

ICFL/LS/00136/2025-26

August 13, 2025

BSE Limited

Listing Department, 1st Floor,
P J Towers, Dalal Street, Fort,
Mumbai - 400 001.

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra,
(E), Mumbai – 400 051.

Scrip Code: 541336

Symbol: INDOSTAR

Sub.: Investor Presentation on Unaudited Financial Results (Standalone and Consolidated) for the quarter ended June 30, 2025

Ref.: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”)

Dear Sir/ Madam,

Pursuant to Regulation 30 of Listing Regulations, please find enclosed Investor Presentation on Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2025.

Request you to kindly take the above on record and disseminate the same on your website.

Thanking you,

Yours faithfully,

For **IndoStar Capital Finance Limited**

Shikha Jain

Company Secretary & Compliance Officer
(Membership No. A59686)

Encl.: a/a

IndoStar Capital Finance Limited

Registered Office: Silver Utopia, Third Floor, Unit No 301-A, Opposite P & G Plaza, Cardinal Gracious Road, Chakala, Andheri (E), Mumbai - 400099, India. | T +91 22 4315 7000 | contact@indostarcapital.com | www.indostarcapital.com
CIN: L65100MH2009PLC268160



INDOSTAR CAPITAL FINANCE

Investor Presentation
August 2025

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All Maps used in the Presentation are not to scale. All data, information and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



Company Overview

Q1FY26 Performance highlights

Size



7,783 crs
AUM

On Book: 7,166 crs *Off Book:* 617 crs
Q1FY25 7,170 crs | Q4FY25 7,963 crs

Distribution



451

Number of Branches

Profitability



535 crs*
PAT

Q1FY25 11 crs | Q4FY25 12 crs

Liquidity profile



3,795

Net-worth

Asset Quality



4.04%

Gross Stage 3

Q1FY25 4.97% | Q4FY25 4.52%



858 crs

Disbursement

Q1FY25 1,416 crs | Q4FY25 1,081 crs



4,140

Number of Employee



19.3%*

RoA

Q1FY25 0.5% | Q4FY25 0.5%



Available Liquidity: 1,076 crs

Undrawn limit: 308 crs

Treasury Asset: 768 crs



1.68%

Net Stage 3

Q1FY25 2.36% | Q4FY25 2.46%



7,232 crs

Vehicle Finance AUM

Q1FY25 6,323 crs | Q4FY25 7,401 crs



23 states

Pan India presence



16.8%

Yield on loan assets

Q1FY25 16.2% | Q4FY25 17.0%



33%

Capital Adequacy Ratio

Q1FY25 28% | Q4FY25 28%



59.4%

PCR

Q1FY25 53.7% | Q4FY25 46.7%



76 crs

Micro LAP AUM

Q1FY25 0.2 crs | Q4FY25 52 crs



Direct Sourcing: 29%

Indirect Sourcing: 71%



6.2%

NIM

Q1FY25 5.8% | Q4FY25 5.9%



10.7%

Cost of borrowings

Q1FY25 10.8% | Q4FY25 11.0%



3.69%

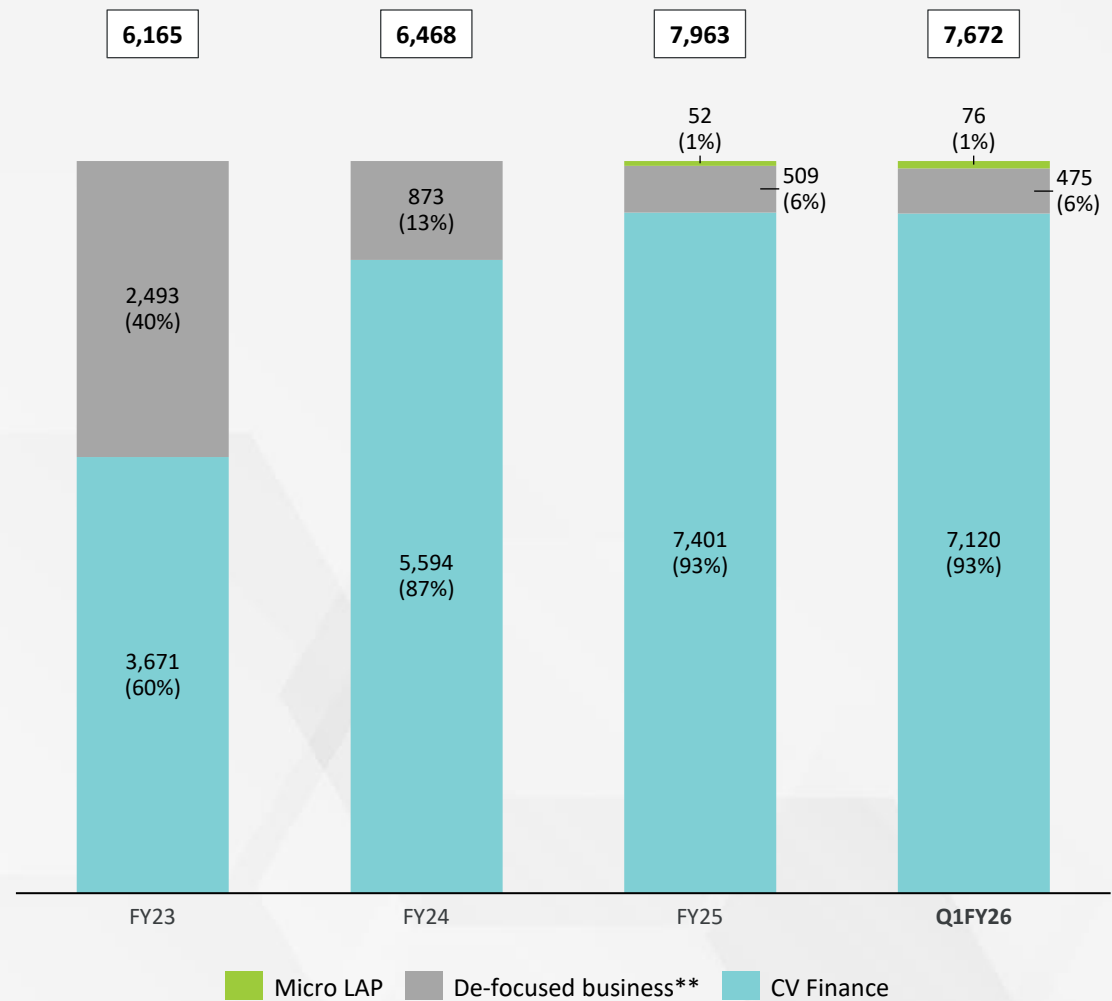
ECL Provision on Total Loan Asset (%)

Q1FY25 4.44% | Q4FY25 3.32%

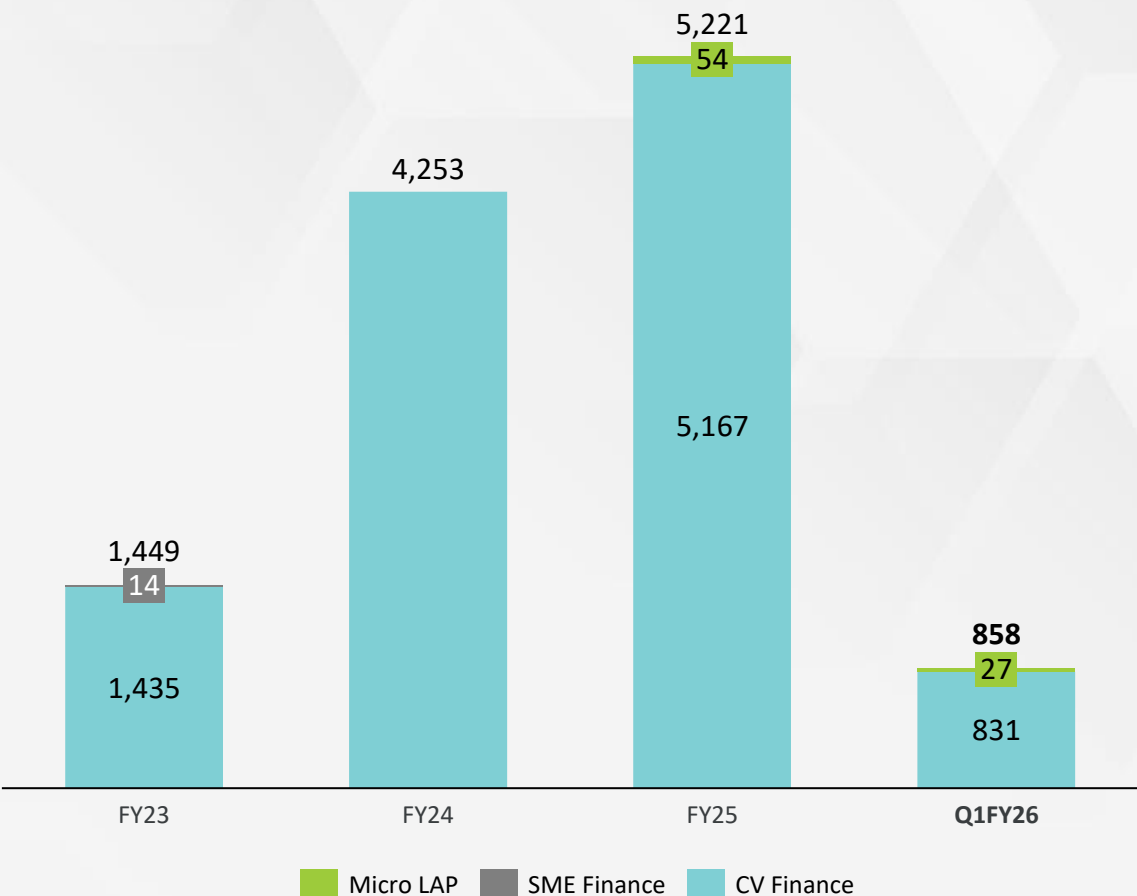
* Including gain on HFC sale

Retail Focused Lending

Break-up of Asset Under Management (₹ crs)*



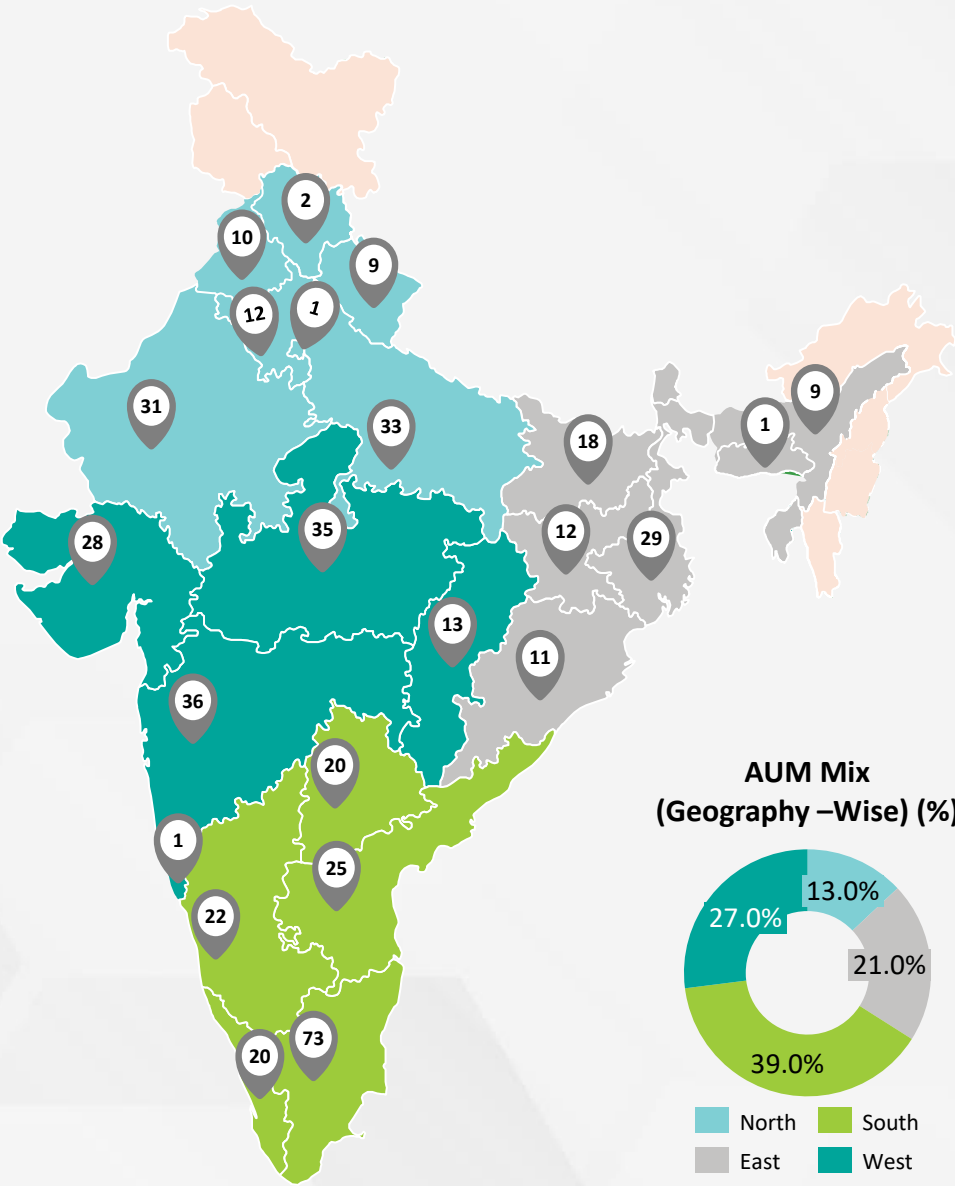
Disbursements: Retail (₹ crs)



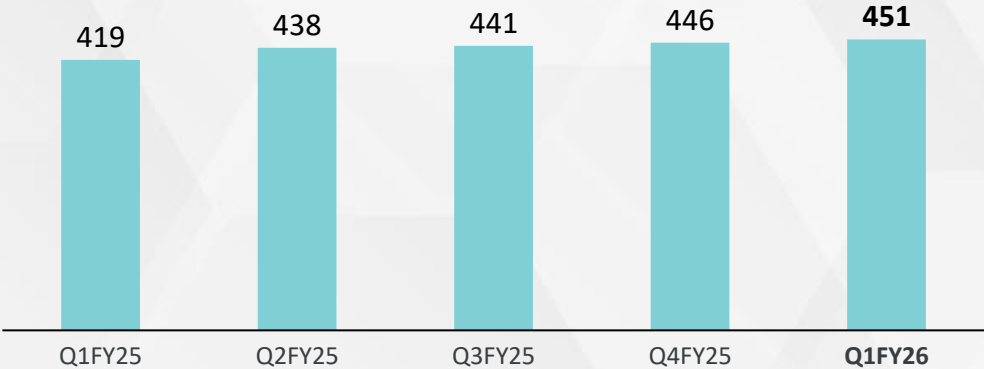
*Total AUM includes Loans given to employees, : ** De-focused business includes corporate lending and SME Finance

National Footprint Creating Runway for Growth

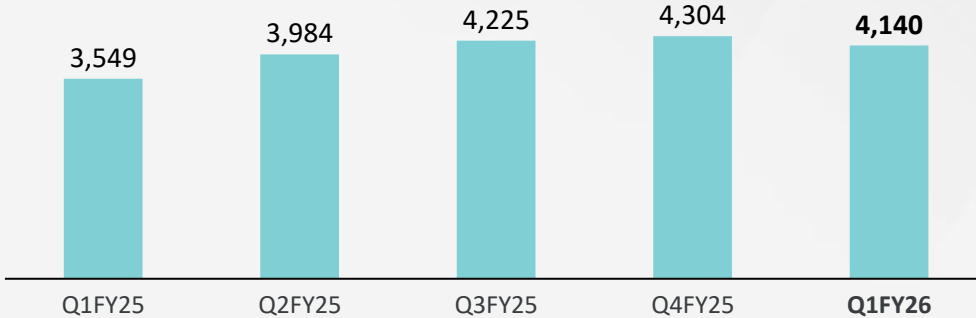
No	States
1	HIMACHAL PRADESH – 2
2	PUNJAB – 10
3	UTTARAKHAND – 9
4	HARYANA – 12
5	NEW DELHI – 1
6	UTTAR PRADESH- 33
7	RAJASTHAN – 31
8	GUJARAT – 28
9	MADHYA PRADESH – 35
10	CHATTISGARH – 13
11	BIHAR – 18
12	JHARKHAND – 12
13	WEST BENGAL – 29
14	ASSAM – 9
15	MEGHALAYA – 1
16	ODISHA – 11
17	TELANGANA – 20
18	MAHARASHTRA – 36
19	KARNATAKA – 22
20	ANDHRA PRADESH – 25
21	TAMIL NADU – 73
22	KERALA – 20
23	GOA - 1



451 Branches Across 23 States

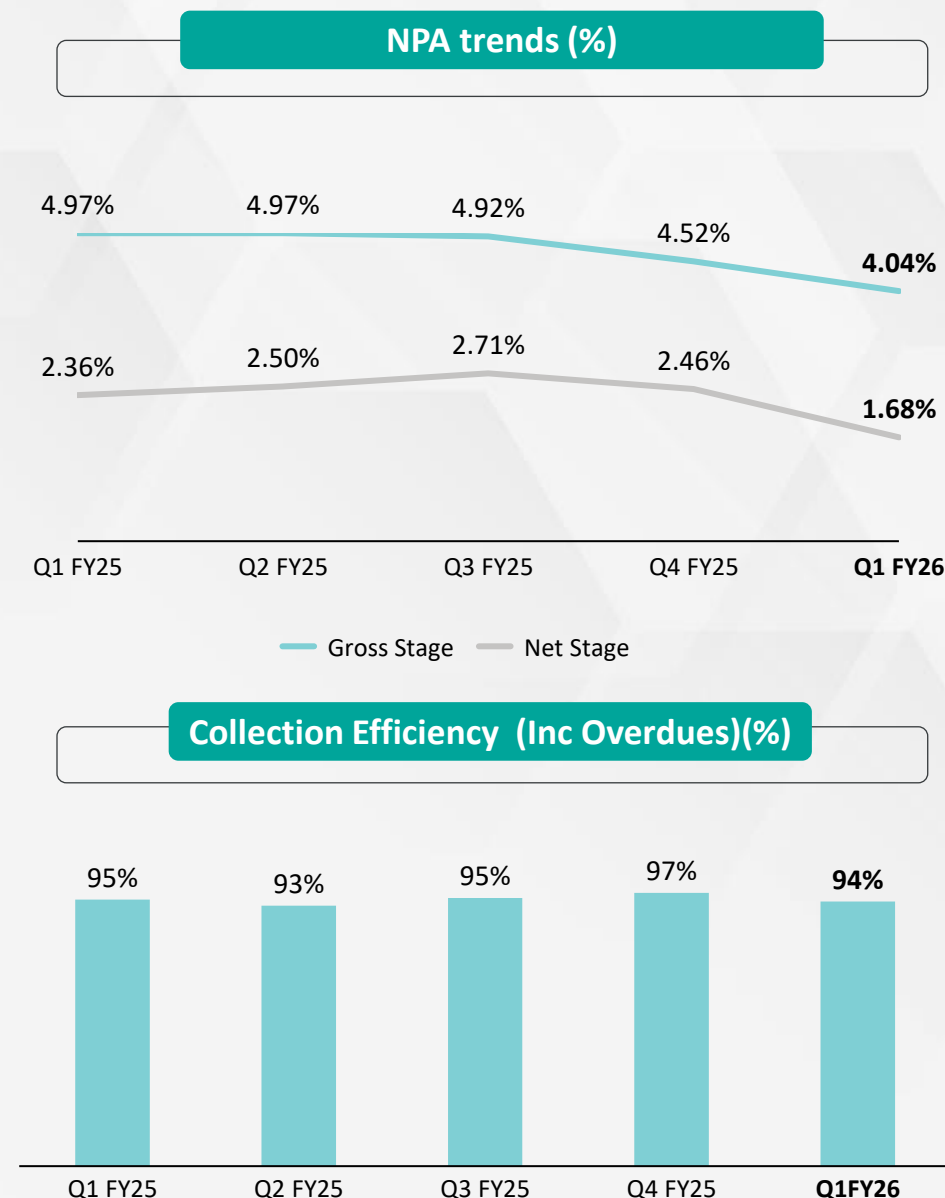


Employee Base



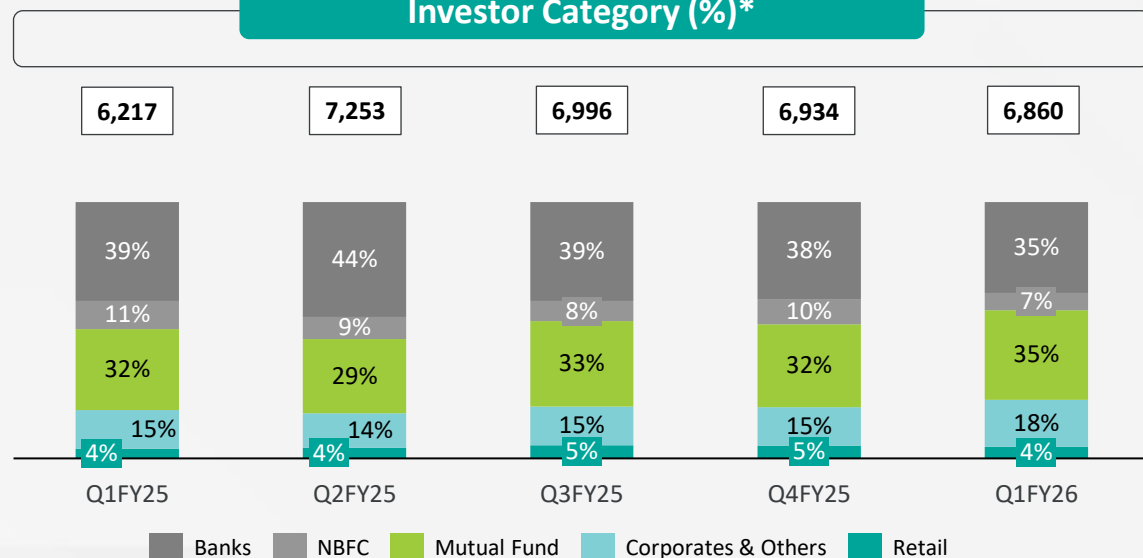
Expected Credit Loss (ECL) Provisions

Particulars (₹ in crs)	Q1 FY26	Q4 FY25	Q1 FY25
Gross stage 1	6,524	6,672	6,164
Gross Stage 1 as % to Loan Asset	88.73%	89.39%	87.49%
ECL Provision Stage 1	74	76	81
ECL Provision % Stage 1	1.13%	1.14%	1.31%
Gross stage 2	532	455	531
Gross Stage 2 as % to Loan Asset	7.23%	6.09%	7.54%
ECL Provision Stage 2	21	14	44
ECL Provision % Stage 2	3.91%	3.14%	8.28%
Gross stage 3	297	337	350
Gross Stage 3 as % to Loan Asset	4.04%	4.52%	4.97%
ECL Provision Stage 3	177	157	188
ECL Provision % Stage 3	59.42%	46.65%	53.70%
Total loan asset	7,353	7,464	7,044
ECL provision	271	247	313
Total ECL Provision / Total Loan Asset (%)	3.69%	3.32%	4.44%



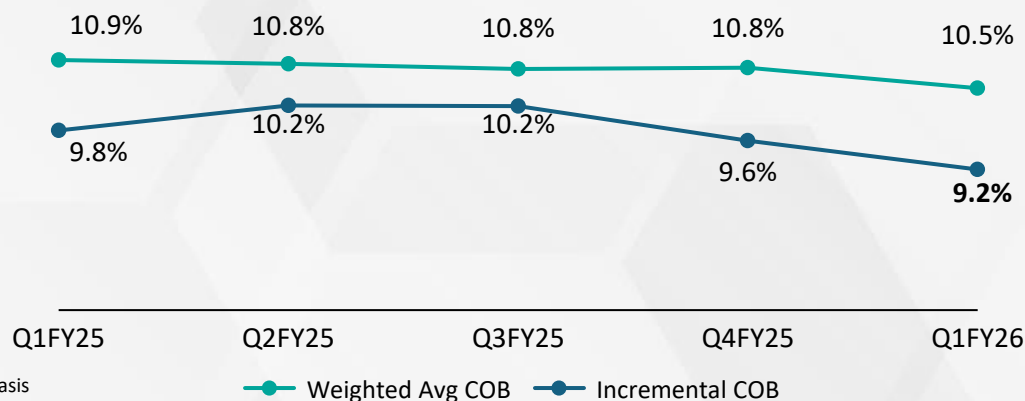
Diversified Borrowing Profile

Investor Category (%)*



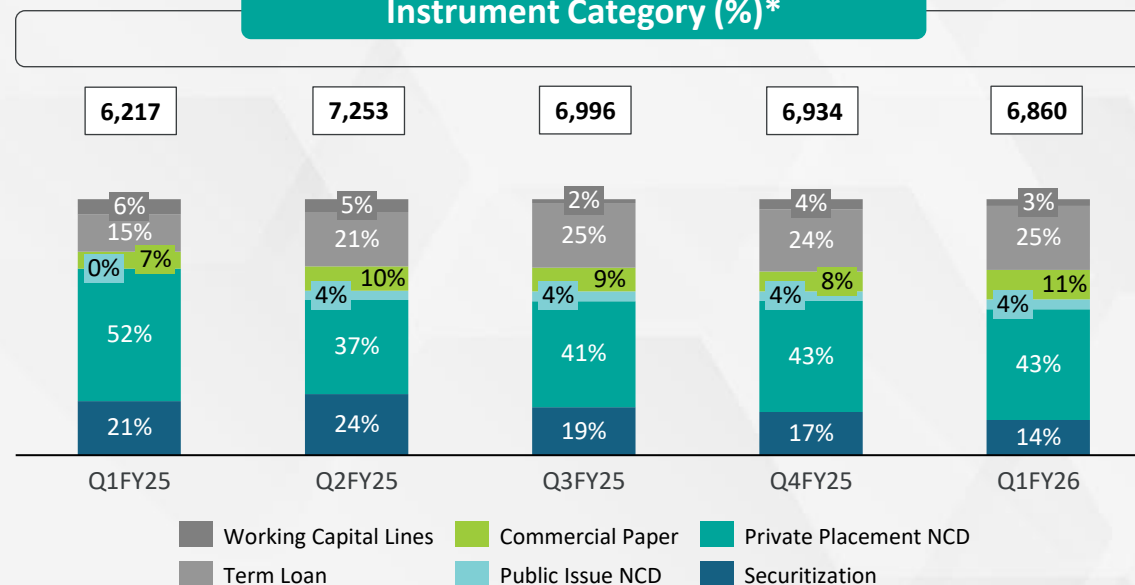
* Gross excluding unamortised fees & accrued interest

Weighted Average & Incremental COB (%)^



^papm basis

Instrument Category (%)*



Credit Rating:

- Long term: AA- (Stable)
- Short term: A1(+)

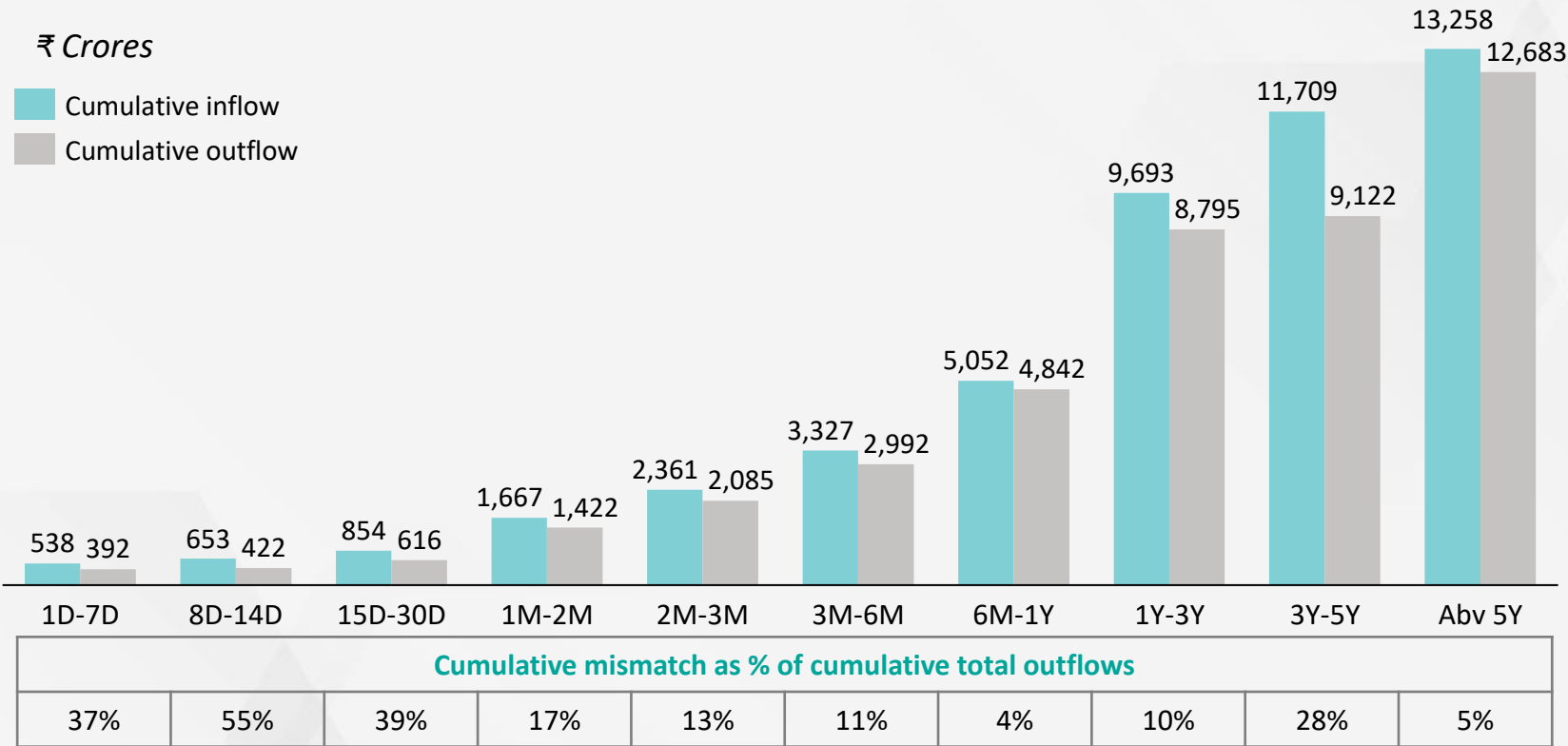
Rigorous efforts has enabled in reducing the quarterly WACB by 30 bps (QoQ) to 10.5% in Q1FY26

Strong ALM profile with comfortable liquidity

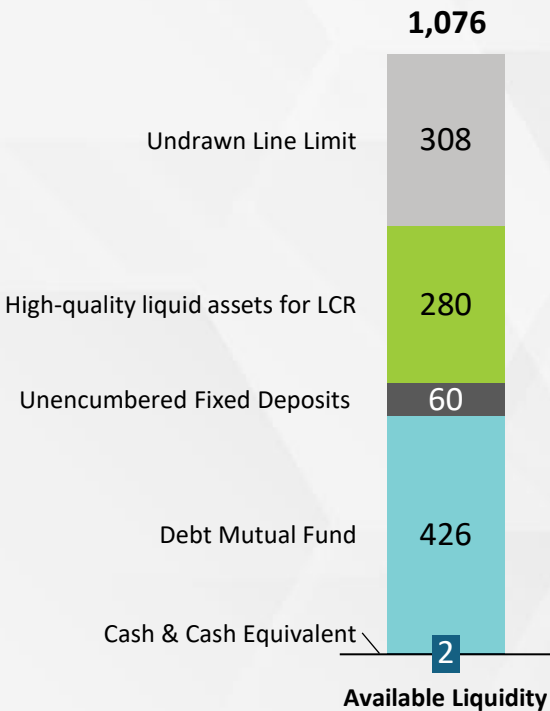
Structural liquidity Statement – Jun-25

₹ Crores

Cumulative inflow
Cumulative outflow



Liquidity Buffer



- **Positive Cumulative Mismatch Across All Buckets:** Demonstrates robust ALM, ensuring stability across short- and long-term horizons.
- **Strong Liquidity Profile:** Backed by substantial liquidity buffers via Debt Mutual Funds, FDs, Undrawn Term Loan, and Working Capital Lines.
- **Enhanced Financial Flexibility:** Liquidity strength supports operational resilience and positions us well for future growth opportunities

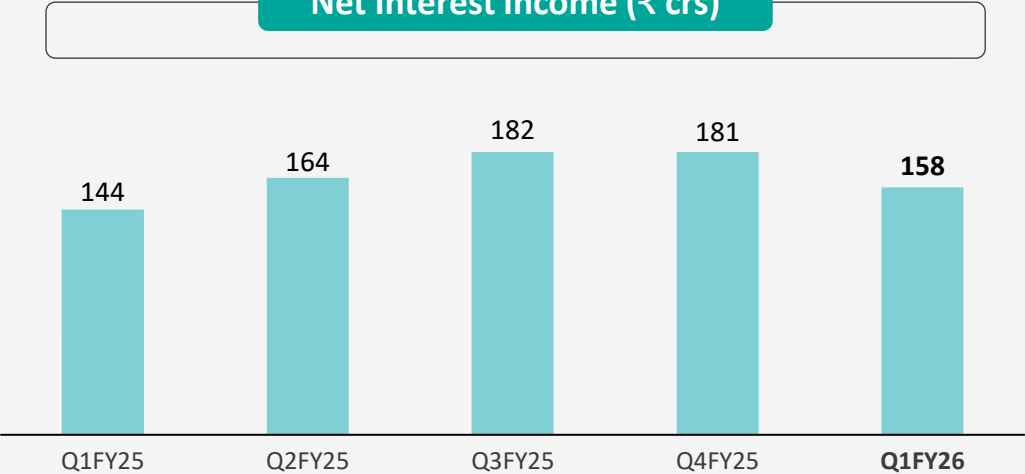
Security Receipt

Product	Vehicle Finance	De-focused business	Total
Gross Investment as on June 30, 2025			
Investment since inception	827	1,245	2,072
Redemption till date	(337)	(349)	(686)
Gross Investment	490	896	1,386
Provision as on March 31, 2025	(250)	(115)	(365)
Provision during the quarter	(119)	(136)	(255)
Provision June 30, 2025	(369)	(251)	(620)
<i>Provision coverage %</i>	75%	28%	45%
Net Security Receipts	121	645	766

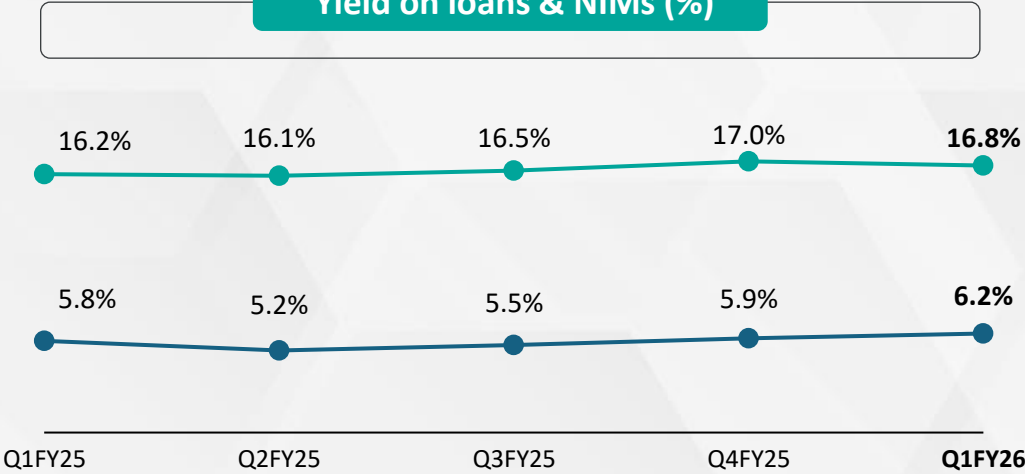
An incremental provision of ₹255 crore on select Security Receipts were made during the quarter where near term recovery looks uncertain.

Key Financial Metrics

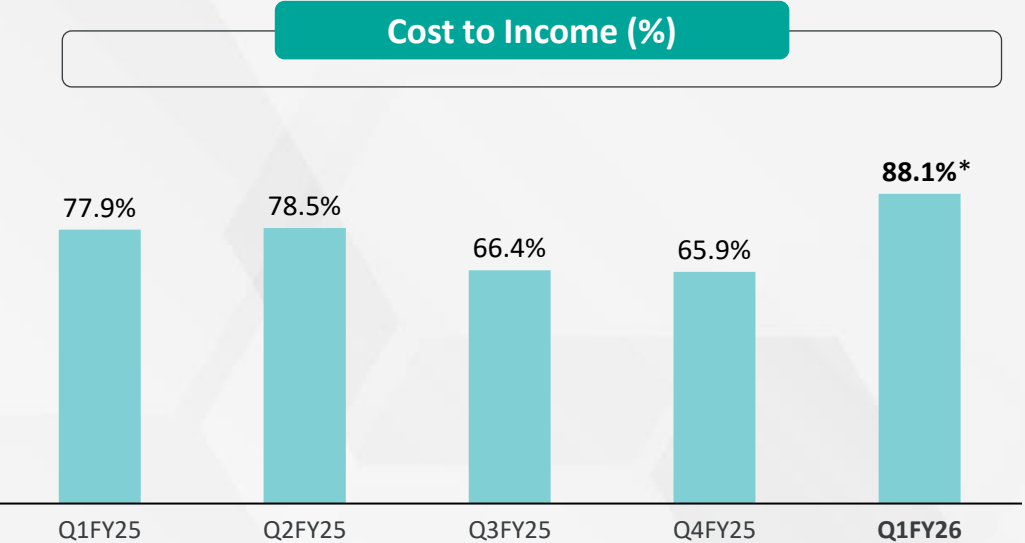
Net Interest Income (₹ crs)



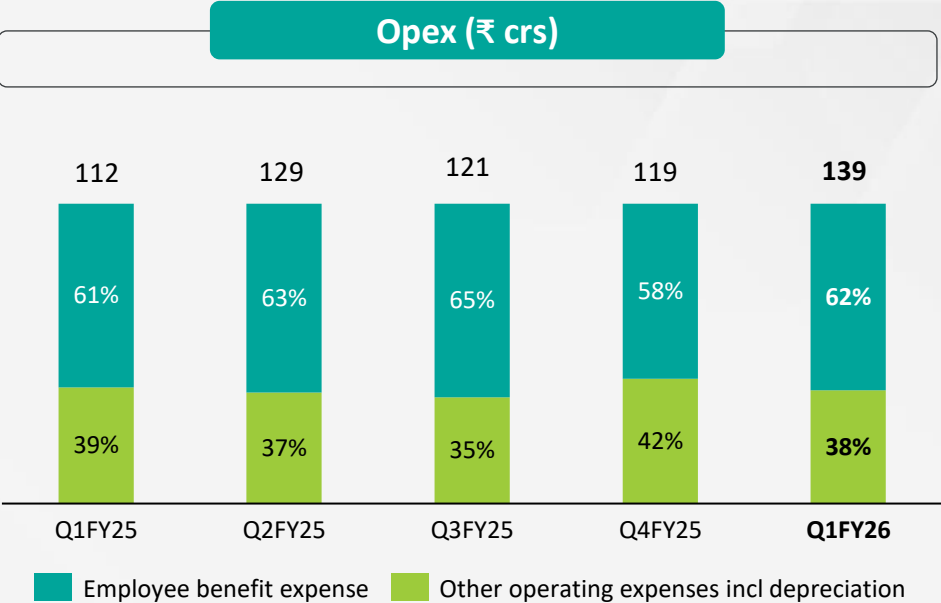
Yield on loans & NIMs (%)



Cost to Income (%)



Opex (₹ crs)



*10.4% including one off gain



Vehicle Finance

Overview of Vehicle Finance

Vehicle Financing



Product Coverage Includes:

- New and Used Commercial Vehicles: Covering small, medium, and heavy commercial vehicles
- Construction Equipment and Vehicles
- Tractors and Farm Equipment
- Cars and Multi-Utility Vehicles (MUVs)



AUM of ₹ **7,232 crs**

AUM: On-book: ₹ 6,752 crs + Off-book ₹ 479 crs

Disbursements in **Q1FY26: ₹ 831 crs**



Disbursements Yield **~18.4%**



Used Vehicle Disbursement of **99%** in Q1FY26



Presence across **23 States**



Average LTV was **70.3%** in **Q1FY26**

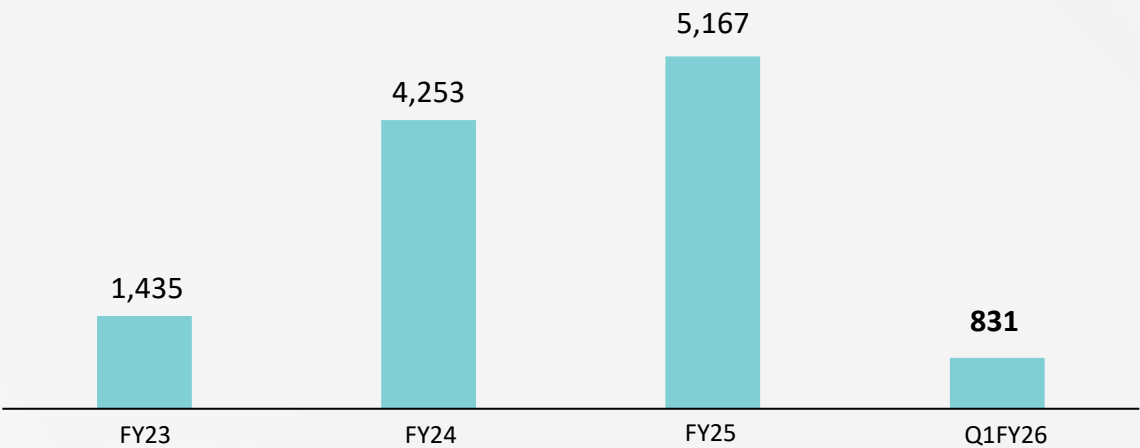


Gross Stage 3 of **3.81%**

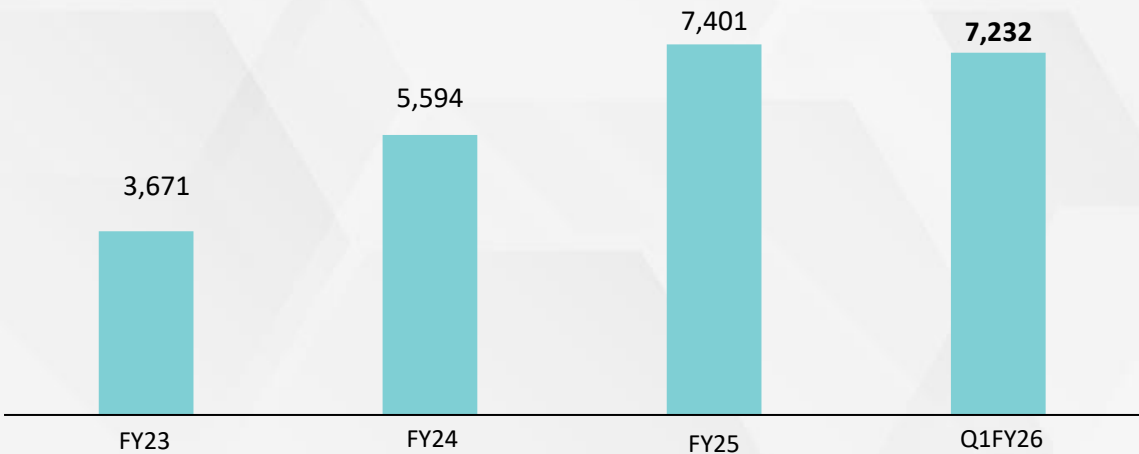
Net Stage 3 of **1.74%**

Vehicle Finance : Key Operational Parameters

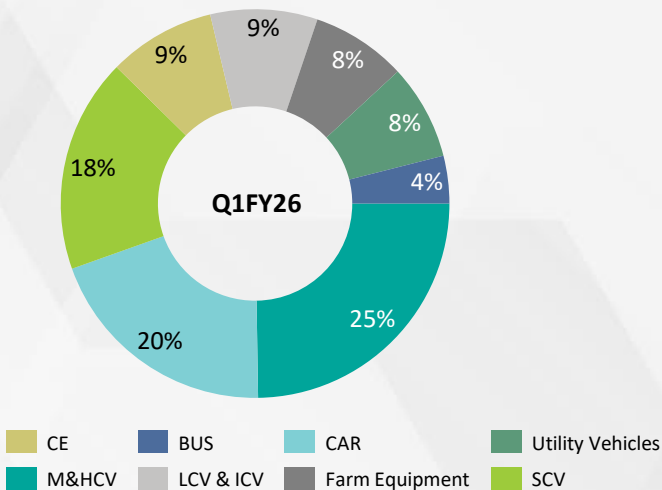
Disbursements (₹ crs)



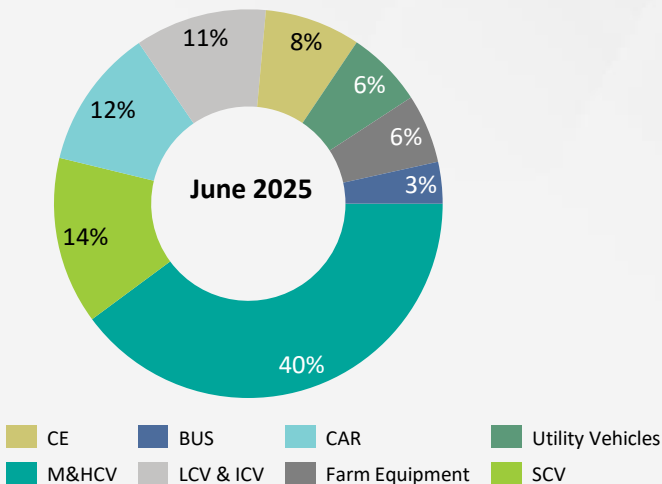
AUM (₹ crs)



Disbursement Mix (Product- Wise) (%)



AUM Mix (Product -Wise) (%)





Overview of Micro LAP

- Launched the Micro LAP (Loan Against Property) product as a strategic risk diversification initiative for a company predominantly engaged in vehicle financing.
- Presence in tier 3 and 4 towns in southern states with large Micro LAP opportunity



AUM of
₹ 76 crs



Average Ticket Size of
₹ 5.85 Lakhs



100% self originated



Customer Profile-
Salaried & Self
Employed



Average Loan to Value
Ratio is **33.3%** in **Q1FY26**



**Credit profile (CRIF Score
capping)**
CNTC & CRIF Score 675+

Target Customer



Salaried

Cash Salaried & Bank
Credit Salaried

Self Employed

Milk/Dairy Business, Tea/Food Stalls,
Provision/stationary shops, Medical
Shops, Fertilizer shops, Barber Shops,
Vegetable traders, Daily wages
workers, Mechanics shops, Meat
Shops, Small transporters/travelers
Any other Business

Customer Profile/type



of Accounts

424

922

Loan Amt Disbursed (%)

27%

73%

Property Types (as on Jun 2025)

Residential

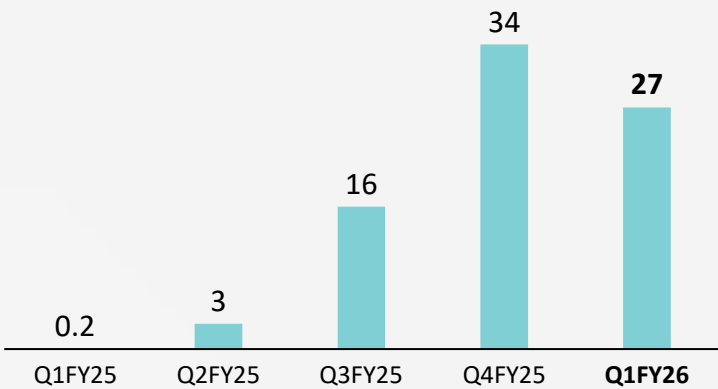
99%

Commercial

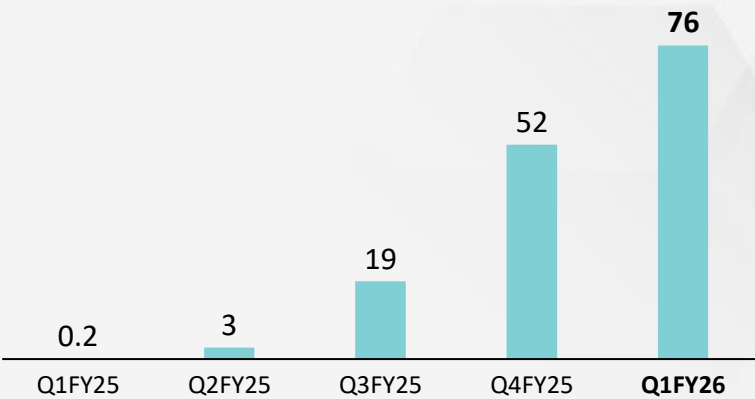
1%

Micro LAP: Key Operational Metrics

Disbursement (₹ crs)



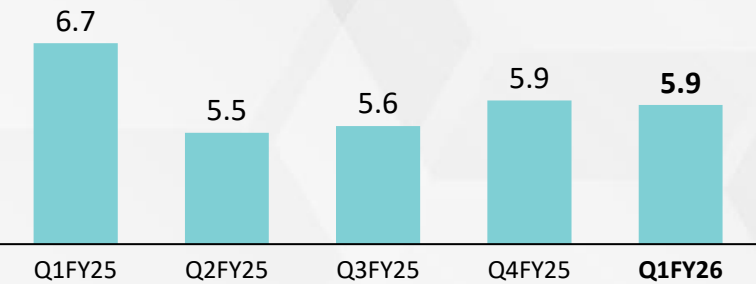
AUM (₹ crs)



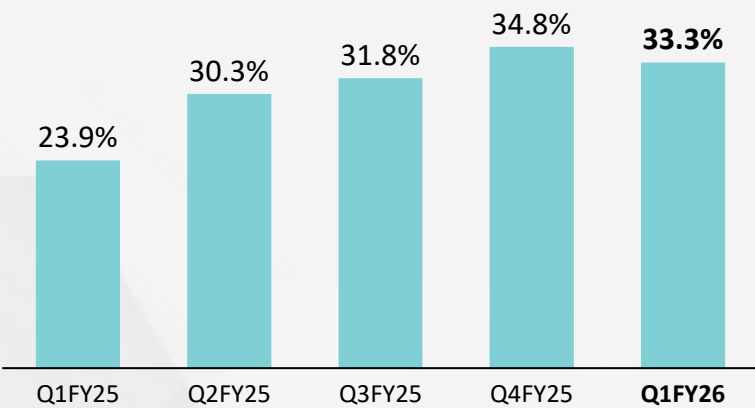
AUM Staging (%)

	%
Stage 1	100%
Stage 2	0%
Stage 3	0%

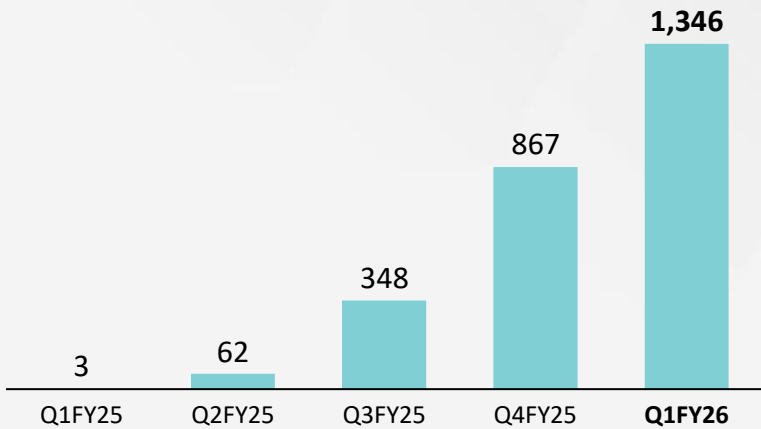
Average Ticket Size (₹ lakhs)



Loan to Value (%)



Number of Live Accounts





ICF Standalone - Income Statement

Particulars (₹ in crs)	Q1 FY26	Q4 FY25	Q-o-Q	Q1 FY25	Y-o-Y	FY25	FY24	Y-o-Y
Revenue from operations	343.5	372.5		306.5		1,403.9	1,104.2	
Interest expenses	185.5	193.3		166.8		740.8	581.2	
Net Interest Income	158.0	179.2	(11.8%)	139.7	13.1%	663.1	523.0	26.8%
Other Income	0.2	2.1		4.1		8.5	21.1	
Total Income	158.1	181.3	(12.8%)	143.8	10.0%	671.6	544.1	23.4%
Employee Benefits Expense	86.6	69.8		68.6		297.7	211.8	
Depreciation and Amortization Expense	7.3	7.7		7.7		30.6	27.7	
Other Expenses	45.3	42.0		35.8		153.1	149.9	
Total operating expenses	139.3	119.5	16.6%	112.1	24.2%	481.5	389.4	23.6%
Pre-provision operating profit	18.9	61.8	(69.4%)	31.7	(40.5%)	190.1	154.7	22.9%
Credit costs	490.4	49.4	-	21.0	-	137.5	83.1	65.6%
Profit/(loss) before exceptional items and tax	(471.5)	12.4	-	10.8	-	52.6	71.6	(26.6%)
Exceptional gain (net)	1,176.0	-		-		-	-	
Profit before tax	704.4	12.4	-	10.8	-	52.6	71.6	(26.6%)
Tax	169.0	0.0		0.0		0.0	0.0	
Profit after tax	535.4	12.4	-	10.8	-	52.6	71.6	(26.6%)

ICF Standalone - Balance Sheet

Equity & Liabilities (₹ in crs)	Jun'25	Mar'25	Jun'24
Financial Liabilities			
Trade payables	0.0	0.1	4.9
Debt Securities	4,028.3	3,792.2	3,588.9
Borrowings other than debt securities	2,818.2	3,124.3	2,582.2
Other financial liabilities	477.3	403.0	436.4
Total Financial Liabilities	7,323.9	7,319.5	6,612.4
Non- Financial Liabilities			
Current tax liabilities (Net)	166.3	0.0	0.0
Provisions	10.3	9.0	6.3
Other non - financial liabilities	6.5	7.4	4.8
Total Non-Financial Liabilities	183.0	16.5	11.2
Equity			
Equity share capital	136.7	136.1	136.1
Other equity	3,838.2	3,290.1	3,029.3
Total Equity	3,974.9	3,426.2	3,165.4
Total Liabilities & Equity	11,481.7	10,762.2	9,788.9

Assets (₹ in crs)	Jun'25	Mar'25	Jun'24
Financial Assets			
Cash and cash equivalents	67.6	91.9	79.0
Bank balance other than cash & cash equivalent	324.8	325.6	287.5
Loans	7,081.5	7,216.5	6,731.6
Investments	1,474.0	1,818.2	1,687.1
Other financial assets	1,806.7	124.5	225.9
Total Financial Assets	10,754.6	9,576.7	9,011.1
Non-Financial Assets			
Current tax assets (Net)	11.7	11.4	38.5
Deferred tax assets (Net)	316.7	316.7	316.5
Property, plant and equipment	57.4	59.6	58.7
Assets held for sale	7.0	13.0	13.0
Goodwill	300.2	300.2	300.2
Intangible assets	7.5	5.4	9.9
Other non-financial assets	26.6	29.2	41.0
Non - current asset held for sale	0.0	450.0	0.0
Total Non-Financial Assets	727.1	1,185.5	777.8
Total Assets	11,481.7	10,762.2	9,788.9

Consolidated Income Statement incl. Discontinued Operations

Particulars (₹ in crs)	Q1 FY26	Q4 FY25	Q-o-Q	Q1 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from operations	343.5	372.6		306.6		1,404.2	1,102.9	
Interest expenses	185.5	193.3		166.8		740.8	579.7	
Net Interest Income from continuing operations	158.0	179.3	(11.8%)	139.8	13.1%	663.3	523.2	26.8%
Other Income	0.2	2.5		2.4		5.5	4.2	
Total Income from continuing operations	158.2	181.7	(12.9%)	142.2	11.3%	668.8	527.4	26.8%
Employee Benefits Expense*	86.6	69.8		68.6		297.7	209.2	
Depreciation and Amortization Expense	7.3	7.7		7.7		30.6	27.7	
Other Expenses	45.4	42.3		34.3		150.4	137.2	
Total operating expenses from continuing operations	139.3	119.8	16.3%	110.6	26.0%	478.8	374.1	28.0%
Pre-provision operating profit from continuing operations	18.9	61.9	(69.4%)	31.7	(40.2%)	190.1	153.3	24.0%
Credit costs from continuing operations	490.4	49.4	-	21.0	-	137.5	83.1	65.6%
Profit before tax from continuing operations	(471.5)	12.5	-	10.7	-	52.5	70.3	(25.2%)
Exceptional gain (net)	1,176.0	0.0		0.0		0.0	0.0	
Profit before tax from continuing operations	704.5	12.5		10.7		52.5	70.3	
Tax	169.0	0.0		0.0		0.1	0.0	
Profit after tax from continuing operations	535.5	12.5	-	10.7	-	52.5	70.2	(25.3%)
Discontinued operations								
Profit before tax (a)	13.6	31.7		19.0		90.9	59.4	
Tax expenses (b)	3.5	8.0		4.8		22.8	13.8	
Profit after tax from discontinued operations (a-b)	10.1	23.7	-	14.2	-	68.0	45.6	49.1%
Profit after tax	545.6	36.2	-	24.9	-	120.5	115.8	4.0%

Note – Financial results of Housing finance business have been disclosed as discontinued operations in the financial results in accordance with Ind-AS 105 -

Consolidated Balance Sheet incl. Discontinued Operations

Equity & Liabilities (₹ in crs)	Jun'25	Mar'25*	Jun'24
Financial Liabilities			
Trade payables	0.0	0.1	4.9
Debt Securities	4,028.3	3,792.2	3,588.9
Borrowings other than debt securities	2,818.2	3,124.3	2,582.2
Other financial liabilities	477.3	403.0	436.4
Total financial liabilities	7,323.9	7,319.6	6,612.4
Non- Financial Liabilities			
Current tax liabilities (net)	166.3	0.0	0.0
Provisions	10.3	9.0	6.3
Deferred tax liabilities (Net)	0.0	0.0	0.0
Other non - financial liabilities	6.5	7.5	4.8
Liabilities for assets held for sale	0.0	2,284.5	0.0
Total Non-Financial Liabilities	183.0	2,300.9	11.2
Equity			
Equity share capital	136.7	136.1	136.1
Other equity	3,843.1	3,499.3	3,029.3
Total Equity	3,979.8	3,635.4	3,165.4
Total Liabilities & Equity	11,486.7	13,255.9	9,788.9

Assets (₹ in crs)	Jun'25	Mar'25*	Jun'24
Financial Assets			
Cash and cash equivalents	71.7	96.1	79.0
Bank balance other than cash & cash equivalent	325.6	326.4	287.5
Loans	7,081.5	7,216.5	6,731.6
Investments	1,474.0	1,818.2	1,687.1
Other financial assets	1,806.7	121.0	225.9
Total Financial Assets	10,759.6	9,578.2	9,011.1
Non-Financial Assets			
Current tax assets (Net)	11.7	11.4	38.5
Deferred tax assets (Net)	316.7	316.8	316.5
Property, plant and equipment	57.4	59.6	58.7
Assets held for sale	7.0	13.0	13.0
Goodwill	300.2	300.2	300.2
Intangible assets	7.5	5.4	9.9
Other non-financial assets	26.6	29.2	41.0
Non-current assets held for sale	0.0	2,942.2	0.0
Total Non-Financial Assets	727.1	3,677.7	777.8
Total Assets	11,486.7	13,255.9	9,788.9

* The assets and liabilities of IHFPL has been disclosed as "Non-current asset held for sale", "Liabilities for assets held for sale" and discontinued operations in the financial results in accordance with Ind-AS 105 - Non-current Assets Held for Sale and Discontinued Operations



Ownership Structure and Management Team

Experienced Management Team - IndoStar



Randhir Singh

Whole-Time Director and Executive Vice Chairman - ICF

- He is a seasoned financial leader with over 30 years of experience in Lending Businesses, Debt Capital Markets, Treasury, Risk Management and Banking Operations.
- In his last assignment he was Jt. CEO and Co-Founder APAC Financial Services Pvt. Ltd. He has previously worked with Citibank, Deutsche bank and Edelweiss.



Jayesh Jain

Chief Financial Officer - ICF

- He is a Chartered Accountant and has also completed certificate courses in information systems and security—DISA, CISA, and CISM. In addition, he has attended executive management programs at Harvard, Wharton, and the National University of Singapore (NUS).
- He brings over 25 years of leadership experience in the Housing Finance and NBFC sectors. He has successfully led initiatives across financial strategy, business reengineering, cost optimization, IPOs, mergers and acquisitions, fundraising (both debt and equity), regulatory compliance, internal audits, financial reporting, taxation, technology integration, and finance transformation.



Nitin Ramesh Gyanchandani

Chief Risk Officer

- He is a qualified Chartered Accountant and has over 21 years of experience in the Banking and Financial Services and has a rich experience in managing Corporate Banking and Credit Underwriting & analysis.
- He has also handled a wide range of financial products including commercial vehicle loans, construction equipment loan, healthcare and Auto Loans etc.
- He has worked across Risk Management, Credit Underwriting & Analysis, Healthcare, and Auto. He was previously associated with premier financial organizations in the BFSI space including ICICI Bank Ltd and PricewaterhouseCoopers.



Shikha Jain

Company Secretary and Compliance Officer - ICF

- She is a Commerce Graduate and a qualified Company Secretary from the Institute of Company Secretaries of India
- She has experience in working under secretarial department of Public and Private Limited Companies. She has worked with IIFL Wealth Finance Limited and Anand Rath Group prior to joining IndoStar

Esteemed Board of Directors



Bobby Parikh

Non-Executive Independent Director

- He has nearly three decades of experience in financial services industry/reorganizations
- His area of focus is providing tax and regulatory advice in relation to transactions and other forms of business reorganizations
- He is a qualified Chartered Accountant from the ICAI and holds a Bachelor of Commerce degree from the University of Mumbai



Naina Krishna Murthy

Chairman and Non-Executive Independent Director

- She has more than two decades of experience in the legal sector. She is the Founder and Managing Partner of Krishnamurthy & Company
- Over the years, Mrs. Murthy has built a strong reputation in corporate commercial law, specifically in the areas of M&As, JVs, collaborations and PE/VC investments
- She holds a degree in Law, with a B.A. and LLB (Hons) from National Law School, Bangalore



Hemant Kaul

Non-Executive Independent Director

- He has vast experience as an independent management consultant, having worked with private equity firms to evaluate investments in the financial sector
- He holds a Bachelor's degree in Science and a Master's degree in Business Administration from Rajasthan University

Esteemed Board of Directors



Dhanpal Jhaveri

Non-Executive Director

- He has over two decades of experience in investments, strategy, M&A and investment banking. Currently, he is a Managing Partner at the Everstone Group
- He holds a degree in Bachelor of Commerce from the University of Mumbai and an MBA from Babson College, USA



Aditya Joshi

Non-Executive Director

- He is a Managing Partner at Brookfield, responsible for the firm's Private Equity business in India & Middle-East
- Prior to Brookfield, he was a Principal at Apax Partners and previously worked at Blackstone and Morgan Stanley in India
- He holds an MBA from The Wharton School, University of Pennsylvania, a bachelor's degree in accounting and finance from the University of Pune and is a CA and member of the ICAI



Sujatha Mohan

Non-Executive Director

- She is the founder of Pharus Consulting LLP, supporting BFSI organizations with digital, business, and execution strategies from a practitioner's perspective, and is recognized for driving strategic and transformative initiatives.
- Her areas of specialization include core banking, core modernization, API Strategy, Digital Transformation & Payments. She is also a Wharton Alumnus



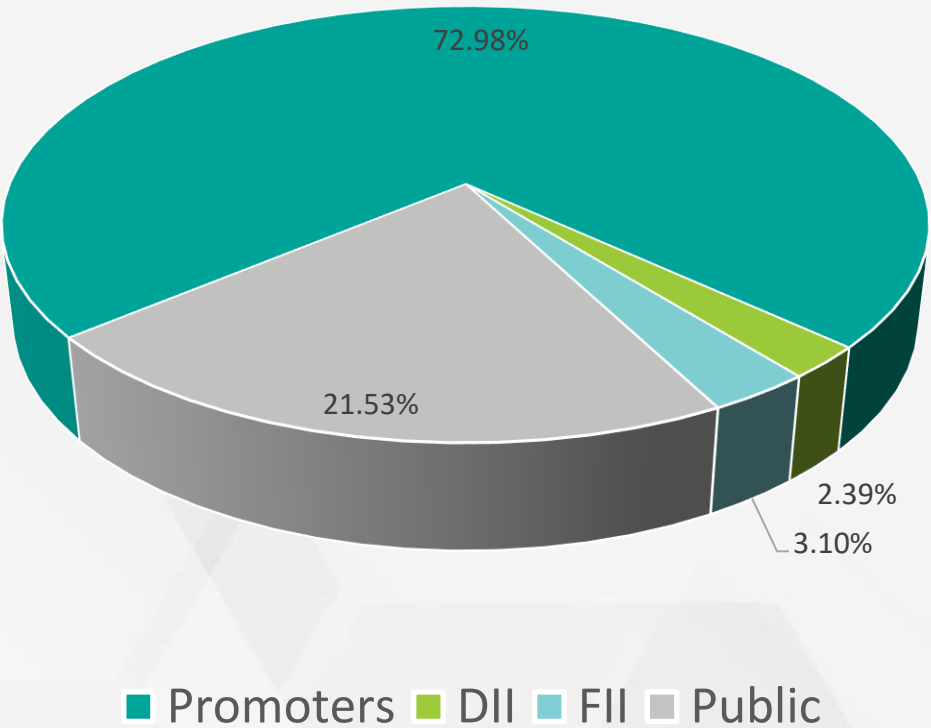
Devdutt Marathe

Non-Executive Director

- He is Senior Vice President – Private Equity at Brookfield Asset Management and has over 13 years' experience in private equity and financial services
- He is a B.Tech. and M.S. in Electrical Engineering from IIT Madras and Caltech, and PGDM (MBA) from IIM Ahmedabad

Large Global Private Equity Parentage – June 25

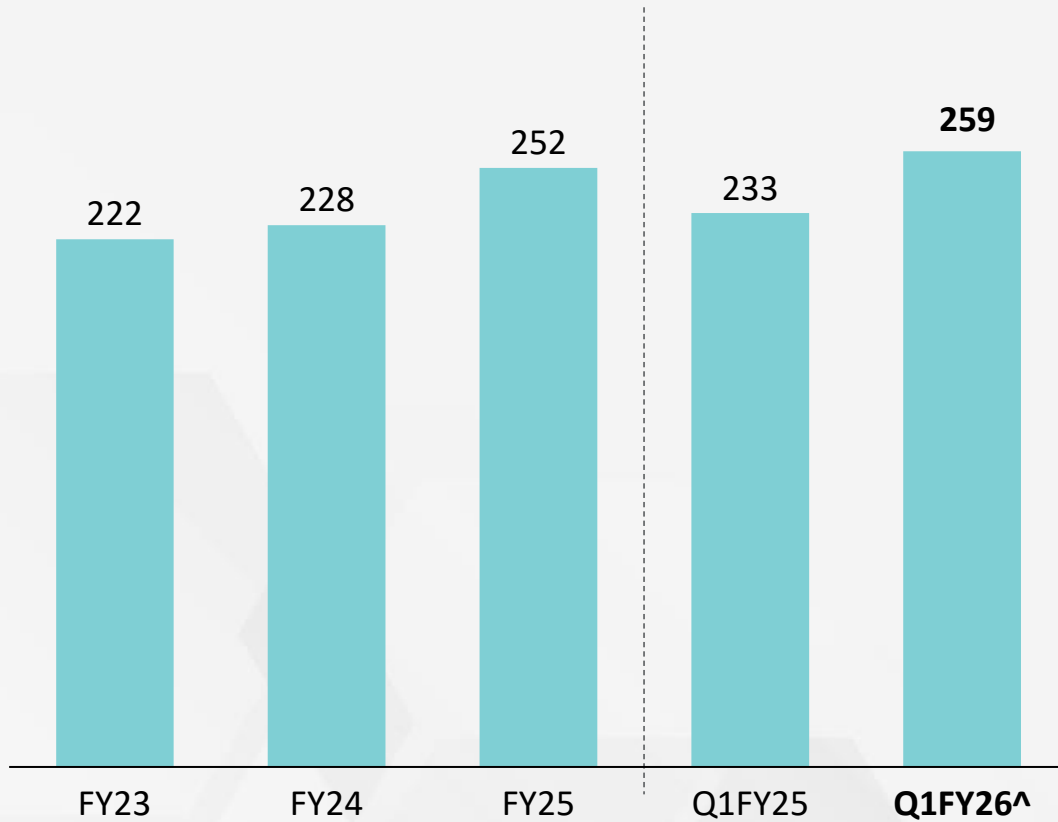
Shareholding Pattern (As on June 2025)



Shareholders (holding more than 1%)	%
Promoters	72.98
BCP V Multiple Holdings Pte Ltd (Brookfield)	55.96
IndoStar Capital	17.02
Domestic Institutional Investors	2.39
ICICI Prudential Life Insurance Company Limited	1.33
Foreign Institutional Investors	3.10
Cohesion Mk Best Ideas Sub-Trust	2.38
Public Individual Investors	21.53
Madhuri Madhusudan Kela	2.47

Shareholder's return

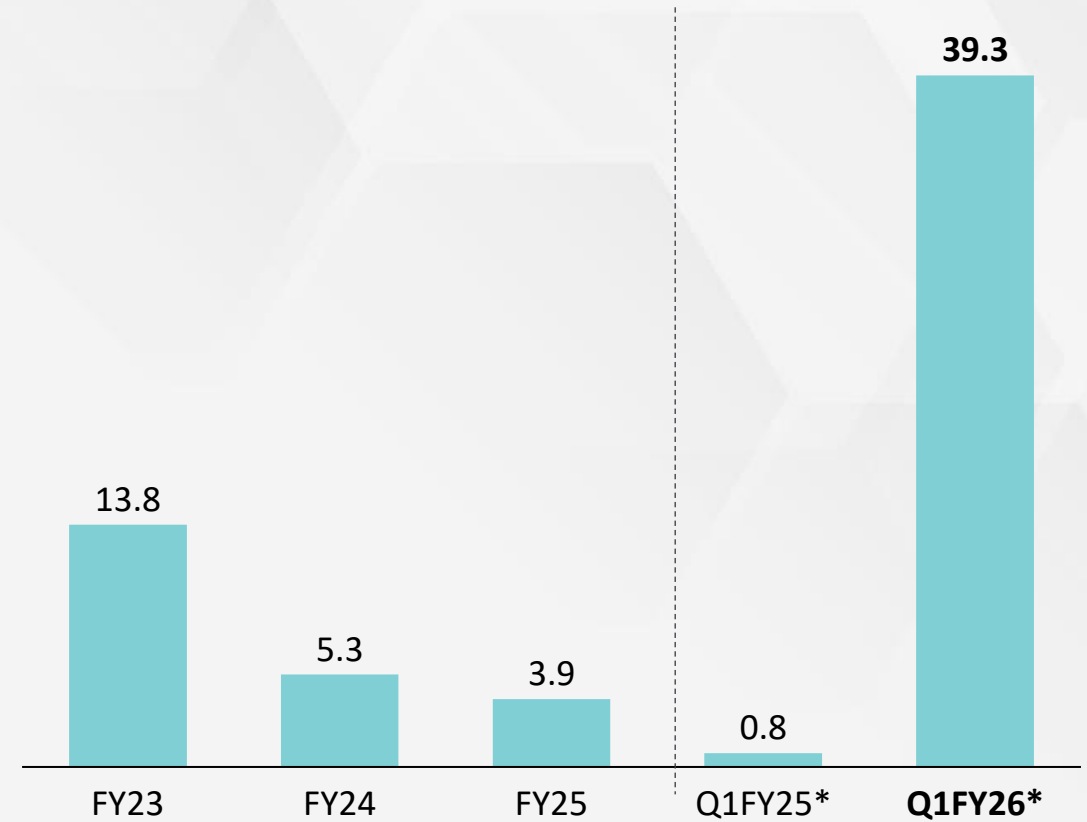
Book value per share



^ after considering one-off gain on HFC sale and dilution impact of warrants issued to Brookfield & Florintree

Without considering the dilution impact book value per share would be ₹ 291.

Earnings per share



* Not annualised

COMPANY



Indostar Capital Finance Limited

CIN: L65100MH2009PLC268160

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Website: www.indostarcapital.com

INVESTOR RELATIONS ADVISORS



MUFG Intime India Private Limited

A part of MUFG Corporate Markets, a division of MUFG Pension & Market Services

Mr. Nikunj Jain | Ms. Mamta Nehra

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Meeting Request

Link



Thank You

