

October 30, 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, 5<sup>th</sup> Floor, Plot C/1, G Block,

Bandra - Kurla Complex, Bandra (E), Mumbai 400 051.

NSE Symbol: IIFL

<u>Subject: Press Release and Presentation on Unaudited Financial Results for the quarter and half</u> year ended September 30, 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 Unaudited Financial Results of the Company for the quarter and half year ended September 30, 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

#### Annexure 1



#### **IIFL Finance Limited**

Press Release For immediate publication Mumbai, India Oct 30, 2025

#### **IIFL Finance Q2FY26 Results update**

Strong rebound continues with PAT at Rs. 418 Cr, up 52% q-o-q; Gold loans growth momentum strong, closing at Rs. 34,577 Cr recording y-o-y growth of 220%

For the quarter ended Sept 30, 2025, IIFL Finance reported a consolidated profit after tax of Rs. 418 Cr (pre non-controlling interest) up 52% q-o-q. The company's consolidated AUM rose 7% q-o-q to ₹90,122 Cr, reflecting steady growth driven by strong growth momentum in gold loans business.

#### **Key Highlights**

- ➤ **Gold Loans:** Fully normalized post-embargo (Sep 2024); AUM at record high, yields rising, > 98 % customer retention
- Asset Quality: Stage 2/3 trending down; PCR 93 %
- > Portfolio Re-set: Exited unsecured MSME, micro-LAP & high-risk MFI geographies
- Financial Strength: ROA 1.9 % | ROE 9.8 % | CRAR (Consolidated, Computed) 28.2 % | Liquidity ₹ 8,170 Cr | PAT ₹ 692 Cr (H1)
- > Growth Focus: Collateral-backed retail lending Gold, MSME Secured & Home Finance
- Operating Model: AI-led risk and governance systems; phygital reach of ~ 4,800 branches
- Fitch Ratings affirmed the rating at 'B+' and revised the outlook on IIFL Finance's Long term Issuer Default Rating from Stable to Positive

#### Mr. Nirmal Jain, Founder & Managing Director, IIFL Finance said:

"The past year has been a true test of our resilience and an affirmation of our core strengths. We faced challenges with complete transparency and used them as an opportunity to fortify every pillar of governance, compliance, and customer trust. Today, with risks well-contained, a stronger balance sheet, and renewed operational momentum, IIFL Finance stands poised at the cusp of a new growth cycle. The recent quarterly results reflect that this momentum is translating into strong operating performance. Our unwavering focus on collateral-backed retail lending, technology enablement, and execution excellence will continue to drive sustainable value creation for all stakeholders."



#### **Business Segment Performance**

- Home Loans: AUM grew 10% YoY to ₹32,034 Cr but was flat QoQ; business is steady and on track to deliver as per plan
- Gold Loans: AUM surged 220% YoY and 27% QoQ to ₹34,577 Cr, demonstrating a strong momentum supported by healthy tonnage growth and stable asset quality
- MSME Loans: AUM was in line with YoY to ₹13,474 Cr but was down 3% QoQ, owing to strategic re-calibration towards low risk secured lending and pullback from unsecured lending
- Microfinance: AUM stood at ₹8,362 Cr, down 26% YoY and 6% QoQ, impacted by macroeconomic pressures in unsecured lending

#### Mr. Kapish Jain, Group Chief Financial Officer, IIFL Finance said:

"Our strong rebound both in topline and bottom line continues in the current quarter as well. With strategic focus on increasing share of secured assets we recorded all time highest AUM of ₹90,122 Cr led by Gold and home loans which together account for 74% of the total AUM with stable asset quality, low LTV and healthy yields. Our strong partnership with banks has been reaping good results with share of off book touching 34% of the total AUM."

#### Mr. Girish Kousgi joins IIFL Home Finance as Managing Director and Chief Executive Officer (CEO)

Mr. Kousgi is a seasoned leader in the financial sector with nearly three decades of diverse experience across banking and finance. He has deep understanding of managing assets and liabilities and expertise in mortgage, retail lending, SME and Agri business. He has dealt with broad suite of financial products like home loans, business loans, LAP, personal loans, mortgages, deposits, retail, rural products, etc. and consistently demonstrated strategic acumen in managing sales, product development, credit underwriting, risk, and operations. The marks a strategic step in strengthening IIFL Home Finance's leadership structure.

#### **Revision in Outlook from Stable to Positive by Fitch Ratings**

Fitch Ratings has affirmed IIFL Finance Limited's Long-Term Issuer Default Rating ("IDR") at 'B+' and has revised the Outlook from Stable to Positive on IDR. Further, Fitch has also affirmed the rating on Senior Secured Debt at 'B+' with a Recovery Rating of 'RR4'. In addition, Global Medium-Note programme rating has been affirmed at 'B+'.



| Rs Crore                                      | Quarter ended<br>Sep 30, 2025 | Quarter ended<br>Sep 30, 2024 | Y-o-Y    | Quarter ended<br>Jun 30, 2025 | Q-o-Q    |
|---|-------------------------------|-------------------------------|----------|-------------------------------|----------|
| Loan AUM                                      | 90,122                        | 66,964                        | 35%      | 83,889                        | 7%       |
| Pre-provision operating profit*               | 1,032.5                       | 747.5                         | 38%      | 836.1                         | 23%      |
| Profit before tax (pre-<br>exceptional items) | 556.7                         | 446.8                         | 25%      | 356.3                         | 56%      |
| Profit after tax (pre-NCI <sup>1</sup> )      | 417.9                         | (93.1)                        | -        | 274.2                         | 52%      |
| Return on assets                              | 2.2%                          | (0.7%)                        | -        | 1.6%                          | 67 bps   |
| Return on equity                              | 11.9%                         | (5.2%)                        | -        | 7.6%                          | 427 bps  |
| GNPA  | 2.1%                          | 2.4%                          | (22 bps) | 2.3%                          | (21 bps) |
| NNPA  | 1.0%                          | 1.1%                          | (4 bps)  | 1.1%                          | (11 bps) |

<sup>\*</sup>excluding net gain/(loss) on fair value changes

<sup>&</sup>lt;sup>1</sup>NCI is Non-controlling interest



#### **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 4,780 branches and a customer base of over 4.6 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 Sept 30, 2025, are available under the 'Financials' section on our website <a href="https://www.iifl.com">www.iifl.com</a>.

#### **Investor & Media Contact:**

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**Investor Relations** 

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#### **Annexure 2**









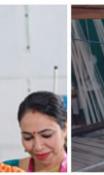


















Bloomberg: IIFL IN October 30, 2025

### **Performance review**

Quarter ended Sept, 2025 (Q2FY26)



| Key Highlights                          | 3 - 14  |
|---|---------|
| IIFL Finance Standalone – Q2FY26 update | 15 – 20 |
| IIFL Home Finance – Q2FY26 update       | 21 – 26 |
| IIFL Samasta Finance – Q2FY26 update    | 27 - 32 |
| Corporate Information                   | 33 - 48 |



## **KEY HIGHLIGHTS**













| ₹ Cr             | Q2FY26 | Q-o-Q    |
|------------------|--------|----------|
| Loan AUM         | 90,122 | 7.4%     |
| Gross NPA %      | 2.1%   | (21 bps) |
| Net NPA %        | 1.0%   | (11 bps) |
| PAT (pre NCI)    | 417.9  | 52.4%    |
| Cost to Income % | 45.2%  | (5.9%)   |
| Opex to AUM %    | 4.0%   | 0.2%     |
| Disbursement     | 23,475 | 21.9%    |

- ➤ **Gold Loans:** Fully normalized post-embargo (Sep 2024); AUM at record high, yields rising, > 98 % customer retention
- > **Asset Quality:** Stage 2/3 trending down; PCR 93 %
- ➤ **Portfolio Re-set:** Exited unsecured MSME, micro-LAP & high-risk MFI geographies
- Financial Strength: ROA 1.9 % | ROE 9.8 % | CRAR 28.2 % | Liquidity ₹ 8,170 Cr | Net Gearing 3.6x | PAT ₹ 692 Cr (H1)
- ➤ **Growth Focus:** Collateral-backed retail lending Gold, MSME Secured & Home Finance
- Operating Model: AI-led risk and governance systems; phygital reach of ~ 4,800 branches catering 4.6 Mn customers
- Fitch Ratings affirmed the rating at 'B+' and revised the outlook on IIFL Finance's Long term Issuer Default Rating from Stable to Positive



| ₹ Cr                    | Q2FY26   | Q1FY26            | Q-o-Q     | Q2FY25  | Y-o-Y    | H1FY26           | H1FY25  | Y-o-Y  |
|-------------------------|----------|-------------------|-----------|---------|----------|------------------|---------|--------|
| Loan AUM                | 90,122   | 83,889            | 7%        | 66,964  | 35%      | 90,122           | 66,964  | 35%    |
| IIFL Finance Standalone | 40,450   | 33,605            | 20%       | 17,382  | 133%     | 40,450           | 17,382  | 133%   |
| IIFL Home Finance       | 40,023   | 40,111            | (0%)      | 37,098  | 8%       | 40,023           | 37,098  | 8%     |
| IIFL Samasta Finance    | 9,650    | 10,173            | (5%)      | 12,483  | (23%)    | 9,650            | 12,483  | (23%)  |
| PPOP <sup>1</sup>       | 1,032.5  | 836.1             | 23%       | 747.5   | 38%      | 1,868.6          | 1,387.2 | 35%    |
| IIFL Finance Standalone | 481.6    | 345.6             | 39%       | 69.8    | 590%     | 827.2            | 94.1    | 779%   |
| IIFL Home Finance       | 402.1    | 368.3             | 9%        | 449.3   | (11%)    | 770.4            | 815.3   | (6%)   |
| IIFL Samasta Finance    | 148.5    | 121.9             | 22%       | 227.9   | (35%)    | 270.4            | 477.2   | (43%)  |
| PAT (pre NCI¹)          | 417.9    | 274.2             | 52%       | (93.1)  | (549%)   | 692.1            | 245.1   | 182%   |
| IIFL Finance Standalone | 210.7    | 132.8             | 59%       | (441.3) | (148%)   | 343.5            | (463.9) | (174%) |
| IIFL Home Finance       | 203.9    | 201.3             | 1%        | 312.7   | (35%)    | 405.2            | 553.4   | (27%)  |
| IIFL Samasta Finance    | 2.9      | (60.8)            | (105%)    | 34.2    | (92%)    | (57.9)           | 153.5   | (138%) |
| ROE <sup>2</sup> ROA    | Net gear | ring <sup>3</sup> | Liquidity | В       | asic EPS | BVPS<br>(₹2 paid |         |        |

₹ 8,170 Cr

₹ 14.3

Note: (All figures unless specified is for H1FY26)

9.8%

3.6x

1.9%

(₹2 paid up)

₹297.1

PPOP: Pre-provision Operating Profit, excluding gain/(loss) on fair value changes; NCI: Non-Controlling Interest

Return on Equity is calculated on Profit after tax post Non-Controlling Interest for H1FY26.

Net gearing is calculated after reducing free cash/liquid assets and securitized assets from the gross debt as per Ind AS accounting

Difference in PPOP and PAT at Consolidated level is on account of inter-company adjustments



## IIFL Finance (Consolidated): Q2FY26 and H1FY26 Results

| ₹ Cr   | Q2FY26    | Q1FY26    | Q-o-Q | Q2FY25  | Y-o-Y  | H1FY26    | H1FY25    | Y-o-Y |
|--|-----------|-----------|-------|---------|--------|-----------|-----------|-------|
| Interest income                              | 2,447.0   | 2,265.2   | 8%    | 1,974.4 | 24%    | 4,712.2   | 4,021.0   | 17%   |
| Interest expense                             | (1,381.9) | (1,288.8) | 7%    | (962.9) | 44%    | (2,670.7) | (2,004.5) | 33%   |
| Net interest income                          | 1,065.1   | 976.5     | 9%    | 1,011.5 | 5%     | 2,041.5   | 2,016.5   | 1%    |
| Non-fund based income                        | 837.7     | 661.4     | 27%   | 468.9   | 79%    | 1,499.1   | 849.8     | 76%   |
| Total income                                 | 1,902.7   | 1,637.9   | 16%   | 1,480.4 | 29%    | 3,540.6   | 2,866.2   | 24%   |
| Operating expense                            | (870.2)   | (801.7)   | 9%    | (732.9) | 19%    | (1,671.9) | (1,479.0) | 13%   |
| Pre provision operating profit               | 1,032.5   | 836.1     | 23%   | 747.5   | 38%    | 1,868.6   | 1,387.2   | 35%   |
| Loan losses & provision                      | (500.3)   | (512.5)   | (2%)  | (406.3) | 23%    | (1,012.8) | (657.9)   | 54%   |
| Net gain/(loss) on fair value changes        | 24.5      | 32.6      | (25%) | 105.7   | (77%)  | 57.2      | 153.6     | (63%) |
| PBT (before exceptional items)               | 556.7     | 356.3     | 56%   | 446.8   | 25%    | 913.0     | 883.0     | 3%    |
| Exceptional items                            | -         | -         | -     | (586.5) | -      | -         | (586.5)   | -     |
| PBT (after exceptional items)                | 556.7     | 356.3     | 56%   | (139.7) | (499%) | 913.0     | 296.5     | 208%  |
| Profit after tax (pre NCI)                   | 417.9     | 274.2     | 52%   | (93.1)  | (549%) | 692.1     | 245.1     | 182%  |
| Minority Interest                            | (41.6)    | (40.8)    | 2%    | (64.6)  | (36%)  | (82.4)    | (114.7)   | (28%) |
| Profit after tax (post NCI)                  | 376.3     | 233.4     | 61%   | (157.7) | 339%   | 609.7     | 130.4     | 368%  |
| Total comprehensive income (post NCI)        | 372.2     | 224.9     | 65%   | (163.8) | 327%   | 597.1     | 124.0     | 382%  |
| Book value per share (₹)                     | 297.1     | 291.6     | 2%    | 279.7   | 6%     | 297.1     | 279.7     | 6%    |
| Earnings per share (₹ basic, not annualized) | 8.9       | 5.5       | 61%   | (3.7)   | (338%) | 14.3      | 3.2       | 352%  |





| ₹ Cr                                      | Q2FY26    | Q1FY26    | Q-o-Q | Q2FY25  | Y-o-Y | H1FY26                                | H1FY25    | Y-o-Y |
|---|-----------|-----------|-------|---------|-------|---------------------------------------|-----------|-------|
| Loan Book (Ind AS Balance sheet)          | 59,668    | 57,263    | 4%    | 44,527  | 34%   | 59,668                                | 44,527    | 34%   |
| Assigned assets                           | 18,607    | 15,061    | 24%   | 13,948  | 33%   | 18,607                                | 13,948    | 33%   |
| Co-lending book                           | 11,848    | 11,565    | 2%    | 8,489   | 40%   | 11,848                                | 8,489     | 40%   |
| Loan Assets under management              | 90,122    | 83,889    | 7%    | 66,964  | 35%   | 90,122                                | 66,964    | 35%   |
|   |           |           |       |         |       |                                       |           |       |
| Interest income                           | 2,447.0   | 2,265.2   | 8%    | 1,974.4 | 24%   | 4,712.2                               | 4,021.0   | 17%   |
| Interest expense                          | (1,381.9) | (1,288.8) | 7%    | (962.9) | 44%   | (2,670.7)                             | (2,004.5) | 33%   |
| NII at Ind AS balance sheet loan book (A) | 1,065.1   | 976.5     | 9%    | 1,011.5 | 5%    | 2,041.5                               | 2,016.5   | 1%    |
| Income from Assigned Assets               | 586.6     | 408.9     | 43%   | 201.9   | 191%  | 995.5                                 | 290.3     | 243%  |
| Income from Co lending Assets             | 160.7     | 151.1     | 6%    | 140.0   | 15%   | 311.8                                 | 336.6     | (7%)  |
| Other Income                              | 90.3      | 101.4     | (11%) | 127.1   | (29%) | 191.7                                 | 222.9     | (14%) |
| Non-fund based income (B)                 | 837.7     | 661.4     | 27%   | 468.9   | 79%   | 1,499.1                               | 849.8     | 76%   |
| Total Income (A)+(B)                      | 1,902.7   | 1,637.9   | 16%   | 1,480.4 | 29%   | 3,540.6                               | 2,866.2   | 24%   |
|   |           |           |       |         |       | · · · · · · · · · · · · · · · · · · · |           |       |
| Fund based income                         | 56%       | 60%       |       | 68%     |       | 58%                                   | 70%       |       |
| Non-fund based income                     | 44%       | 40%       |       | 32%     |       | 42%                                   | 30%       |       |

2. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period

<sup>1.</sup> Co-lending includes Business Correspondence and Co-origination



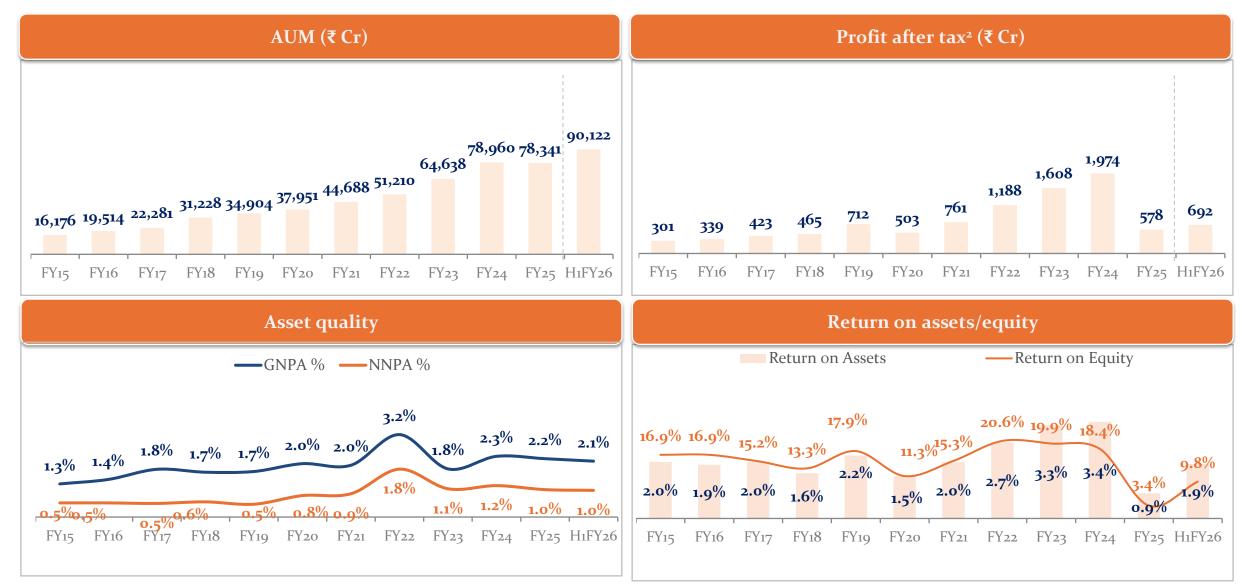
## Consolidated balance sheet as at September 30, 2025

| ASSETS (₹ Cr) |                                     |        |  |  |  |  |  |  |
|---------------|-------------------------------------|--------|--|--|--|--|--|--|
| 1             | Financial Assets                    |        |  |  |  |  |  |  |
| (a)           | Cash and Bank Balances              | 5,594  |  |  |  |  |  |  |
| (b)           | Receivables                         | 92     |  |  |  |  |  |  |
| (c)           | Loan Assets                         | 60,151 |  |  |  |  |  |  |
| (d)           | Investments                         | 5,711  |  |  |  |  |  |  |
| (e)           | Other financial assets              | 2,023  |  |  |  |  |  |  |
|               |                                     |        |  |  |  |  |  |  |
|               | Total Financial Assets (A)          | 73,570 |  |  |  |  |  |  |
|               |                                     |        |  |  |  |  |  |  |
| 2             | Non-Financial Assets                |        |  |  |  |  |  |  |
| (a)           | Current & Deferred tax assets (Net) | 604    |  |  |  |  |  |  |
| (b)           | Property, Plant and Equipment etc.  | 1,510  |  |  |  |  |  |  |
| (c)           | Other non-financial assets          | 329    |  |  |  |  |  |  |
|               | Total Non-Financial Assets (B)      | 2,443  |  |  |  |  |  |  |
|               |                                     |        |  |  |  |  |  |  |
|               |                                     |        |  |  |  |  |  |  |
| Total.        | Total Assets (A)+(B) 76,012         |        |  |  |  |  |  |  |

| 1   | Financial Liabilities                        |        |
|-----|--|--------|
| (a) | Payables                                     | 265    |
| (b) | Borrowings                                   |        |
|     | - Debt Securities                            | 19,655 |
|     | - Borrowings (Other than Debt<br>Securities) | 34,20  |
|     | - Subordinated Liabilities                   | 4,356  |
| (c) | Other financial liabilities                  | 2,554  |
|     | Total Financial Liabilities (A)              | 61,030 |
| 2   | Non-Financial Liabilities (B)                | 35     |
| 3   | Equity                                       |        |
| (a) | Equity share capital                         | 8      |
| (b) | Other Equity                                 | 12,88  |
|     | Shareholder's Equity (C)                     | 12,970 |
|     | Non Controlling Interest (D)                 | 1,662  |

## IIFL Finance (Consolidated): Key highlights





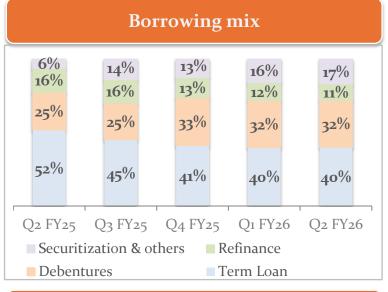
Note: 1. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period

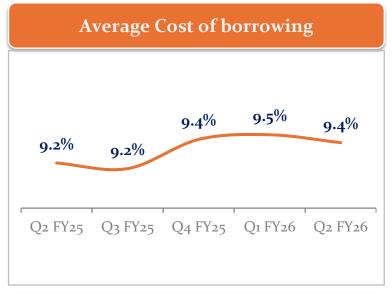
2. Interest Spread is calculated using End of period portfolio yield and COF

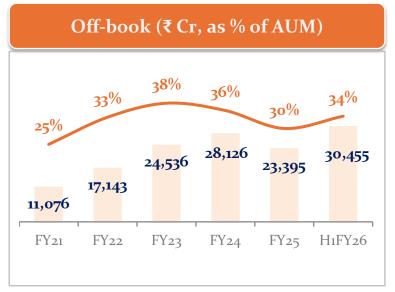
## IIFL Finance (Consolidated): Funding mix

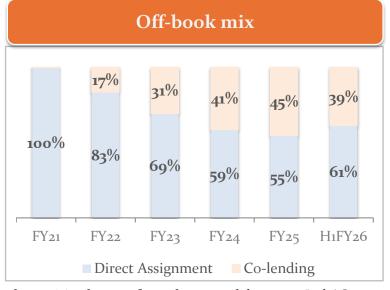


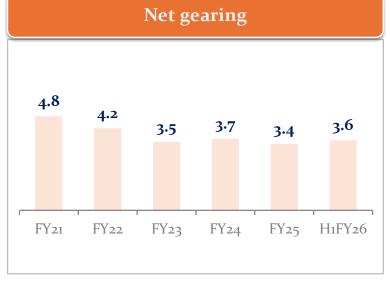












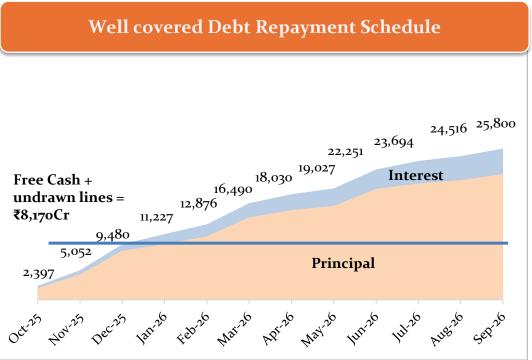
- 1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting
- 2. Co-lending includes Business Correspondence and Co-origination
- 3. Borrowings is without IND AS adjustment and includes accrued interest



# Adequate liquidity, well covered to meet obligations and sustain growth

(₹ Cr)







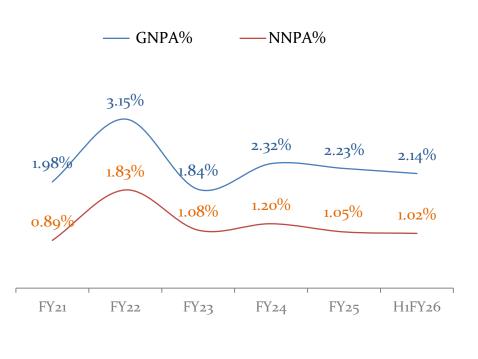
# Over the last 5 years, we have made strategic shifts to focus on providing retail, secured credit to small businesses and homes

| Loan AUM (₹ Cr)                    | FY21   | Q2FY26 | Mix%<br>FY21 | Mix%<br>Q2FY26 | Q2FY26 | Q1FY26 | Q2FY25 | QoQ % | YoY % | Yield  |
|------------------------------------|--------|--------|--------------|----------------|--------|--------|--------|-------|-------|--------|
| Home Loan                          | 14,439 | 32,034 | 32%          | 36%            | 32,034 | 32,017 | 29,116 | 0%    | 10%   | 10.75% |
| Gold Loan                          | 13,149 | 34,577 | 29%          | 38%            | 34,577 | 27,274 | 10,797 | 27%   | 220%  | 18.56% |
| MSME loan                          | 7,101  | 13,474 | 16%          | 15%            | 13,474 | 13,939 | 13,455 | (3%)  | 0%    | 18.50% |
| a) MSME Secured                    | 5,597  | 8,999  | 13%          | 10%            | 8,999  | 8,978  | 8,544  | 0%    | 5%    | 17.89% |
| - Micro LAP                        | -      | 2,018  | -            | 2%             | 2,018  | 2,298  | 2,714  | (12%) | (26%) | 24.00% |
| - Other LAP                        | 5,597  | 6,981  | 13%          | 8%             | 6,981  | 6,680  | 5,830  | 4%    | 20%   | 16.12% |
| b) MSME Unsecured                  | 1,504  | 3,934  | 3%           | 4%             | 3,934  | 4,178  | 4,306  | (6%)  | (9%)  | 20.51% |
| - Digital (discontinued)           | 1,504  | 1,785  | 3%           | 2%             | 1,785  | 2,074  | 2,791  | (14%) | (36%) | 23.75% |
| - Unsecured business loans         | -      | 2,149  | -            | 2%             | 2,149  | 2,104  | 1,515  | 2%    | 42%   | 17.82% |
| c) Supply chain finance            | -      | 541    | 0%           | 1%             | 541    | 783    | 605    | (31%) | (10%) | 13.94% |
| Microfinance                       | 4,738  | 8,362  | 11%          | 9%             | 8,362  | 8,916  | 11,311 | (6%)  | (26%) | 24.33% |
| Core Business                      | 39,427 | 88,447 | 88%          | 98%            | 88,447 | 82,145 | 64,678 | 8%    | 37%   | 16.27% |
| Construction & Real Estate Finance | 4,235  | 942    | 10%          | 1%             | 942    | 885    | 1,440  | 6%    | (35%) | 15.64% |
| Capital market finance             | 663    | 613    | 1%           | 1%             | 613    | 686    | 379    | (11%) | 62%   | 12.02% |
| Personal loan                      | 364    | 121    | 1%           | 0%             | 121    | 172    | 467    | (30%) | (74%) | 24.24% |
| Total                              | 44,688 | 90,122 |              |                | 90,122 | 83,889 | 66,964 | 7%    | 35%   | 16.24% |



## NPAs impacted by macro trends in microfinance, unsecured lending and small-ticket LAP

| GNPA %   | Q2FY26 | Q1FY26 | QoQ     | Q2FY25 | YoY     |  |
|--|--------|--------|---------|--------|---------|--|
| Home Loan  | 1.40%  | 1.74%  | (0.34%) | 1.25%  | 0.15%   |  |
| Gold Loan  | 0.12%  | 0.18%  | (0.07%) | 2.40%  | (2.28%) |  |
| MSME Loan  | 5.93%  | 5.42%  | 0.52%   | 3.10%  | 2.84%   |  |
| a) MSME Secured  | 5.25%  | 4.77%  | 0.48%   | 3.52%  | 1.74%   |  |
| - Micro LAP (discontinued)                                 | 20.45% | 14.86% | 5.59%   | 5.81%  | 14.64%  |  |
| - Other LAP  | 2.20%  | 1.75%  | 0.45%   | 2.06%  | 0.13%   |  |
| b) MSME Unsecured  | 7.51%  | 6.85%  | 0.66%   | 2.95%  | 4.56%   |  |
| <ul><li>- Digital/MFI sourced<br/>(discontinued)</li></ul> | 11.12% | 10.64% | 0.49%   | 3.86%  | 7.26%   |  |
| - Unsecured business loans                                 | 3.49%  | 1.72%  | 1.77%   | 0.51%  | 2.98%   |  |
| c) Supply Chain Finance                                    | 2.82%  | 2.68%  | 0.14%   | 0.40%  | 2.42%   |  |
| Microfinance   | 5.03%  | 4.68%  | 0.35%   | 3.43%  | 1.60%   |  |
| Core Business  | 2.12%  | 2.35%  | (0.23%) | 2.31%  | (0.19%) |  |
| CRE  | 2.96%  | 1.72%  | 1.25%   | 1.47%  | 1.49%   |  |
| Capital Market   | 0.00%  | 0.00%  | 0.00%   | 0.00%  | 0.00%   |  |
| Personal Loan  | 13.52% | 12.47% | 1.05%   | 10.92% | 2.60%   |  |
| Total  | 2.14%  | 2.34%  | (0.21%) | 2.35%  | (0.22%) |  |



Provision coverage at 93%

Note

<sup>1. ₹1,005</sup> Cr of MSME Secured sourced by IIFL Samasta and ₹257 Cr of Unsecured MSME sourced by IIFL Samasta is booked under sourcing arrangement in IIFL Finance





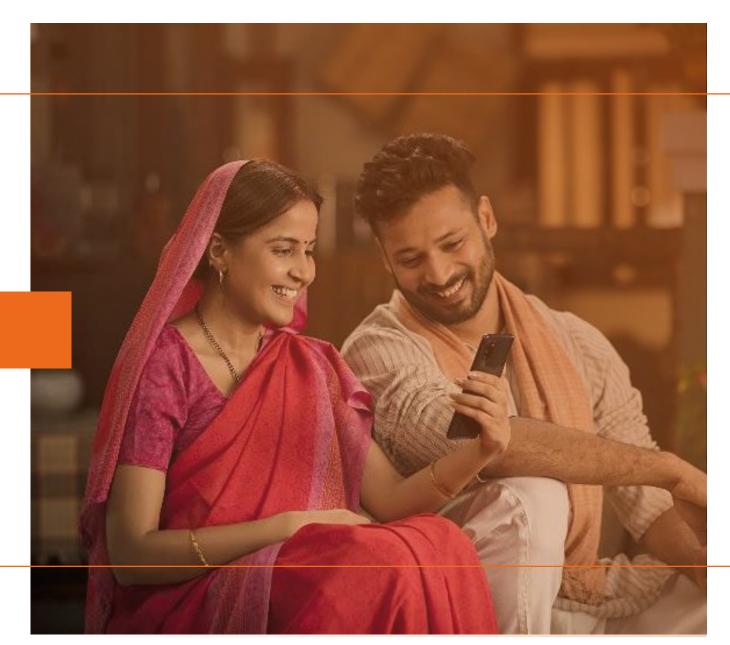
|                         | Sta   | Stage 1  |           | 2 Stage 3 |        | P       | rovision | %       | Provision     |               |
|-------------------------|-------|----------|-----------|-----------|--------|---------|----------|---------|---------------|---------------|
| Loan book (₹ Cr)        | o dpd | 1-30 dpd | 31-90 dpd | 90+ dpd   | Total  | Stage 1 | Stage 2  | Stage 3 | As per<br>RBI | As per<br>ECL |
| Home Loan               | 90.4% | 3.2%     | 4.9%      | 1.4%      | 20,309 | 0.4%    | 6.6%     | 33.6%   | 114           | 229           |
| Gold Loan               | 95.7% | 2.3%     | 1.9%      | 0.1%      | 21,171 | 0.6%    | 1.1%     | 42.9%   | 94            | 133           |
| MSME Loan               | 80.9% | 5.3%     | 7.8%      | 5.9%      | 9,974  | 0.6%    | 8.7%     | 50.8%   | 126           | 416           |
| a) MSME Secured         | 77.3% | 6.5%     | 11.0%     | 5.3%      | 5,833  | 0.8%    | 9.6%     | 32.8%   | 75            | 202           |
| b) MSME Unsecured       | 86.3% | 2.7%     | 3.5%      | 7.5%      | 3,599  | 0.1%    | 5.3%     | 70.1%   | 43            | 200           |
| c) Supply chain finance | 83.4% | 10.6%    | 3.2%      | 2.8%      | 541    | 0.5%    | 0.6%     | 70.6%   | 4             | 14            |
| Microfinance            | 91.6% | 1.4%     | 2.0%      | 5.0%      | 6,538  | 0.9%    | 22.6%    | 72.1%   | 141           | 322           |
| Core business           | 90.9% | 3.0%     | 4.0%      | 2.1%      | 57,992 | 0.5%    | 7.3%     | 52.3%   | 475           | 1,101         |
| CRE                     | 83.7% | 10.8%    | 2.6%      | 3.0%      | 942    | 0.6%    | 4.6%     | 51.6%   | 11            | 21            |
| Capital Market          | 99.7% | 0.3%     | 0.0%      | 0.0%      | 613    | 0.5%    | 0.0%     | 0.0%    | 2             | 3             |
| Personal Loan           | 72.9% | 7.1%     | 6.5%      | 13.5%     | 121    | 2.8%    | 22.5%    | 88.1%   | 2             | 19            |
| Total                   | 90.8% | 3.1%     | 3.9%      | 2.1%      | 59,668 | 0.5%    | 7.3%     | 52.8%   | 486           | 1,143         |

<sup>1.</sup> CRE: Construction & Real Estate Finance

<sup>2.</sup> Personal loan has been discontinued



IIFL FINANCE (STANDALONE)







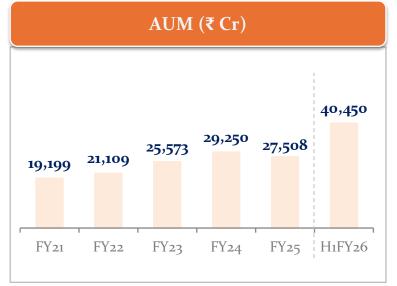
| ₹ Cr                                  | Q2FY26  | Q1FY26  | Q-o-Q | Q2FY25  | Y-o-Y  | H1FY26    | H1FY25  | <b>Y-o-Y</b> |
|---------------------------------------|---------|---------|-------|---------|--------|-----------|---------|--------------|
| Interest income                       | 1,256.6 | 1,079.4 | 16%   | 672.2   | 87%    | 2,336.0   | 1,342.9 | 74%          |
| Interest expense                      | (758.4) | (701.4) | 8%    | (387.1) | 96%    | (1,459.8) | (824.5) | 77%          |
| Net interest income                   | 498.2   | 378.0   | 32%   | 285.1   | 75%    | 876.2     | 518.3   | 69%          |
| Income from off-book assets           | 467.8   | 344.3   | 36%   | 67.0    | 599%   | 812.1     | 171.3   | 374%         |
| Other Income                          | 29.1    | 46.6    | (37%) | 51.3    | (43%)  | 75.7      | 93.0    | (19%)        |
| Total income                          | 995.2   | 768.9   | 29%   | 403.4   | 147%   | 1,764.0   | 782.6   | 125%         |
| Operating expense                     | (513.6) | (423.3) | 21%   | (333.6) | 54%    | (936.9)   | (688.5) | 36%          |
| Pre provision operating profit        | 481.6   | 345.6   | 39%   | 69.8    | 590%   | 827.2     | 94.1    | 779%         |
| Loan losses & provision               | (211.6) | (182.5) | 16%   | (154.7) | 37%    | (394.1)   | (242.1) | 63%          |
| Net gain/(loss) on fair value changes | 13.5    | 15.3    | (11%) | 80.7    | (83%)  | 28.8      | 112.6   | (74%)        |
| Profit before tax & exceptional items | 283.5   | 178.3   | 59%   | (4.3)   | -      | 461.9     | (35.4)  | -            |
| Exceptional items                     | -       | -       | -     | (586.5) | -      | -         | (586.5) | -            |
| Profit before tax                     | 283.5   | 178.3   | 59%   | (590.8) | -      | 461.9     | (621.9) | -            |
| Profit after tax                      | 210.7   | 132.8   | 59%   | (441.3) | (148%) | 343.5     | (463.9) | -            |

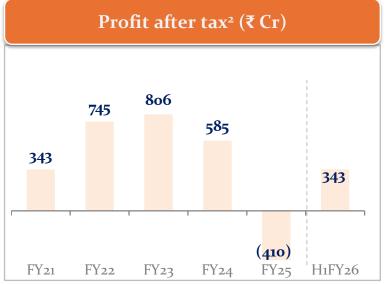
<sup>1.</sup> Figures have been regrouped as per IIFL Finance Consol Financials

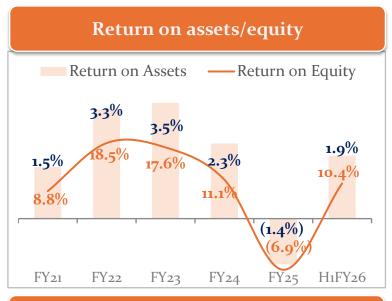
<sup>2.</sup> Previous period figures have been regrouped/ reclassified to make them comparable with those of current period

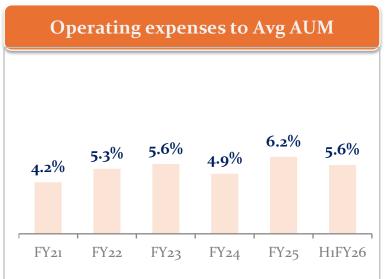
## IIFL Finance (Standalone): Key highlights

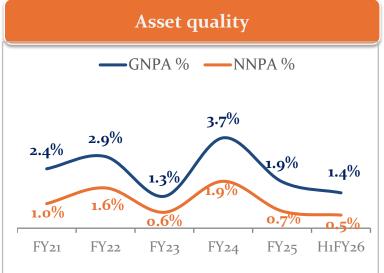


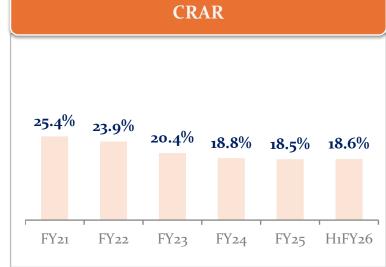












#### Note:

1. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period.





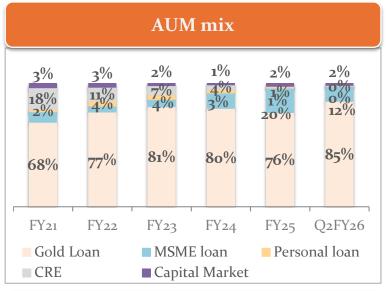
| Loan AUM (₹ Cr)         | FY21   | FY22   | FY23   | FY24   | FY25   | Q2FY25 | Q1FY26 | Q2FY26 | QoQ % | YoY % | Yield  | ATS<br>(₹ lakhs) |
|-------------------------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|------------------|
| Gold loan               | 13,149 | 16,228 | 20,733 | 23,354 | 21,022 | 10,797 | 27,274 | 34,577 | 27%   | 220%  | 18.56% | 0.84             |
| MSME loan               | 1,662  | 1,016  | 1,524  | 3,653  | 5,479  | 5,088  | 5,332  | 4,983  | (7%)  | (2%)  | 18.64% | 9.86             |
| a) MSME Secured         | 158    | 56     | 35     | 275    | 266    | 177    | 370    | 508    | 37%   | 186%  | 14.65% | 196              |
| b) MSME Unsecured       | 1,504  | 960    | 1,482  | 2,969  | 4,444  | 4,306  | 4,178  | 3,934  | (6%)  | (9%)  | 20.51% | 9.05             |
| c) Supply Chain Finance | -      | 1      | 8      | 410    | 769    | 605    | 783    | 541    | (31%) | (10%) | 13.94% | 8.55             |
| Core business           | 14,811 | 17,244 | 22,258 | 27,007 | 26,501 | 15,885 | 32,605 | 39,560 | 21%   | 149%  | 18.37% | 0.97             |
| CRE                     | 3,362  | 2,355  | 1,887  | 1,047  | 159    | 651    | 141    | 157    | 11%   | (76%) | 17.73% | 1671             |
| Capital market finance  | 663    | 642    | 442    | 308    | 609    | 379    | 686    | 613    | (11%) | 62%   | 12.02% | 712.35           |
| Personal loan           | 364    | 868    | 987    | 888    | 239    | 467    | 172    | 121    | (30%) | (74%) | 24.24% | 1.60             |
| Total                   | 19,199 | 21,109 | 25,573 | 29,250 | 27,508 | 17,382 | 33,605 | 40,450 | 20%   | 133%  | 18.55% | 0.99             |

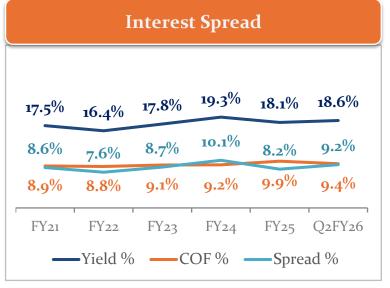
2. Figures are as of Sept 30, 2025 unless specified

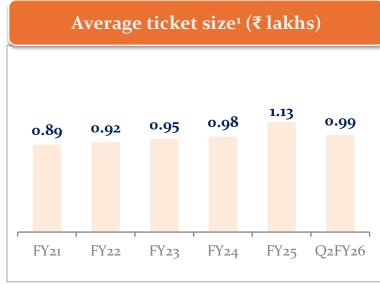
<sup>1.</sup> Yield is end of period portfolio yield, ATS is Portfolio average ticket size

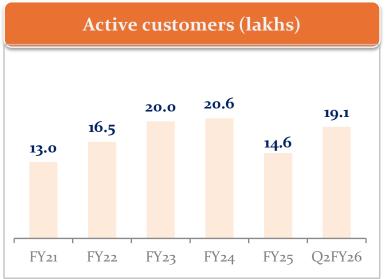
## IIFL Finance (Standalone): Business update

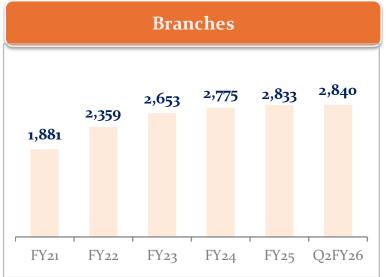


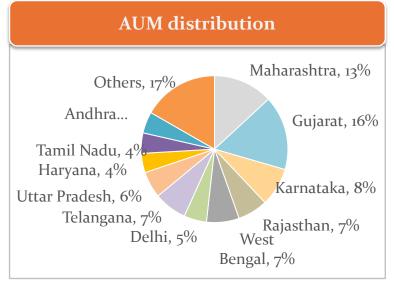










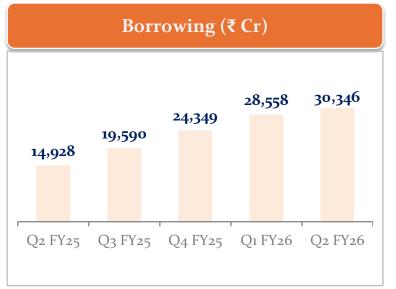


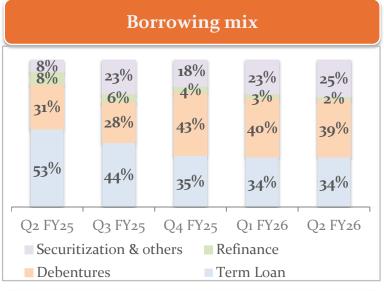
Note: 1. ATS is Portfolio average ticket size

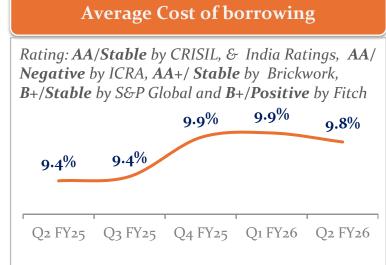
- 2. Interest Spread is calculated using End of period portfolio yield and COF
- 3. Figures are as of Sept 30, 2025 unless specified

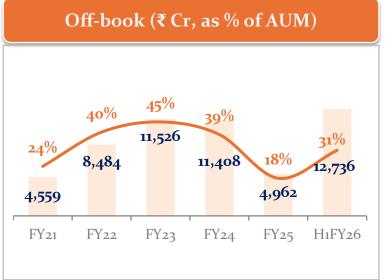
## IIFL Finance (Standalone): Funding mix

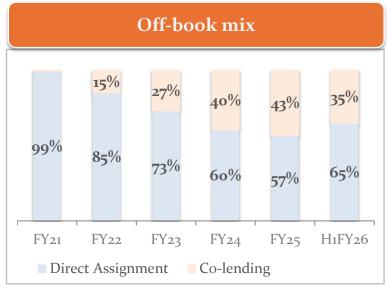


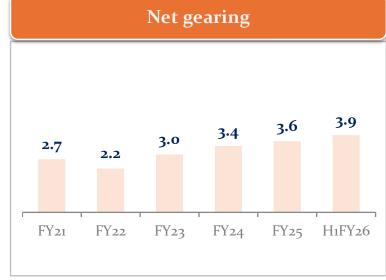












- 1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting
- 2. Co-lending includes Business Correspondence and Co-origination
- 3. Borrowing is without IndAS adjustment and includes accrued interest





## IIFL HOME FINANCE





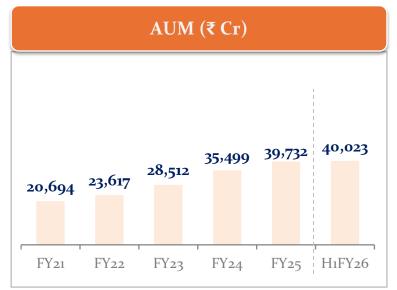
| ₹ Cr                                  | Q2FY26  | Q1FY26  | Q-o-Q | Q2FY25  | Y-o-Y  | H1FY26  | H1FY25  | Y-o-Y |
|---------------------------------------|---------|---------|-------|---------|--------|---------|---------|-------|
| Interest income                       | 745.6   | 730.2   | 2%    | 699.9   | 7%     | 1,475.8 | 1,427.3 | 3%    |
| Interest expense                      | (436.5) | (419.3) | 4%    | (360.2) | 21%    | (855.7) | (730.5) | 17%   |
| Net interest income                   | 309.2   | 310.9   | (1%)  | 339.7   | (9%)   | 620.1   | 696.8   | (11%) |
| Income from off-book assets           | 184.8   | 170.4   | 8%    | 215.5   | (14%)  | 355.2   | 344.4   | 3%    |
| Other Income                          | 41.1    | 48.2    | (15%) | 64.6    | (36%)  | 89.3    | 107.4   | (17%) |
| Total income                          | 535.1   | 529.5   | 1%    | 619.8   | (14%)  | 1064.6  | 1,148.6 | (7%)  |
| Operating expense                     | (133.0) | (161.2) | (17%) | (170.5) | (22%)  | (294.2) | (333.3) | (12%) |
| Pre provision operating profit        | 402.1   | 368.3   | 9%    | 449.3   | (11%)  | 770.4   | 815.3   | (6%)  |
| Loan losses & provision               | (131.0) | (114.9) | 14%   | (47.5)  | 176%   | (245.9) | (101.3) | 143%  |
| Net gain/(loss) on fair value changes | (3.2)   | 4.3     | -     | 4.7     | (169%) | 1.1     | 4.2     | (74%) |
| Profit before tax                     | 267.8   | 257.7   | 4%    | 406.5   | (34%)  | 525.6   | 718.2   | (27%) |
| Profit after tax (Pre NCI)            | 203.9   | 201.3   | 1%    | 312.7   | (35%)  | 405.2   | 553.4   | (27%) |

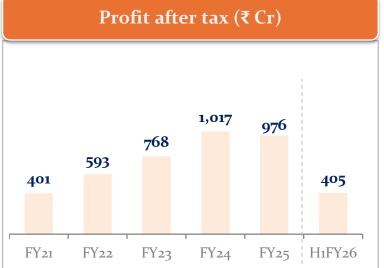
2. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period

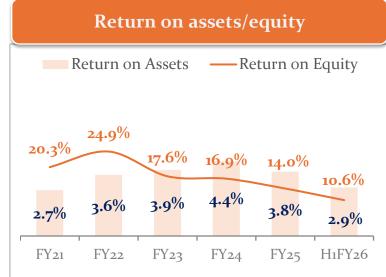
<sup>1.</sup> Figures have been regrouped as per IIFL Finance Consol Financials

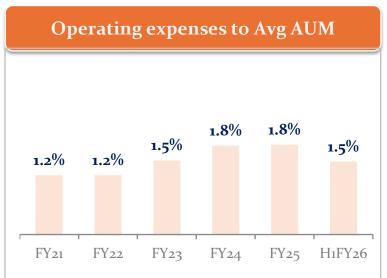
## IIFL Home Finance: Key highlights

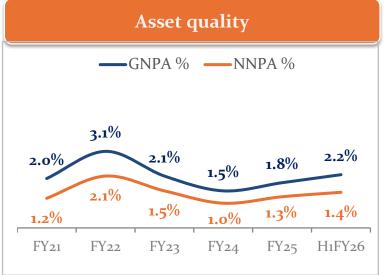


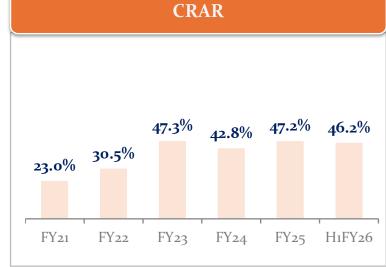














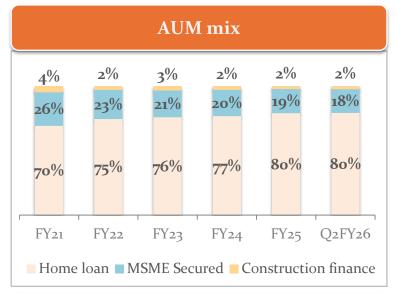


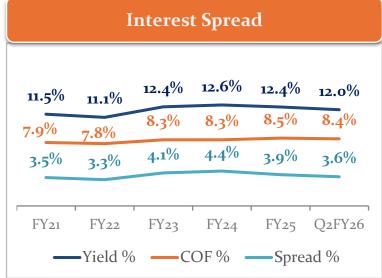
| Loan AUM (₹ Cr)                    | FY21   | FY22   | FY23   | FY24   | FY25   | Q2FY25 | Q1FY26 | Q2FY26 | QoQ % | YoY % | Yield¹ | <i>ATS</i><br>(₹ lakhs) |
|------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|-------|-------|--------|-------------------------|
| Affordable home loan               | 14,439 | 17,727 | 21,800 | 27,438 | 31,588 | 29,116 | 32,017 | 32,034 | 0%    | 10%   | 10.75% | 15.72                   |
| MSME secured loan                  | 5,381  | 5,346  | 5,905  | 7,250  | 7,464  | 7,194  | 7,350  | 7,203  | (2%)  | 0%    | 17.29% | 12.70                   |
| Affordable housing project finance | 873    | 544    | 807    | 810    | 680    | 788    | 744    | 786    | 6%    | (0%)  | 15.22% | 638.58                  |
| Total                              | 20,694 | 23,617 | 28,512 | 35,499 | 39,732 | 37,098 | 40,111 | 40,023 | 0%    | 8%    | 12.01% | 15.51                   |

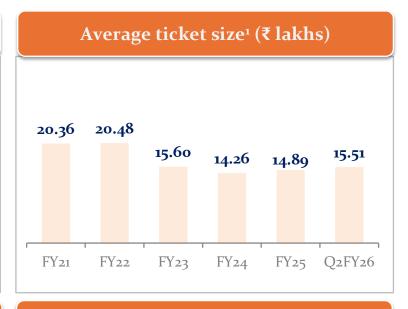
<sup>1.</sup> Yield is end of period portfolio yield, ATS is Portfolio average ticket size

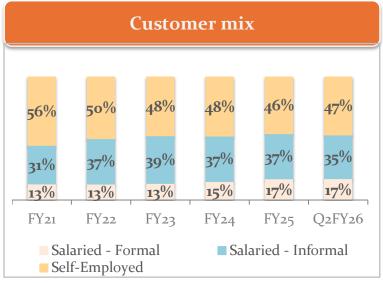


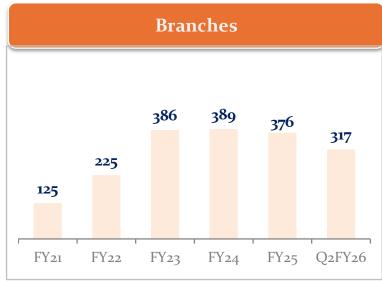


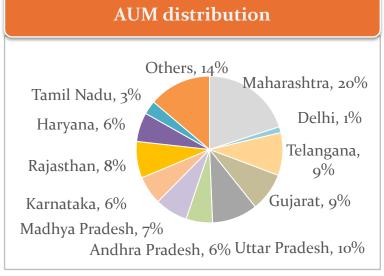






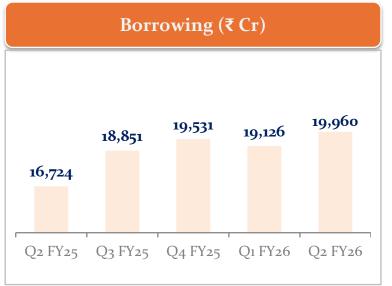


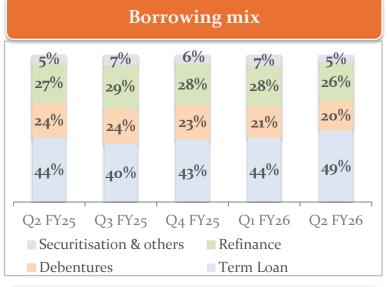


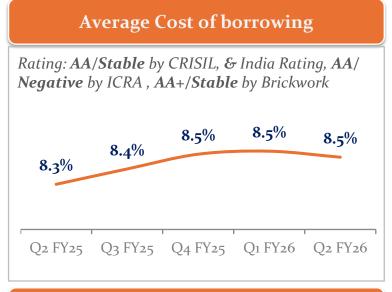


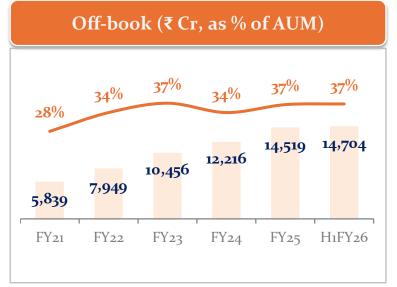
### IIFL Home Finance: Funding mix

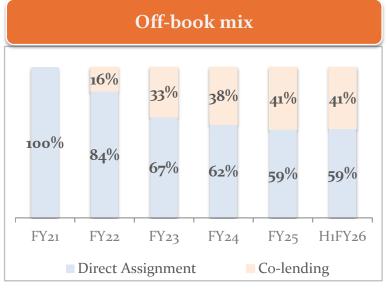










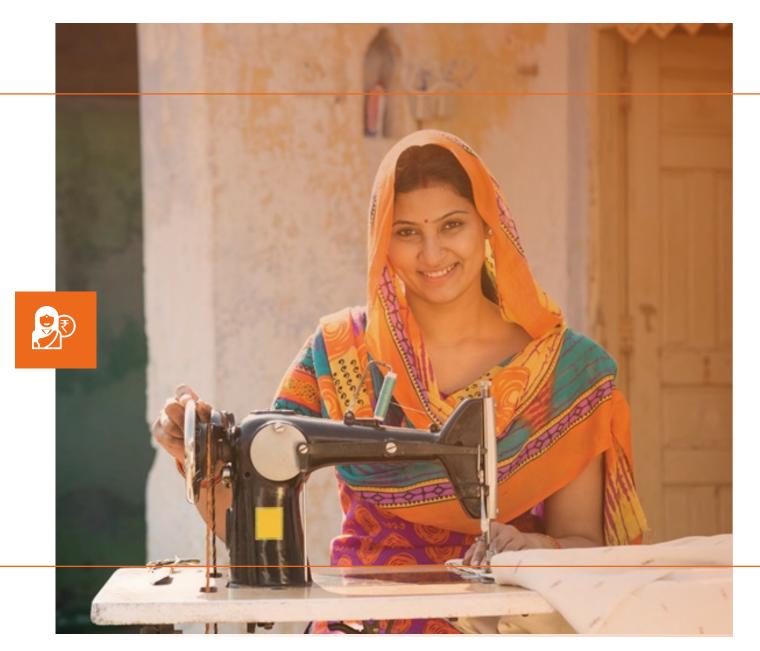




- 1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting
- 2. Co-lending includes Business Correspondence and Co-origination
- 3. Borrowing is without Ind AS adjustment and includes accrued interest



## IIFL SAMASTA FINANCE







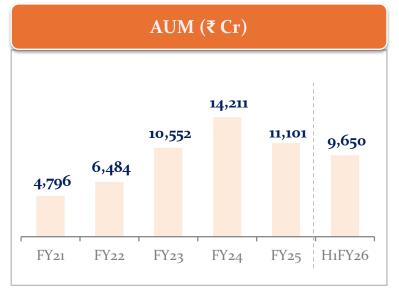
| ₹ Cr                                  | Q2FY26  | Q1FY26  | Q-o-Q | Q2FY25  | Y-o-Y | H1FY26  | H1FY25  | Y-o-Y |
|---------------------------------------|---------|---------|-------|---------|-------|---------|---------|-------|
| Interest income                       | 404.9   | 423.6   | (4%)  | 543.3   | (25%) | 828.5   | 1,127.5 | (27%) |
| Interest expense                      | (192.7) | (185.7) | 4%    | (216.6) | (11%) | (378.4) | (451.5) | (16%) |
| Net interest income                   | 212.1   | 237.9   | (11%) | 326.8   | (35%) | 450.1   | 676.1   | (33%) |
| Income from off-book assets           | 94.7    | 45.3    | 109%  | 59.4    | 59%   | 140.1   | 109.4   | 28%   |
| Other Income                          | 65.2    | 56.2    | 16%   | 70.0    | (7%)  | 121.3   | 147.3   | (18%) |
| Total income                          | 372.0   | 339.4   | 10%   | 456.2   | (18%) | 711.4   | 932.8   | (24%) |
| Operating expense                     | (223.5) | (217.5) | 3%    | (228.3) | (2%)  | (441.1) | (455.6) | (3%)  |
| Pre provision operating profit        | 148.5   | 121.9   | 22%   | 227.9   | (35%) | 270.4   | 477.2   | (43%) |
| Loan losses & provision               | (157.7) | (215.1) | (27%) | (204.1) | (23%) | (372.8) | (314.5) | 19%   |
| Net gain/(loss) on fair value changes | 14.0    | 12.3    | 14%   | 19.1    | (27%) | 26.2    | 34.6    | (24%) |
| Profit before tax                     | 4.7     | (80.9)  | -     | 42.9    | (89%) | (76.2)  | 197.3   | -     |
| Profit after tax (Pre NCI)            | 2.9     | (60.8)  | -     | 34.2    | (92%) | (57.9)  | 153.5   | -     |

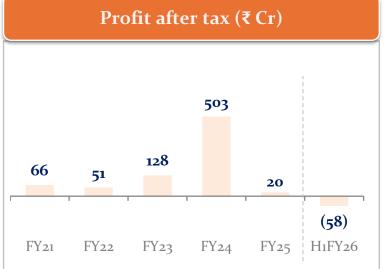
2. Previous period figures have been regrouped/ reclassified to make them comparable with those of current period

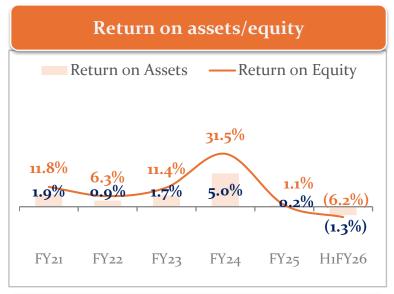
<sup>1.</sup> Figures have been regrouped as per IIFL Finance Consol Financials

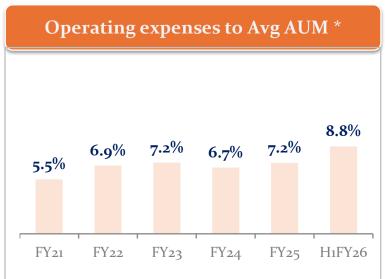
## IIFL Samasta Finance: Key highlights

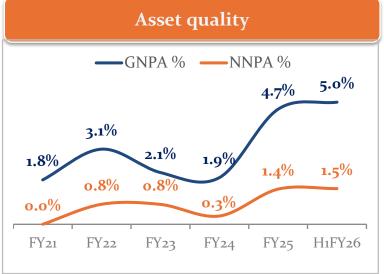














#### Note:

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



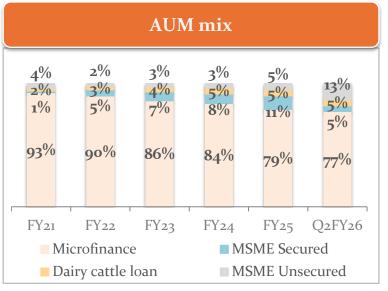


| Loan AUM (₹ Cr)   | FY21  | FY22  | FY23   | FY24   | FY25   | Q2FY25 | Q1FY26 | Q2FY26 | QoQ % | YoY % | Yield¹ | ATS¹<br>(₹ lakhs) |
|-------------------|-------|-------|--------|--------|--------|--------|--------|--------|-------|-------|--------|-------------------|
| Microfinance      | 4,440 | 5,821 | 9,072  | 11,891 | 8,758  | 10,112 | 7,870  | 7,473  | (5%)  | (26%) | 24.20% | 0.52              |
| MSME Secured      | 58    | 329   | 767    | 1,118  | 1,242  | 1,172  | 1,257  | 1,287  | 2%    | 10%   | 22.55% | 4.74              |
| Dairy cattle loan | 105   | 175   | 430    | 717    | 598    | 692    | 553    | 448    | (19%) | (35%) | 24.40% | 0.66              |
| MSME Unsecured    | 193   | 159   | 283    | 486    | 503    | 506    | 493    | 442    | (10%) | (13%) | 26.38% | 2.10              |
| Total             | 4,796 | 6,484 | 10,552 | 14,211 | 11,101 | 12,483 | 10,173 | 9,650  | (5%)  | (23%) | 24.09% | 0.59              |

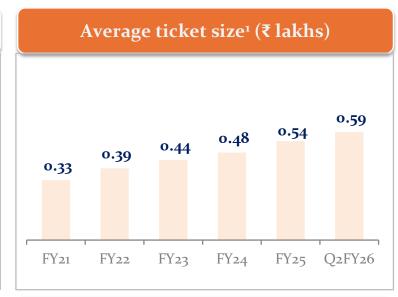
<sup>1.</sup> Yield is end of period portfolio yield, ATS is Portfolio average ticket size

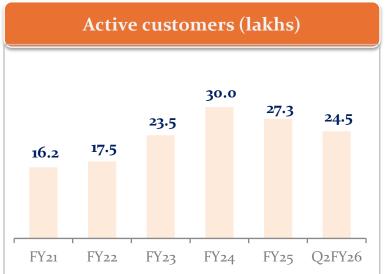
## IIFL Samasta Finance: Business update

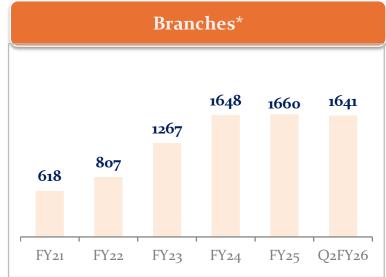


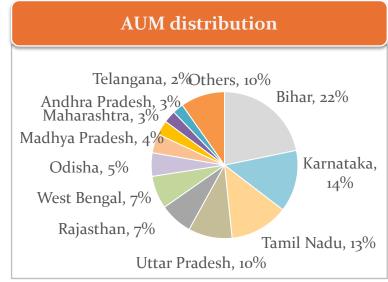








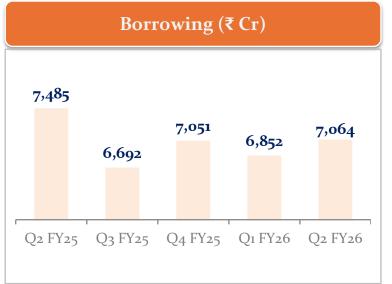


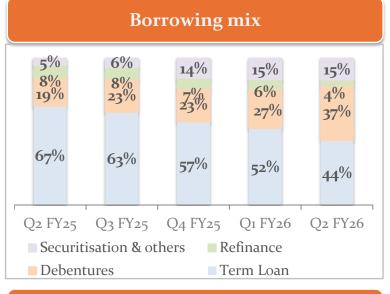


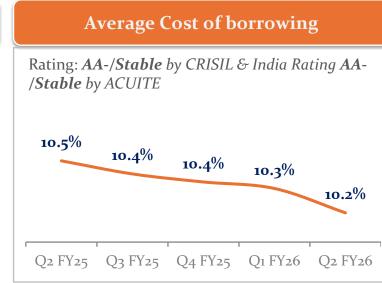
- 1. Interest Spread is calculated using End of period portfolio yield and COF, ATS is Portfolio average ticket size
- 2. Figures are as of Sept 30, 2025 unless specified

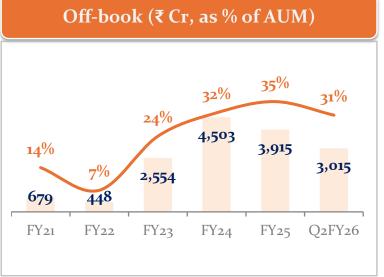
### IIFL Samasta Finance: Funding mix

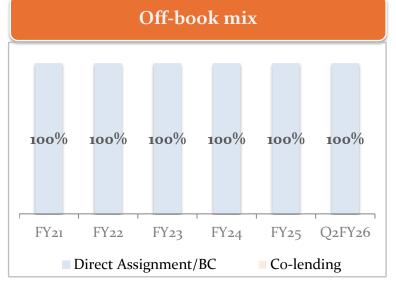


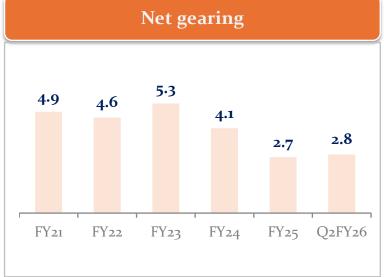












#### Note:

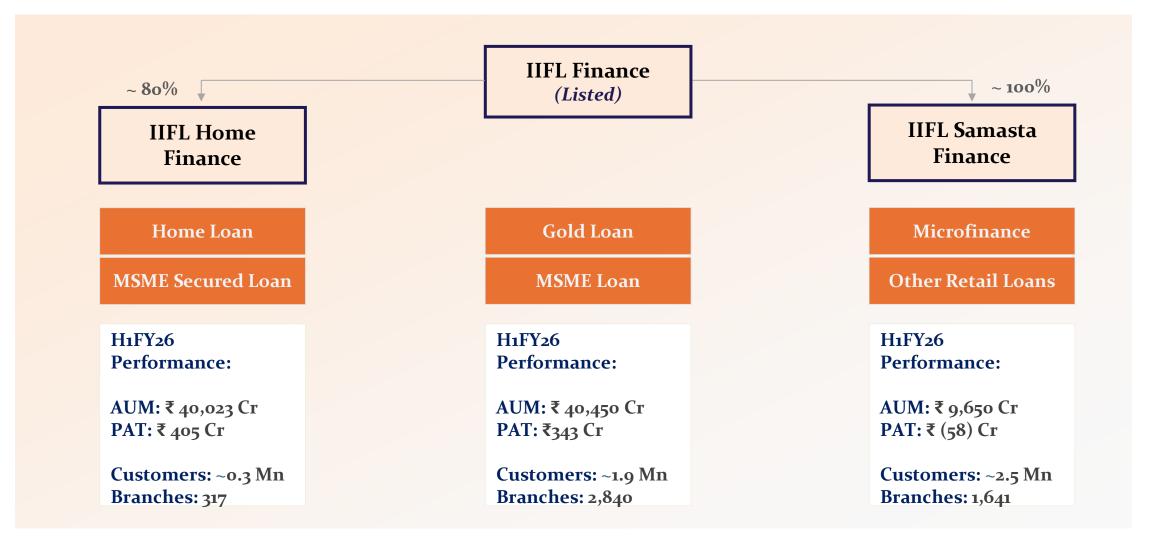
- 1. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting
- 2. Co-lending includes Co-origination



# **CORPORATE INFORMATION**



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



#### Note:

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





Note:

Figures as on Sept 30, 2025

Data is consolidated for IIFL Finance, IIFL Home Finance and IIFL Samasta Finance



## 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 ~4,800 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 4780 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



### 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 ~4,800 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

## Distinguished board of directors in the company & its subsidiaries 🛞





Gopalakrishnan Soundarajan Non-Executive Director



B. P. Kanungo **Independent Director** 



Srinivasan Sridhar Chairman & Non-**Executive Director** 



Govinda Rajulu Chintala Chairman & *Independent Director* 

**Fairfax Nominee** 

Former Deputy Governor, RBI

Nihar Niranian

*Independent Director* 

Jambusaria\*

Former Chairman, NHB

Girish Kousgi

Managing Director

Former Chairman, NABARD



Nirmal Jain\* Managing Director

Founder, IIFL Group



Bijou Kurien *Independent Director* 

Ramakrishnan

Subramanian\*

Former CEO, Shriram Capital

*Independent Director* 



**Kabir Mathur** Nominee Director



Mohua Mukherjee *Independent Director* 



Kalengada Mandanna Nanaiah *Independent Director* 

**CEO**, IIFL Home Finance

Former MD, Equifax





Co- founder, IIFL Group



Former COO, Titan

Director



Former President, ICAI



Former World Bank Consultant

Former CRO, HDFC Limited



Sistla Uma Shanmukhi **Independent Director** 

Former MD & CEO, SBI-SG

MD, IIFL Samasta Finance

**ADIA Nominee** 



Venkataramanan Anantharaman **Independent Director** 



Mathew Joseph *Independent Director* 



N Venkatesh Managing Director





Nirma Bhandari Independent Director

T S Ramakrishnan

Non-Executive Nominee

Partner, ANB Global



M. V. Bhanumathi Independent Director

Former Director General, Income Tax, Mumbai

**Former Corporate Finance** 

Head, Standard Chartered



**Mohan Sekhar** *Independent Director* 

ED, Accenture

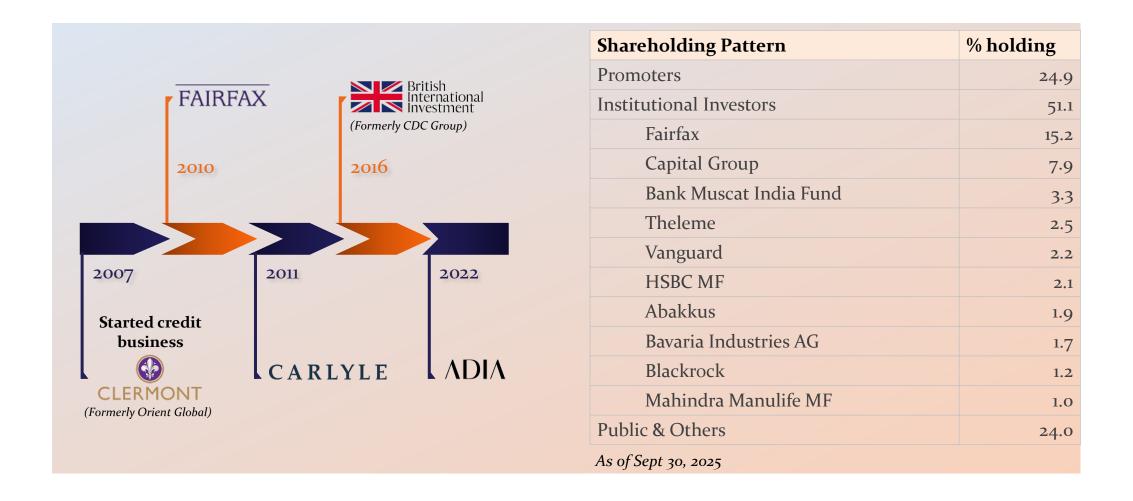


Shivaprakash Deviah Whole-time Director

CIO, IIFL Samasta Finance



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



## An 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



**Kapish Jain**Group Chief Financial Officer *CA, CWA, CS* 

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



Girish Kousgi MD & CEO, IIFL Home Finance MBA, BCom

Experience of 25+ years PNB Housing, Can Fin Homes, Tata Capital, IDFC Bank, ICICI Bank



**Pranav Dholakia** Business Head - CRE *MBA, CA* 

Experience of 25+ years Edelweiss Financial Services



N Venkatesh

MD, IIFL Samasta Finance Leadership program in Microfinance at Harvard

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



Manish Mayank Business Head – Gold Loans BE. MBA

Experience of 20+ years in BFSI working with ICICI Bank, HDFC Bank, Axis Bank, Kotak Mahindra Bank & Muthoot Fincorp



Rahul Sanklecha Chief Risk Officer FRM, MBA, BE

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



Mayank Sharma
Chief Al & Innovation Officer
MBA, Leadership programs
from IIMC, ISB

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



Kirti Timmanagoudar Head - Co lending & Strategic Alliances MBA

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



**Gaurav Sharma**Chief Technology Officer *BE – IIT, Roorkee* 

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



**Preeti Kannan**Chief Human Resource Officer *MBA-HR, MS-Psychotherapy &* 

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



**Shivalingam Pillai**Chief Compliance Officer *CA, CWA, CS* 

Experience of 25+ years Mahindra Finance, HDFC Sales



K S Praveen Head – Audit Assurance MS, Kings College, London, MBA, CAIIB

Experience of 22 years with 19+ years serving RBI and a brief stint with Bank of England in Insurance Supervision



**Binay Mishra** Head – Legal *Law* 

Experience of 21 years in Legal and Regulatory working with Srei ICICI Bank, Citibank N.A., Axis Bank, Reliance Capital



Samrat Sanyal
Company Secretary &
Compliance Officer
BCom (Honors), CS

Has previously worked with Bank of America group, Motilal Oswal group, Birla group, TIL group and Martin Burn





#### 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  76% of the branches are located in non-metros, semi-urban and rural areas



• 91.28% 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
- 1,64,267+ loans given to the informal segment
- 96% loans given to female borrowers/ coborrowers
- 3,09,251+ first time home buyers



MICRO-FINANCE

- Small-ticket loans for purpose of income generation activities
- 24.47 lakhs+ families benefited in 22 states & UT with financial intervention
- 50,908+ dairy farmers supported through8 cattle health centers in 2 States.

### Environment, Social & Governance - Social



#### CSR projects continue with creative use of technology

## Skill Development Training in 'Chef Trade' (Commis Chef) for 120 Youths - Kashmir

- The programme aims to provide skill training to 120 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) in Kupwara, an aspirational district.

#### Home-Stay Host Training – Arunachal Pradesh

- A skill building programme for youths in the Tezu block of Lohit district, to up skill 120 youths to setup Home-stays and promote tourism in their village
- The programme is supported by the National Cadet Corp (NCC) - India, under the Ministry of Defence and REACHA (Implementing agency), supported by Lohitpur Brigade and Dao Division.
- The program helps to transform lives of underprivileged youths by providing comprehensive training in homestay hospitality management to provide livelihood and help promote tourism in Tezu, District – Lohit.
- In alignment with Hon. PM Shri Narendra Modi's and MDoNER's vision for Northeast development. (Ministry of Development of North Eastern Region, GoI)

#### Supporting Education of children and Youths Maharashtra

- A training programme in **Banking and Finance** for youths from lower income groups (underprivileged), building their skills to embark a career in the respective sector, through course curated by industry veterans. Students pursuing Bachelors Degree in Commerce, qualify to enroll in this programme.
- Support to Primary section of a school to educate children from marginalized communities (slum), so that they do not dropout of school, due to financial constraints. Students progress to the secondary section, which runs in the same premise and receives aid from BMC.
- Support to a **Shelter Home** (Boys) to provide the primary needs of housing, food, clothing, medical and place of safety to children in distress, and those who lack social and economic assistance.

#### Sakhiyon ki Baadi – Rajasthan

- IIFL Foundation's flagship program Sakhiyon Ki Baadi (SKB), is dedicated to provide foundational literacy and numeracy to out-of-school girls in Rajasthan and facilitate their progression at government schools
- Each centre operates for 4 hours a day and 6 six days of a week and learning happens through interactive sessions by adopting play- way method, music, drama and exposure to the field
- The programme greatly benefits girls from the indigenous tribal communities viz. Bhils, Gameti, Kalbeliya, Rebari, Meena and Garasiya., who happen to be the first generation to attain formal education



Skill development training in 'Chef Trade' - Kashmir



Exposure visit undertaken by Home-stay Host Training Prog. students — Arunachal Pradesh



Sakhiyon ki Baadi – Rajasthan





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 IIFL FINANCE

| Q2FY26 (₹ Cr)                         | IIFL Finance<br>Standalone | IIFL Home<br>Finance* | IIFL Samasta<br>Finance | Intergroup<br>adjustments | IIFL Finance<br>Consolidated |
|---------------------------------------|----------------------------|-----------------------|-------------------------|---------------------------|------------------------------|
| Interest income                       | 1,256.6                    | 745.6                 | 404.9                   | 39.9                      | 2,447.0                      |
| Interest expense                      | (758.4)                    | (436.5)               | (192.7)                 | 5.7                       | (1,381.9)                    |
| Net interest income                   | 498.2                      | 309.2                 | 212.1                   | 45.6                      | 1,065.1                      |
| Non-fund based income                 | 497.0                      | 225.9                 | 159.9                   | (45.1)                    | 837.7                        |
| Total income                          | 995.2                      | 535.1                 | 372.0                   | 0.5                       | 1,902.7                      |
| Operating expense                     | (513.6)                    | (133.0)               | (223.5)                 | (0.1)                     | (870.2)                      |
| Pre provision operating profit        | 481.6                      | 402.1                 | 148.5                   | 0.4                       | 1,032.5                      |
| Loan losses & provision               | (211.6)                    | (131.0)               | (157.7)                 | -                         | (500.3)                      |
| Core profit before tax                | 270.0                      | 271.1                 | (9.3)                   | 0.4                       | 532.2                        |
| Net gain/(loss) on fair value changes | 13.5                       | (3.2)                 | 14.0                    | 0.3                       | 24.5                         |
| Profit before tax                     | 283.5                      | 267.8                 | 4.7                     | 0.7                       | 556.7                        |
| Profit after tax (pre NCI)            | 210.7                      | 203.9                 | 2.9                     | 0.5                       | 417.9                        |

#### Note:

<sup>1. \*</sup>for Consolidated entity

<sup>2.</sup> Quarter results for the period ended Sept 30, 2025

<sup>3.</sup> Intergroup adjustments includes IIFL Fintech Private Limited

### 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 Oct 2025

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