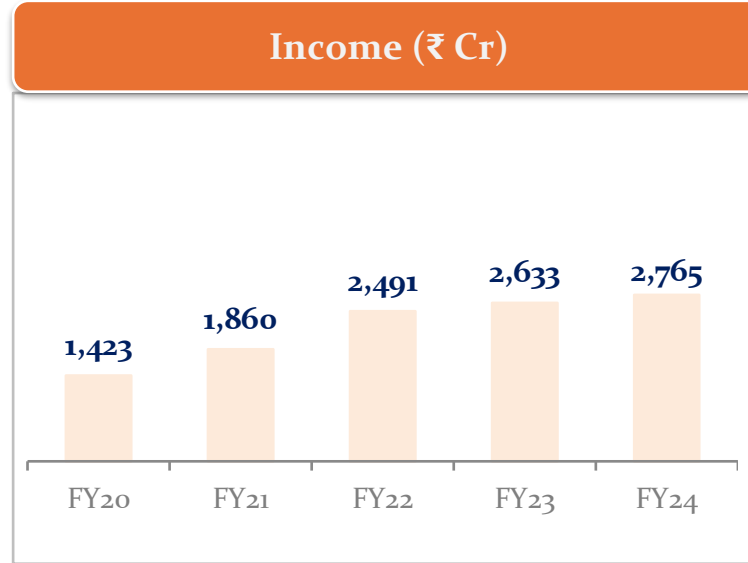
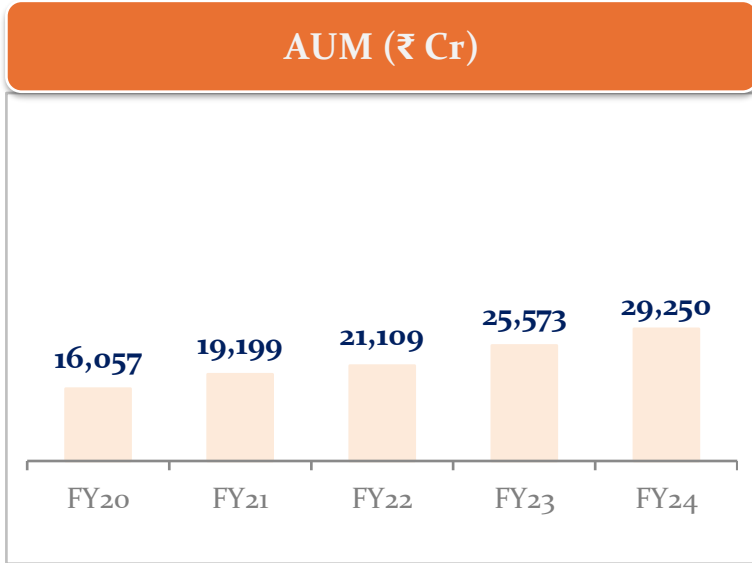
Note:

- *for Consolidated entity
- Annual results for the period ended March 31, 2024
- Intergroup adjustments includes IIFL Open Fintech Private Limited

IIFL FINANCE (STANDALONE)



IIFL Finance (Standalone): Key Highlights

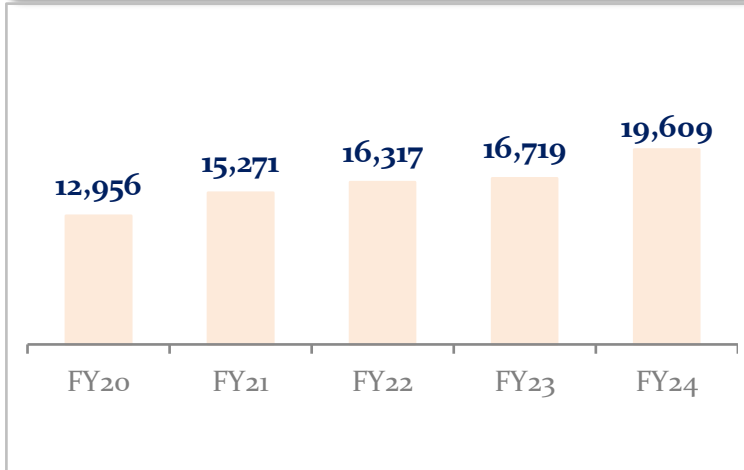


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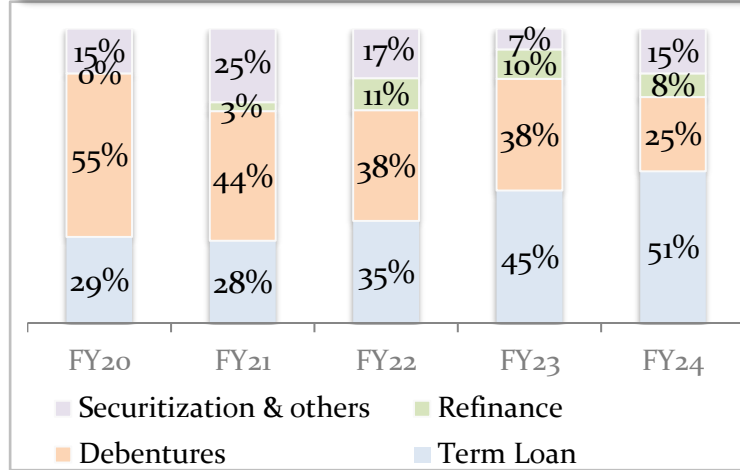
1. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period. Income is net of Interest Expense
2. Abbreviations used – ROA: Return on Asset, ROE: Return on Equity
3. The company raised ₹1,271.83 crores by way of rights issue in May, 2024 which will further improve the CRAR

IIFL Finance (Standalone): Funding mix

Borrowing (₹ Cr)

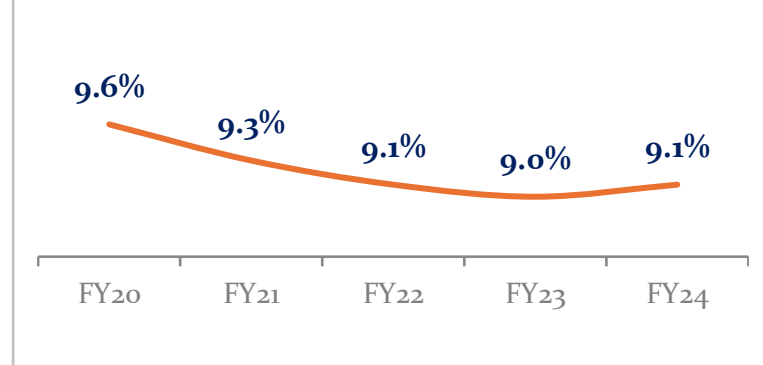


Borrowing mix



Cost of borrowing

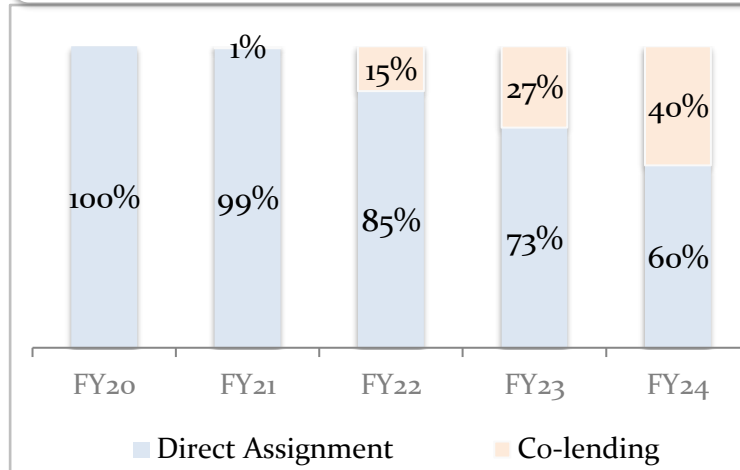
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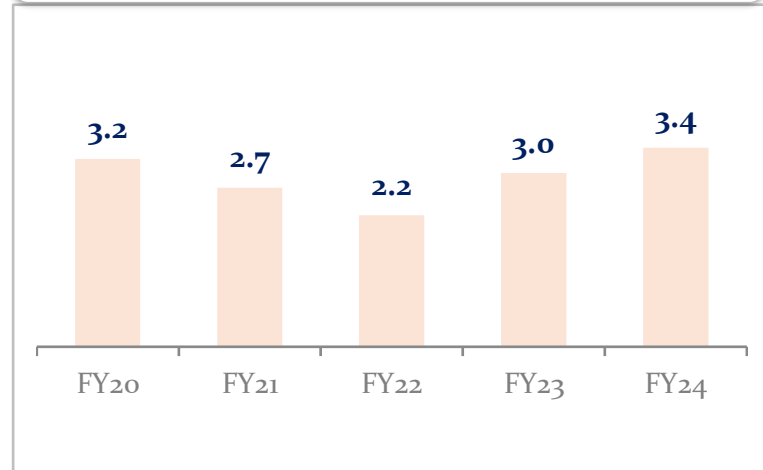
Off-book (₹ Cr, as % of AUM)



Off-book mix



Net gearing

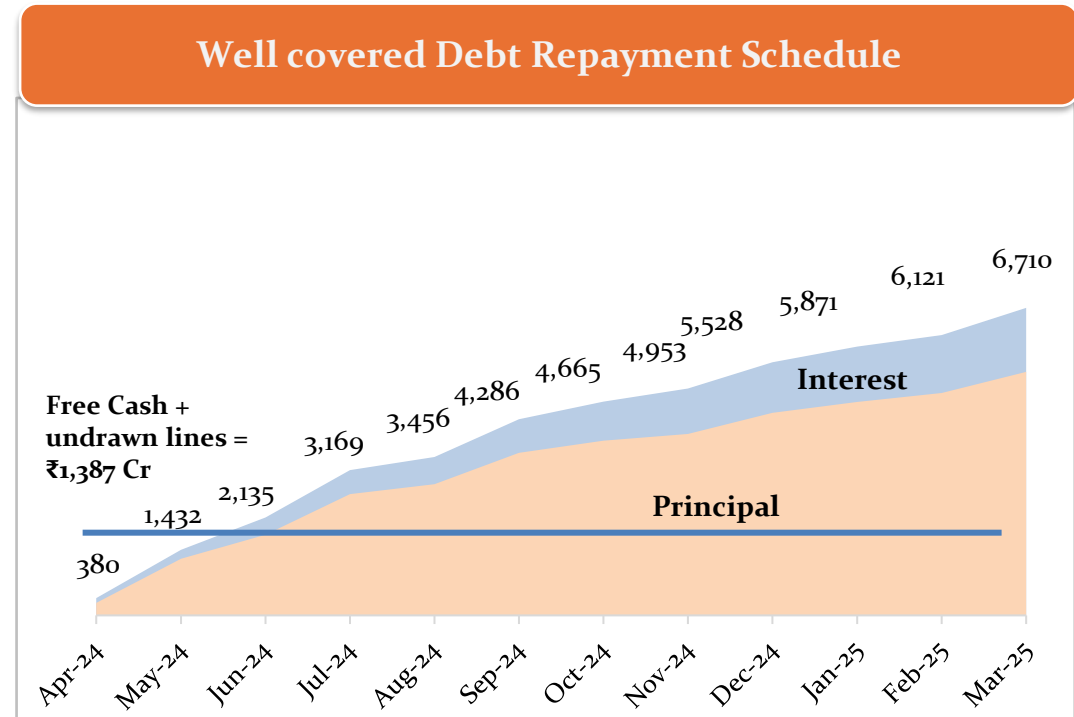
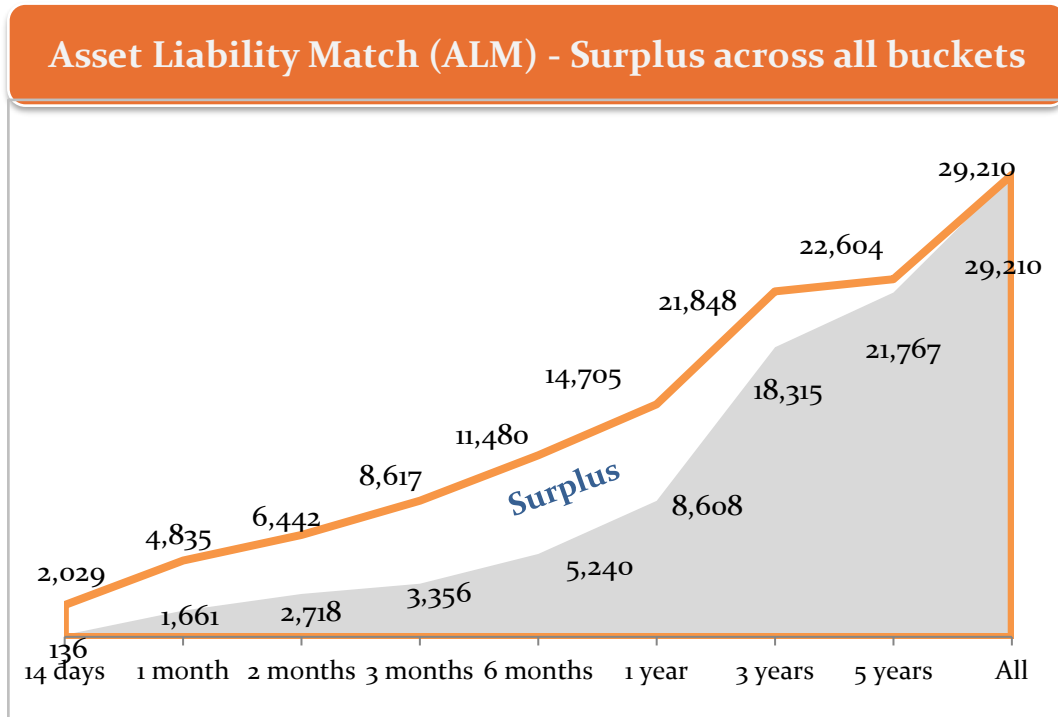


Note:

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

IIFL Finance (Standalone): Liquidity update

(₹ Cr)



IIFL Finance (Standalone): Key business units

Loan AUM (₹ Cr)	FY20	FY21	FY22	FY23	FY24	YoY %	Mix% FY20	Mix% FY24	Yield	ATS (₹ lakhs)
Gold loan	9,125	13,149	16,228	20,733	23,354	13%	57%	80%	19.0%	0.9
Digital loan	2,923	2,025	1,884	2,512	4,302	71%	18%	15%	21.9%	1.2
Home equity	-	-	-	-	239	-	0%	1%	14.0%	2991
Commercial real estate finance	3,557	3,362	2,355	1,887	1,047	(45%)	22%	4%	17.4%	4759
Capital market finance	451	663	642	442	308	(30%)	3%	1%	12.1%	204
Total	16,057	19,199	21,109	25,573	29,250	14%			19.3%	

Note:

1. Yield is end of period portfolio yield, ATS is Portfolio average ticket size
2. Figures are as of Mar 31, 2024 unless specified

IIFL Finance (Standalone): Competitive edge



Own network & people

- Over 2,752 dedicated gold loan branches spread across 25 states/UT, manned by ~15,000 own employees
- Expansion in tier 3 & 4



Strong visibility & brand recall

- Aggressive investment in brand awareness, visibility and customer connect program
- Programs & Policies in line with positioning of Seedhi Baat i.e. honest & transparent businesses practices



Digital technology

- Industry first proprietary tablet based fully digitized processes for paperless on-boarding & servicing
- Loans app for customer convenience



Customer centricity

- Loyalty program for customers
- MSME/Farmers key segment
- Offer Grace period, 24 months scheme and no foreclosure charges in gold loans



Maximize customer engagement

- Customized interventions to improve funnel performance, drive repeat sales, cross-sell and customer retention



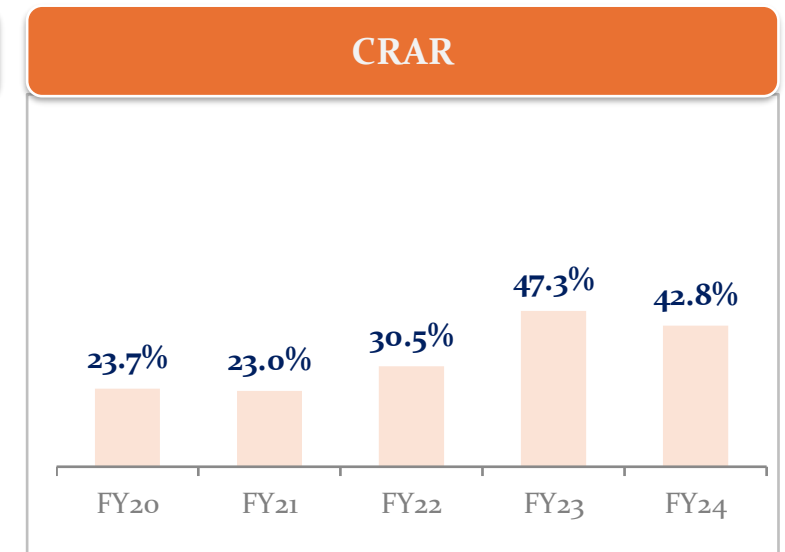
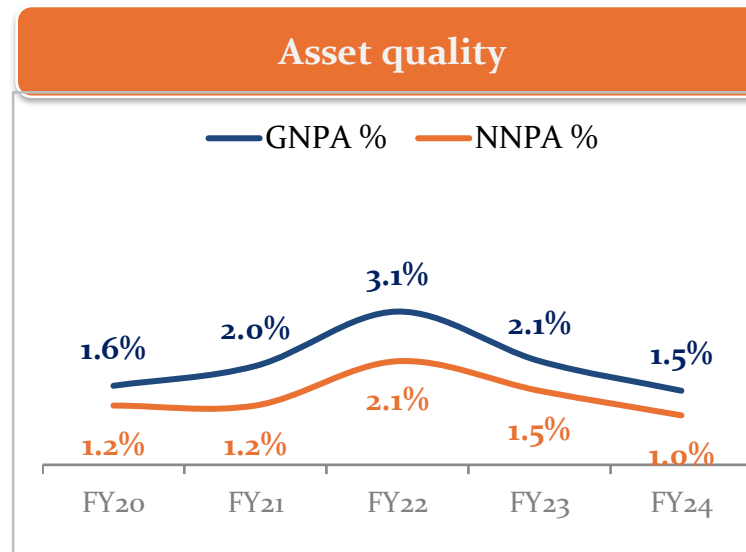
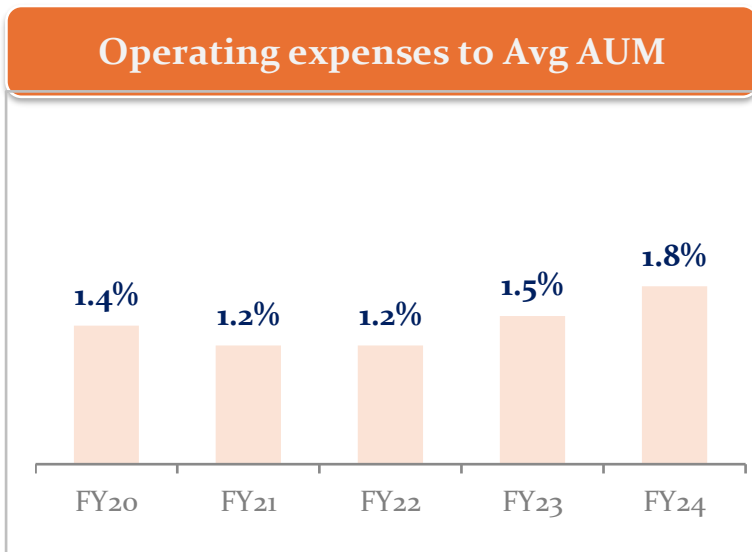
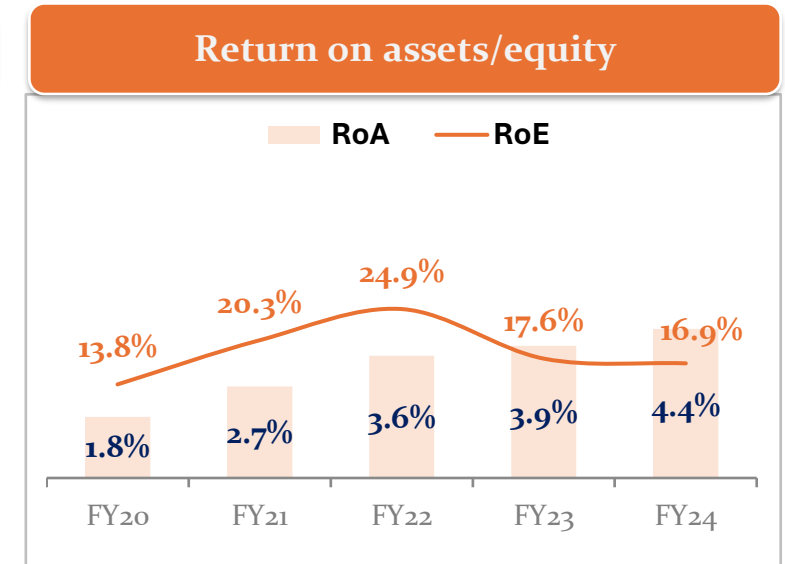
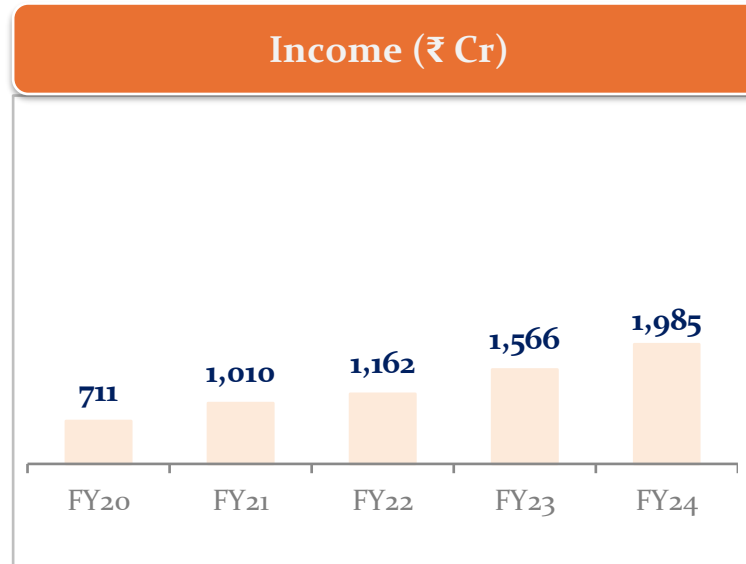
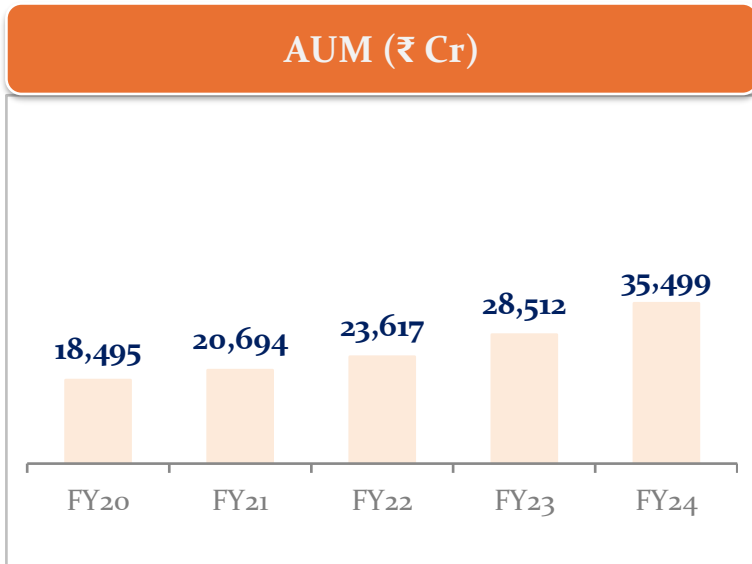
Security & controls

- Innovative security controls for physical security
- Strong audit, vigilance and control systems and processes to minimize fraud risks

IIFL HOME FINANCE



IIFL Home Finance: Key highlights

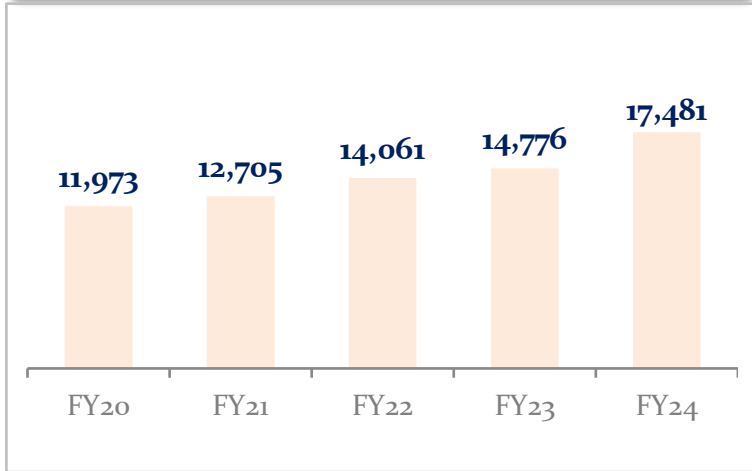


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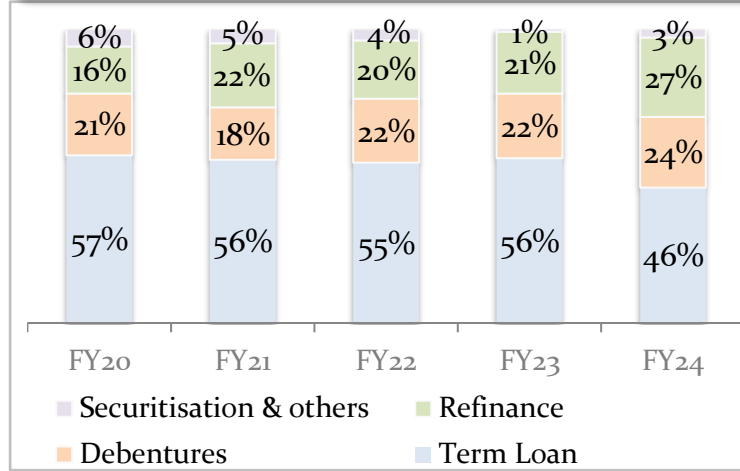
1. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period. Income is net of Interest Expense
2. Abbreviations used – ROA: Return on Asset, ROE: Return on Equity
3. GNPA nos from FY22 onwards are reported after considering the impact of RBI circular

IIFL Home Finance: Funding mix

Borrowing (₹ Cr)

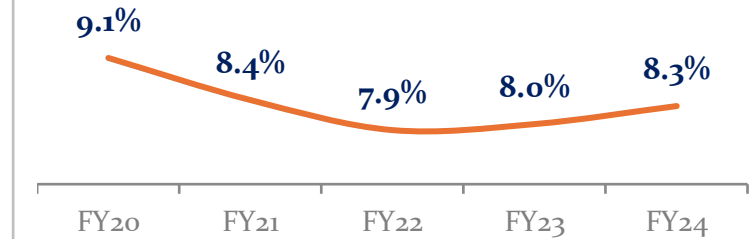


Borrowing mix

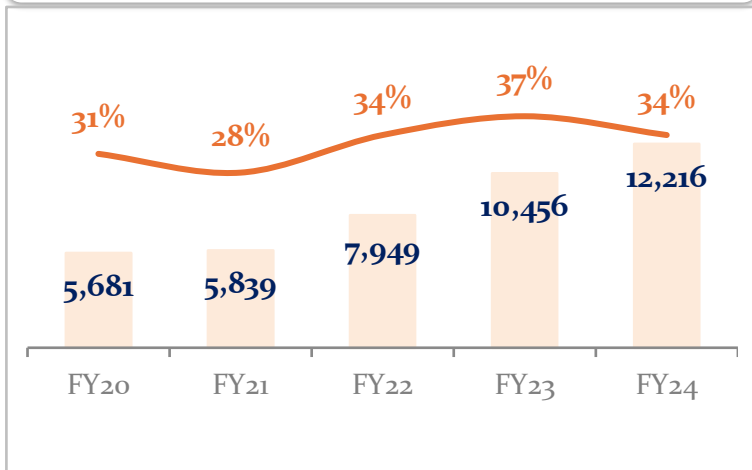


Cost of borrowing

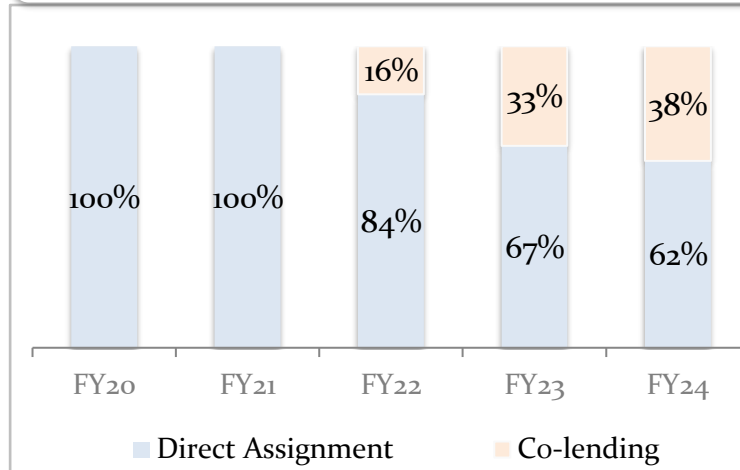
Rating: AA/RWD by CRISIL AA/RWN by ICRA, CARE, India Rating, Brickwork; A1+ by CRISIL, ICRA



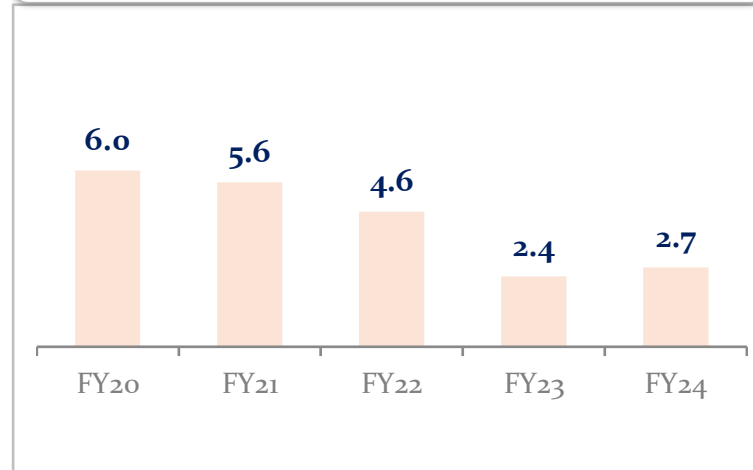
Off-book (₹ Cr, as % of AUM)



Off-book mix



Net gearing

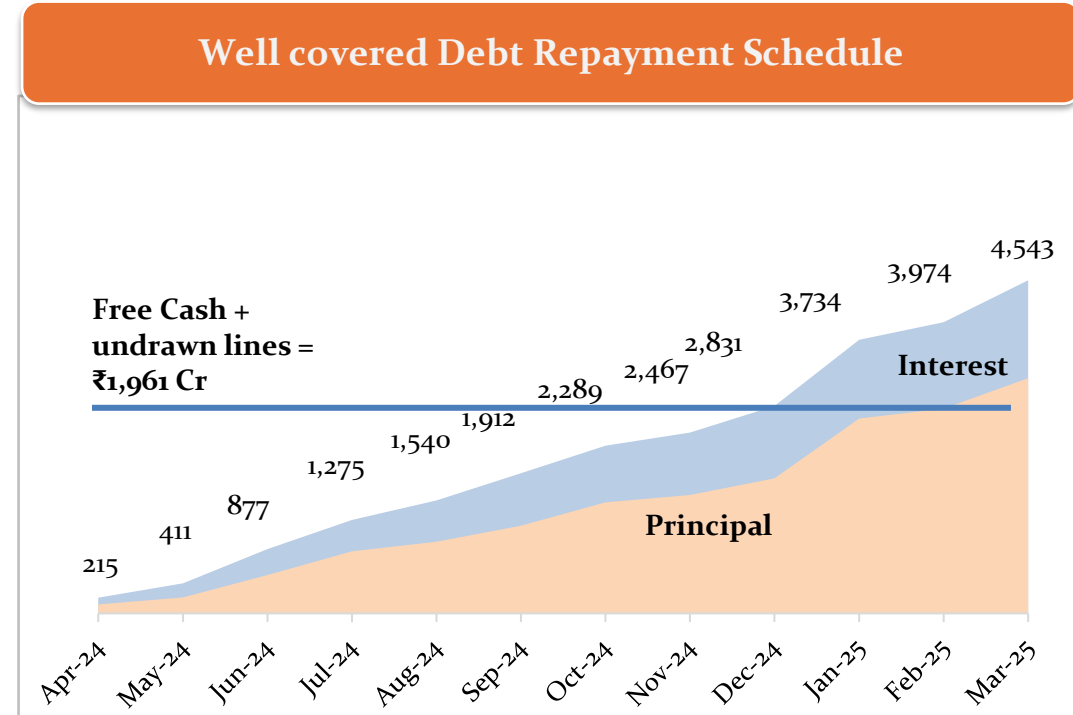
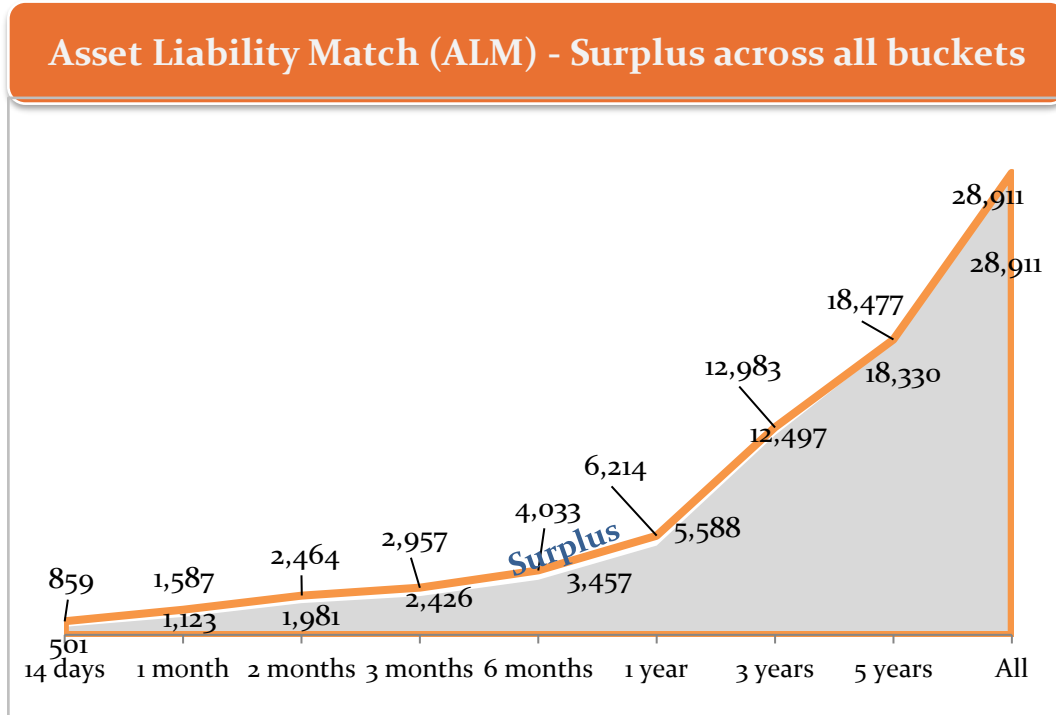


Note:

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

IIFL Home Finance: Liquidity update

(₹ Cr)



IIFL Home Finance: Key business units

Loan AUM (₹ Cr)	FY20	FY21	FY22	FY23	FY24	YoY %	Mix% FY20	Mix% FY24	Yield	ATS (₹ lakhs)
Affordable home loan	12,443	14,439	17,727	21,800	27,438	26%	67%	77%	11.0%	15
Home equity (Secured business loan)	4,882	5,381	5,346	5,905	7,250	23%	26%	20%	18.4%	11
Affordable housing project finance	1,170	873	544	807	810	0%	6%	2%	15.3%	583
Total	18,495	20,694	23,617	28,512	35,499	25%			12.6%	

Note:

1. Yield is portfolio yield, ATS is Portfolio average ticket size
2. Figures are as of Mar 31, 2024 unless specified

IIFL Home Finance: Competitive edge



Low-risk funding mix

- Healthy share of Direct Assignment and Co-lending along with direct funding from Banks, NHB and Development Finance Institutes



Operating model

- Achieving digital maturity with end-to-end digital processes for customers & centralized underwriting enables operational efficiencies



Technology model

- Proprietary technologies and continuous digital innovation in business operations enables agility & advanced data analytics capability



Distribution strategy

- Phygital model with minimal branch infrastructure (Hub & Spoke model) and lean manpower structure enables scale



Diversified presence

- Well diversified and wide distribution reach
- Presence in 20 states/union territories



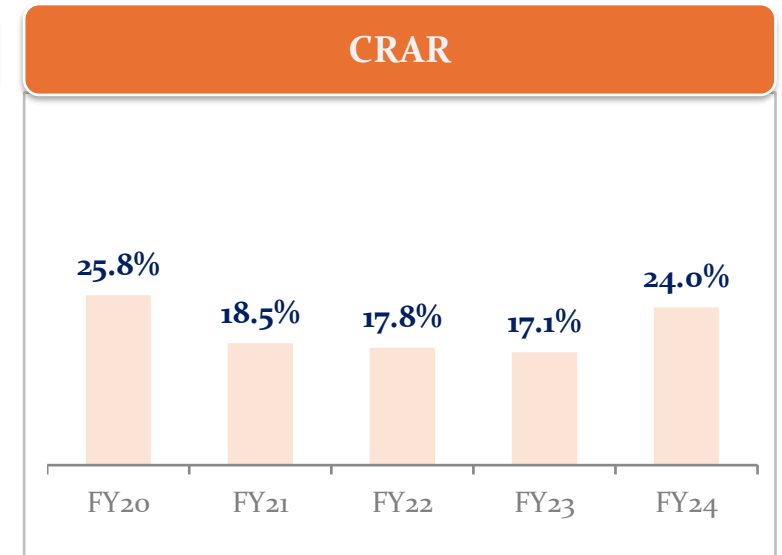
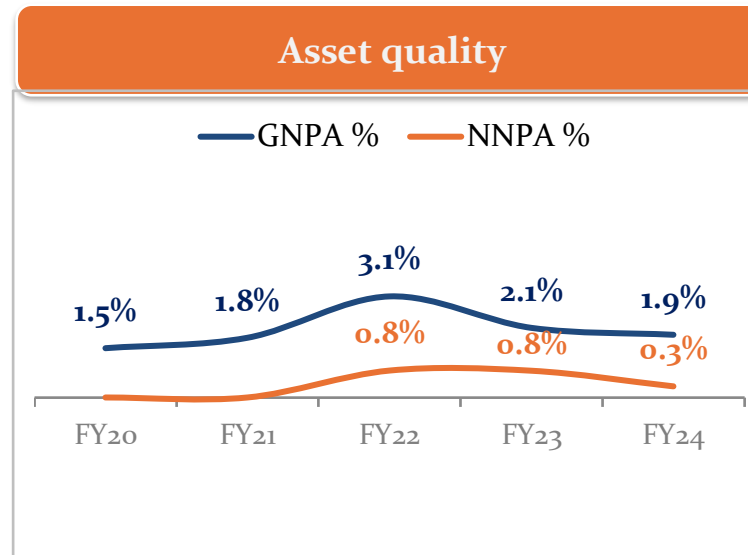
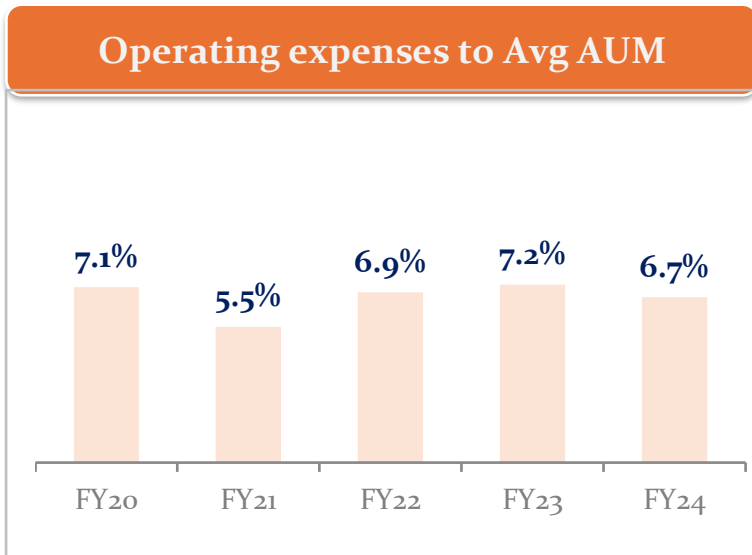
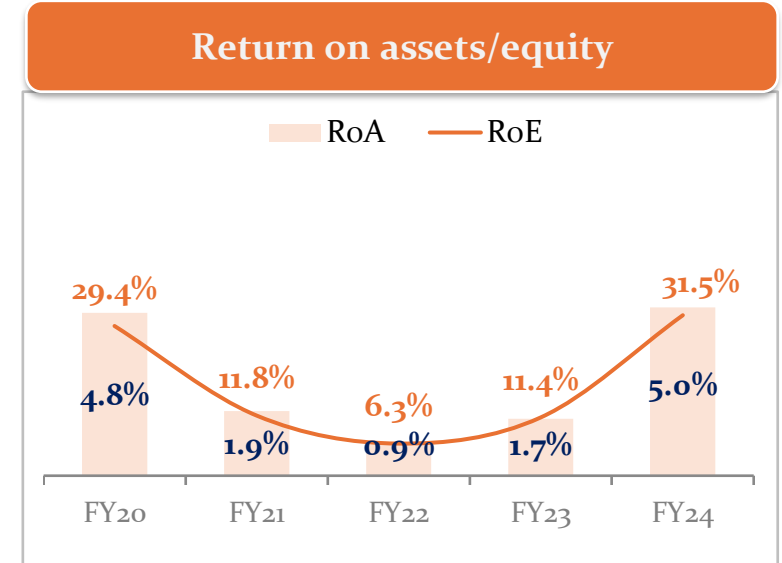
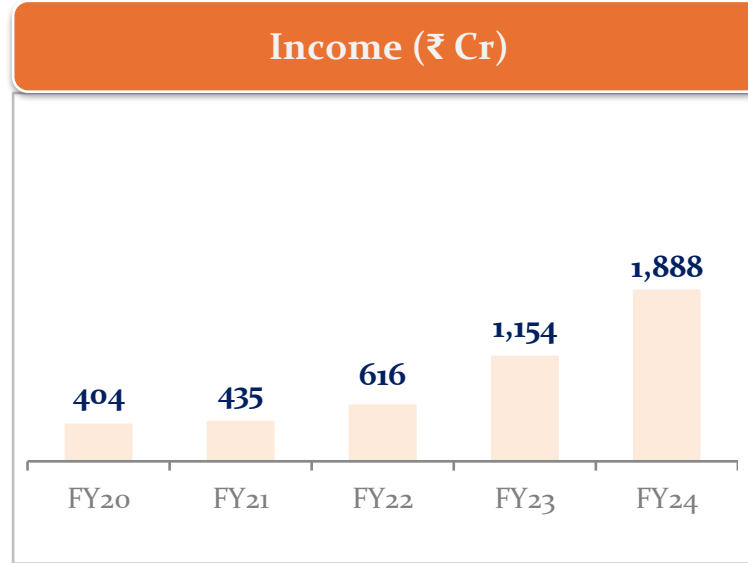
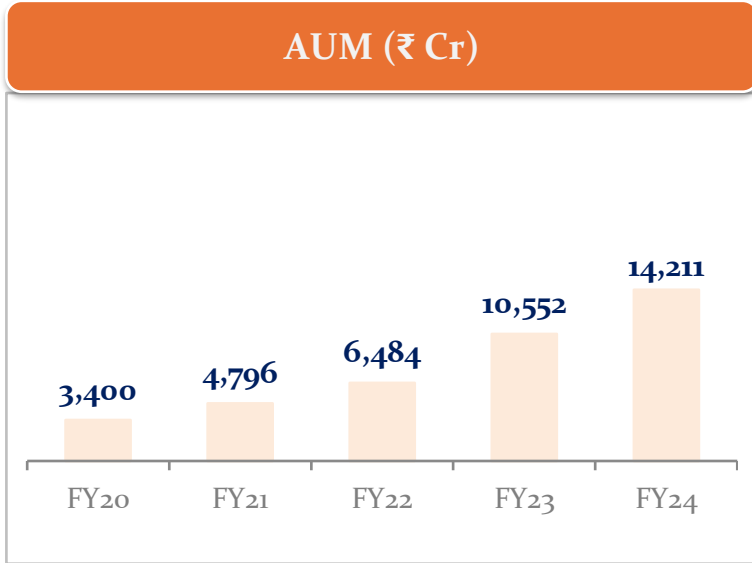
Customized product

- Customized product suite to cater to the needs of “Bharat” customers

IIFL SAMASTA FINANCE



IIFL Samasta Finance: Key highlights

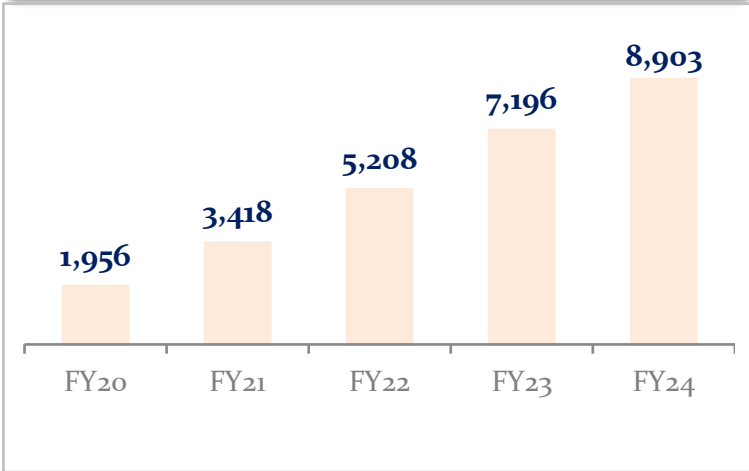


Note:

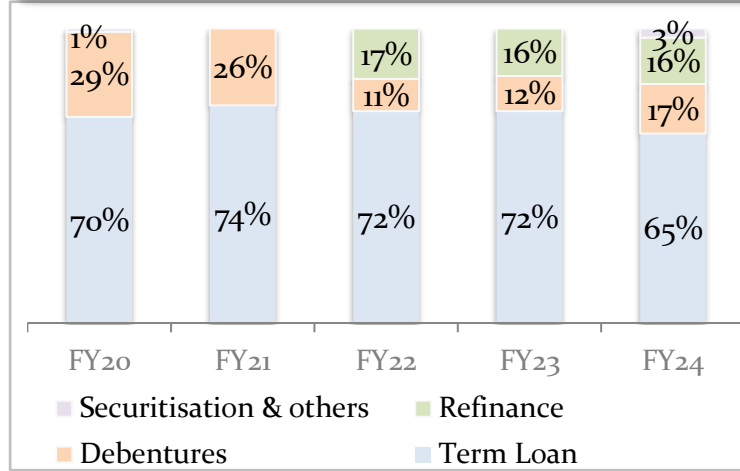
1. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period. Income is net of Interest Expense
2. Abbreviations used – ROA: Return on Asset, ROE: Return on Equity

IIFL Samasta Finance: Funding mix

Borrowing (₹ Cr)

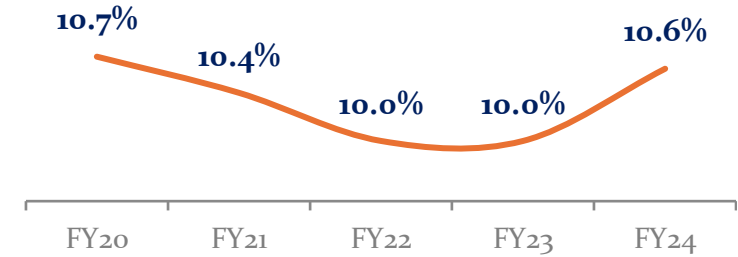


Borrowing mix

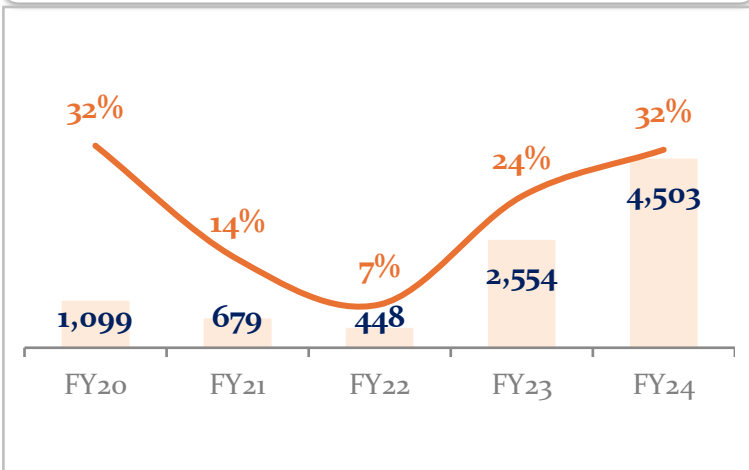


Cost of borrowing

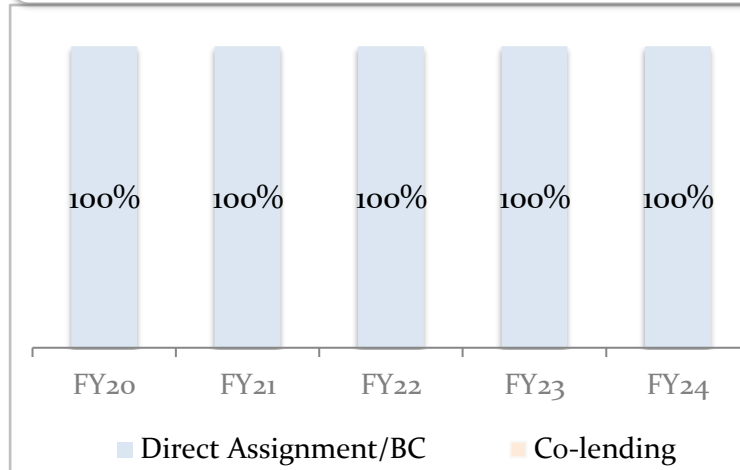
Rating: AA/RWD by CRISIL AA/RWN by India
Rating AA/Stable by ACUITE



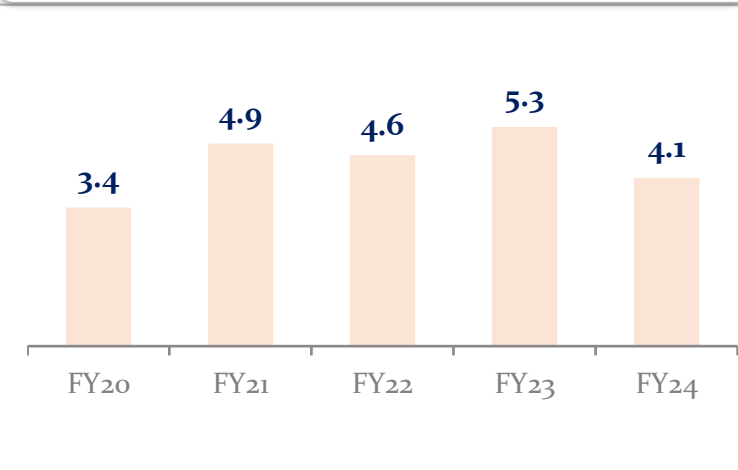
Off-book (₹ Cr, as % of AUM)



Off-book mix



Net gearing

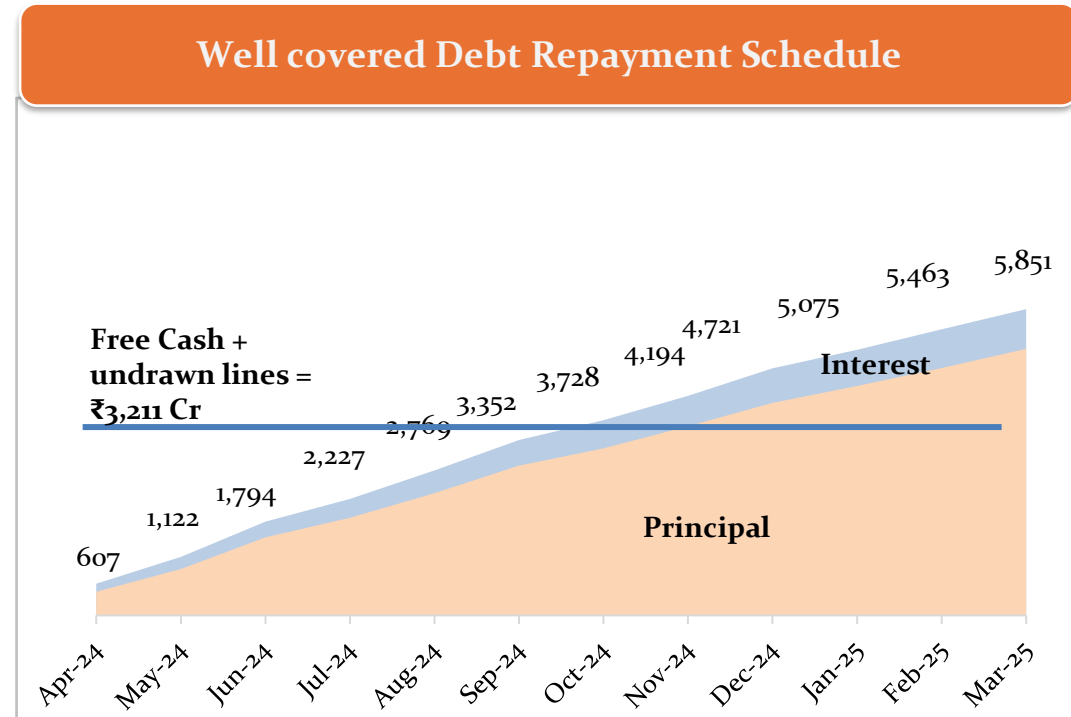
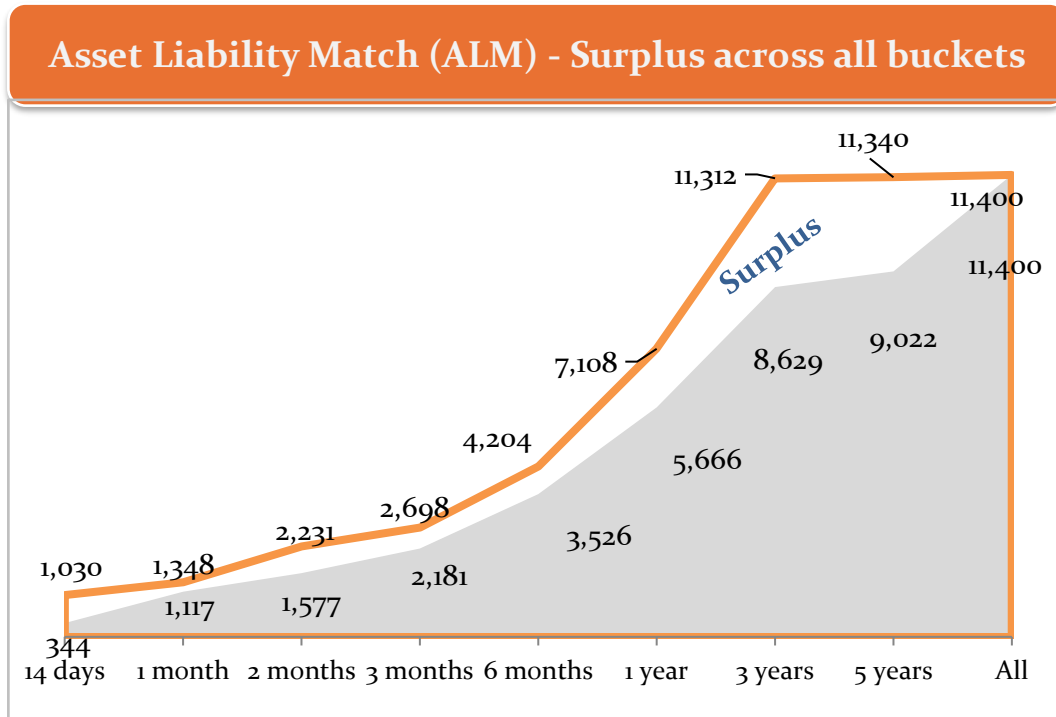


Note:

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

IIFL Samasta Finance: Liquidity update

(₹ Cr)



IIFL Samasta Finance: Key business units

Loan AUM (₹ Cr)	FY20	FY21	FY22	FY23	FY24	YoY %	Mix% FY20	Mix% FY24	Yield	ATS (₹ lakhs)
Microfinance	3,289	4,440	5,821	9,072	11,891	31%	97%	84%	24.5%	0.4
Home equity (Secured business loan)	21	58	329	767	1,118	46%	1%	8%	22.8%	5.1
Dairy cattle loan	82	105	175	430	717	67%	2%	5%	23.9%	0.6
Unsecured MSME loan	8	193	159	283	486	72%	0%	3%	26.7%	2.0
Total	3,400	4,796	6,484	10,552	14,211					

Note:

1. Yield is portfolio yield, ATS is Onboarding average ticket size
2. Figures are as of Mar 31, 2024 unless specified

IIFL Samasta Finance: Competitive edge



Balanced portfolio

- Growing Microfinance Portfolio with balanced mix of Non-MFI
- Non-MFI portfolio - 16%



Strong Technology Focus

- Extensive focus on implementing technology across processes and decision making. Cashless disbursements.



Best-in-Class Asset Quality

- Industry leading asset quality across the key states of presence; Underwriting practices backed by 15 years of experience



Execution excellence

- Execution excellence in MFI built over 15 years of experience
- Deep understanding of underlying asset & customer segment



Diversified presence

- Wide spread geographic reach; Contiguous expansion strategy
- Pan-India presence across 22 states; well laid branch identification criteria

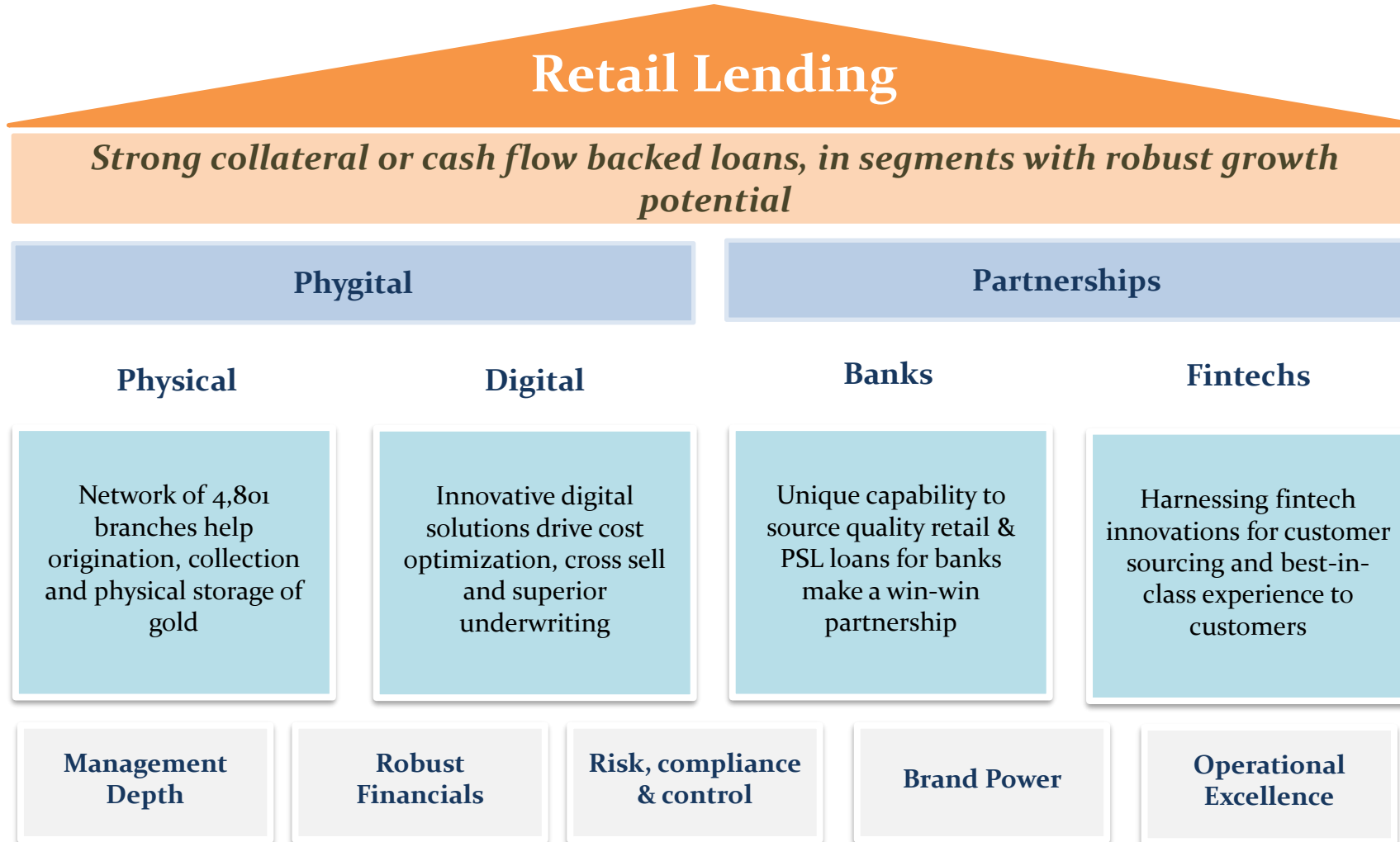


Robust liability franchise

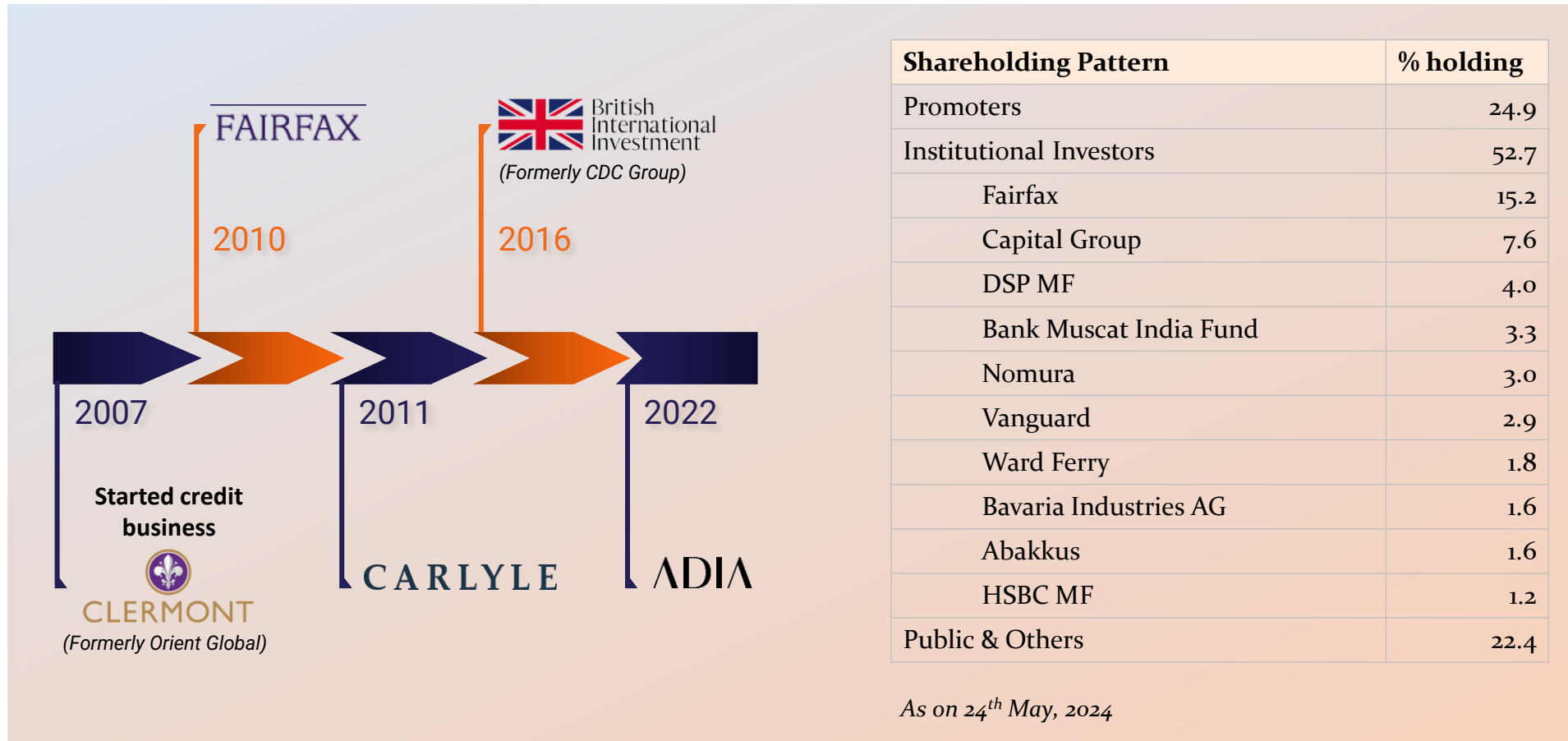
- Highest Credit Rating of AA-1 in the entire NBFC-MFI industry
- One of the longest relationships with lenders; ~43% Banks & ~25% PSU

CORPORATE INFORMATION

Uniquely placed to dominate non banking retail lending



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



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



Gopalakrishnan Soundarajan
Non-Executive Director

Fairfax Nominee



Ramakrishnan Subramanian*
Independent Director

Former CEO, Shriram Capital



Monu Ratra
Qualified architect and MBA

CEO, IIFL Home Finance



Mohua Mukherjee
Independent Director

Former World Bank Consultant



Kalengada Mandanna Nanaiah
Independent Director

Former MD, Equifax



Geeta Mathur
Independent Director

Co-chair – Women Corporate Directors Foundation (India)



Nihar Niranjn Jambusaria*
Independent Director

Former President, ICAI



Kabir Mathur
Nominee Director

ADIA Nominee



Venkataramanan Anantharaman
Independent Director

Former Corporate Finance Head, Standard Chartered



Malini B. Eden
Independent Director

Consultant – Azim Premji Foundation



Bijou Kurien
Independent Director

Former COO, Titan



T S Ramakrishnan
Non-Executive Nominee Director

LIC Nominee



Mathew Joseph
Independent Director

Former CRO, HDFC Limited



N Venkatesh
Managing Director

CEO, IIFL Samasta Finance



Shivaprakash
Wholtime Director

CTO, IIFL Samasta Finance

*Denotes common directors on the board of parent and subsidiaries

Experienced senior management

IIFL Finance



Kapish Jain
Chartered Accountant, Cost Accountant and Company Secretary

Group Chief Financial Officer



Pranav Dholakia
Chartered Accountant and MBA

Chief Risk Officer



Shivalingam Pillai
Chartered Accountant, Cost Accountant and Company Secretary

Chief Compliance Officer

IIFL Home Finance



Monu Ratra
Qualified architect and MBA

ED & CEO



Gaurav Seth
Chartered Accountant

Chief Financial Officer



Abhishikta Munjal
Chartered Accountant

Chief Risk Officer

IIFL Samasta Finance



N Venkatesh
Strategic leadership Program in microfinance at Harvard

MD & CEO



Anantha Kumar T
Chartered Accountant

Chief Financial Officer



Manish Agarwal
Bachelors in Commerce & MBA

Chief Risk Officer

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

- 57.8% of gold loan disbursed are of less than ₹ 50,000 value
- 75% of the branches are located in non-metros, semi-urban and rural areas



BUSINESS LOAN

- 91% 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
- 1,38,121+ loans given to the informal segment
- 52% loans given to female owners/co-owners
- 2,59,500+ first time home buyers



MICRO-FINANCE

- Small-ticket loans for purpose of income generation activities
- 30.01 lakhs+ families benefitted in 22 states & UT with financial intervention
- 36,003+ dairy farmers supported through 25 cattle health centers in 3 States.

Environment, Social & Governance - Social

CSR projects continue with creative use of technology

Smart Shaala – Rajasthan (3 Districts)

- IIFL Foundation, has implemented the biggest TV based learning programme (Smart Shaala) along with dissemination of the Math Kits in three districts of Rajasthan - Bikaner, Jaipur and Jodhpur.
- This project shall help to reduce the dropping out of students from Govt. Schools, especially among girls.

District	Schools	Students (Beneficiaries)	Teachers (Beneficiaries)
Bikaner, Jodhpur, Jaipur	1,505	1.11 lacs	4,793

Sakhiyon ki Baadi (Rajasthan)

- Sakhiyon ki Baadi** is an initiative aimed at eradication of female illiteracy from Rajasthan by building **Foundational literacy and Numeracy (FLN)** among girls in the age group of 4 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.

Number of learning centres	Girls Enrolled in the programme
600	18,000

Skill Development Training in ‘Chef Trade’ for 160 Youths – Kupwara, Kashmir

- The programme aims to provide skill training to 160 economically disadvantaged Kashmiri youths, allowing them an opportunity to embark a career in Food and beverage (Restaurant & Hospitality) sector
- The candidates are complete the course with assessment by Tata Strive, with a team from Vivanta by Taj facilitating the practical exam on-site.
- The Programme is implemented with support of the **Indian Army's 41 Rashtriya Rifles (RR) and Maratha Light Infantry (LI).**



Non-stress Test Machines - Maharashtra

- Through IIFL Foundation, we donated NST machines (Non-stress Test) to Department of Obstetrics and Gynecology at KEM Hospital, Parel, Mumbai, Maharashtra.
- The NST machines will help in saving lives of children.



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 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**.

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.

For quarter end March 31, 2024, we reported **zero cases of non-compliance** with workplace safety, employment, privacy, security, and data protection regulations.



Our ESG Impact



ENVIRONMENT

37 pre-certified green projects under Green Value Partnership®

SAVINGS UNDER IGBC PRELIMINARY CERTIFIED PROJECTS UNDER MANAGEMENT

192 ML | Water Savings

3,323 MWH Energy Savings

3,057 TCO_{2e} GHG Emission Offset*

Received **Gold Level LEED** Certification for Our Office in Gurugram



SOCIAL

₹ 21.35 Crore CSR Expenditure

33,910 Total Workforce

22 Average Training Hours per Employee

7,30,067 Total Training Hours

2,13,700+ Loans to First-time Home Buyers

8,57,544 Total Beneficiaries from CSR Projects



GOVERNANCE

62.5% Independent Board Members

Zero Data Breaches

No Cases of Conflict of Interest

Zero Penalty/Fine for Non-Compliance

Zero Cases of Anti-Corruption/Bribery

34.5 Years Average Experience of the Board

Chairman of the Company is an Independent Director

Link to databook

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 June 2024

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