

## 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.

<b>Company</b>	<b>IIFL Finance Ltd</b>
<b>BSE Code</b>	532636
<b>NSE Code</b>	IIFL
<b>Bloomberg Code</b>	IIFL:IN
<b>Market Cap</b>	INR 19,743 Cr (As on June 28, 2024)
<b>Face Value</b>	2
<b>Incorporation Year</b>	1995

### Products

#### Home Loan

##### Leading HFC in Affordable Housing Space

- Largest player in the sub ₹20L loan ticket size category
- Network of 390 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

- Strong NBFC in gold loans segment, having grown at a 5yr-CAGR of 30% over FY20-FY24
- Over 2,745 dedicated gold loan branches spread across 25 states/UT, manned by ~12,000 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 67L and with ~76% 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

- 1,645 branches in 417 districts (> 50% of overall microfinance presence) across 23 states and union territories
- Grown at a 5-year CAGR of 33% over FY20-FY24; 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

- 18% 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 390 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

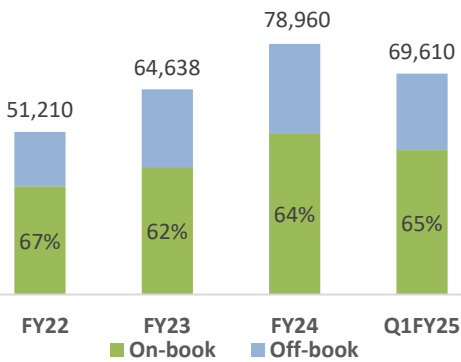
#### Capital Market

- 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

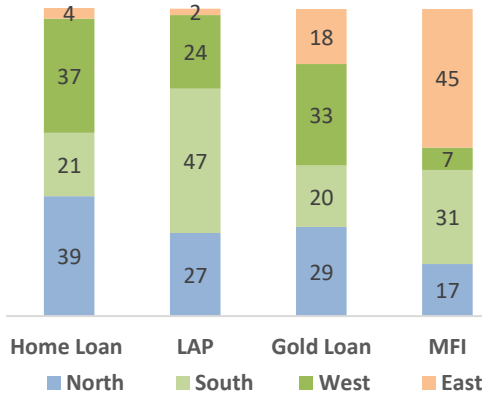
#### Credit Rating

- IIFL Finance: **AA/RWD** by CRISIL **AA/RWN** by ICRA, CARE, India Rating, Brickwork
- IIFL Home Finance: **AA/RWD** by CRISIL **AA/RWN** by ICRA, CARE, India Rating, Brickwork
- IIFL Samasta Finance: **AA/RWD** by CRISIL **AA/RWN** by India Rating **AA/Stable** by ACUITE

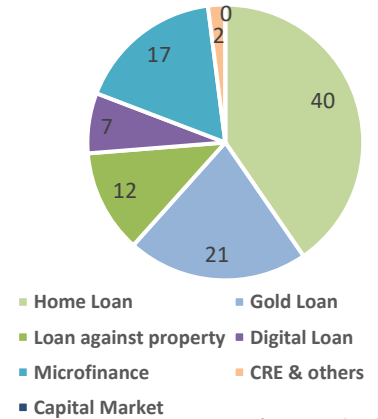
Loan AUM (₹ Cr)



Geographical Presence (%)



Product Mix (%)

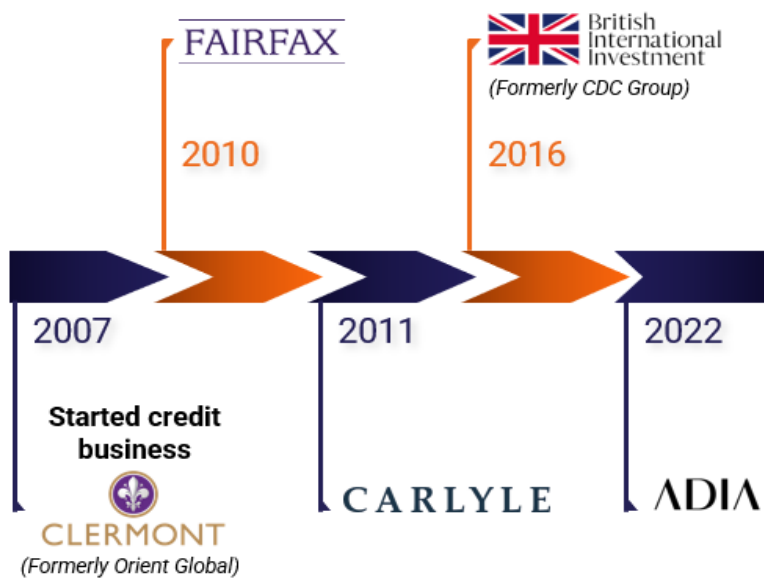


\*Data as on Q1FY25

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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 (%)*
Q1FY25	69,610	338	2.25	128	16.9	9.1	7.3	4.04	2.3	2.8	10.3	52.0	7.2	282	27.8
FY24	78,960	1,974	2.32	104	17.2	9.1	7.8	3.86	3.4	3.7	18.4	44.6	46	271	19.7
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

\*Standalone



Shareholding Pattern	% holding
Promoters	24.9
Institutional Investors	52.5
Fairfax	15.2
Capital Group	8.9
Bank Muscat India Fund	3.3
Nomura	3.0
Vanguard	3.0
DSP MF	2.2
Ward Ferry	2.0
Abakkus	1.6
Bavaria Industries AG	1.6
HSBC MF	1.3
Public & Others	22.6

\*As on 30<sup>th</sup> June 2024

### IIFL Finance – Board of Directors

 <b>A K Purwar</b> Chairman & Non-Executive Director Former Chairman, SBI				
 <b>Nirmal Jain*</b> Managing Director Founder, IIFL Group	 <b>R Venkataraman*</b> Joint Managing Director Co-founder, IIFL Group	 <b>Srinivasan Sridhar</b> Chairman & Non-Executive Director Former Chairman, NHB	 <b>Govinda Rajulu Chintala</b> Chairman & Independent Director Former Chairman, NABARD	 <b>Kalengada Mandanna Nanaiah</b> Independent Director Former MD, Equifax
 <b>Gopalakrishnan Soundarajan</b> Non-Executive Director Fairfax Nominee	 <b>Ramakrishnan Subramanian*</b> Independent Director Former CEO, Shriram Capital	 <b>Monu Ratra</b> Executive Director CEO, IIFL Home Finance	 <b>Mohua Mukherjee</b> Independent Director Former World Bank Consultant	 <b>Malini B. Eden</b> Independent Director Consultant – Azim Premji Foundation
 <b>Geeta Mathur</b> Independent Director Co-chair – Women Corporate Directors Foundation (India)	 <b>Nihar Niranjan Jambusaria*</b> Independent Director Former President, ICAI	 <b>Kabir Mathur</b> Nominee Director ADIA Nominee	 <b>Mathew Joseph</b> Independent Director Former CRO, HDFC Limited	 <b>N Venkatesh</b> Managing Director MD, IIFL Samasta Finance
 <b>Bijou Kurien</b> Independent Director Former COO, Titan	 <b>T S Ramakrishnan</b> Non-Executive Nominee Director LIC Nominee	 <b>Venkataramanan Anantharaman</b> Independent Director Former Corporate Finance Head, Standard Chartered	 <b>Mohan Sekar</b> Additional Independent Director Senior MD, Accenture	 <b>Shivaprakash</b> Wholtime Director CTO, IIFL Samasta Finance

\*Denotes common directors on the board of parent and subsidiaries

IIFL Finance Board

IIFL Home Finance Board

IIFL Samasta Finance Board

#### Downloads:

- Website- [Click Here](#)
- IR Section- [Click Here](#)
- Presentation- [Click Here](#)
- Annual Report- [Click Here](#)
- Data Book- [Click Here](#)

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#### Investor Relations:

Veenashree Samani – Lead Investor Relations  
 Ronak Parekh – Assistant Manager - Investor Relations  
 Email: [ir@iifl.com](mailto:ir@iifl.com)