# Debt Investor Presentation

Q1 FY27

August 19, 2026

# Contents | Q1FY27

# IIFL FINANCE (CONSOLIDATED)

Q1FY27 Update

# IIFL Finance (Consolidated): Key Metrics Snapshot

IIFL FINANCE

**Focused on small ticket loans to under-served individuals & businesses**

**Supportive operating environment, with steady asset quality, earnings and funding**

**Extensive network of 4,937 own branches**

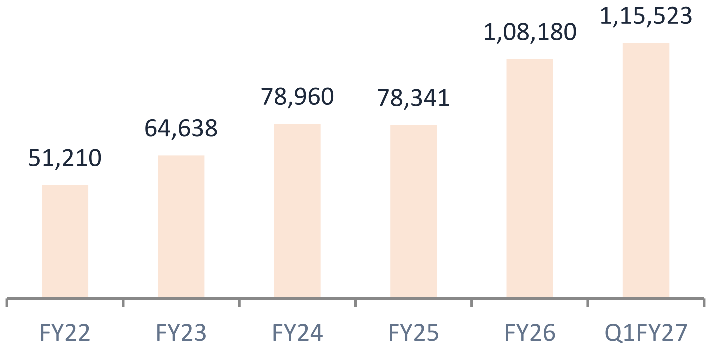
| Asset-Light and Low-Risk Business Model | Strong Asset Quality | Well-Capitalized with Steady Profits | Marquee Investors & Strong Funding Access |
|---|---|---|---|
| **₹1,15,523 Cr**<br>Loan Assets (89% secured) | **1.6%**<br>GNPA | **24.3%[1]**<br>CRAR | **Rated AA (Stable)** by CRISIL Ratings and India Ratings; Short term ratings **A1+, Ba3 (stable)** ratings by Moody's |
| **35% of Loan AUM**<br>Off Book - Zero risk | **0.8%**<br>NNPA | **4.0x[2]**<br>Net Gearing | Marquee debt investors<br>**ADB, IFC, DFC, BII, Fairfax, EDC** |
| **₹7,148 Cr**<br>Liquidity | **94%**<br>Provision coverage | **3.1% / 19.5%**<br>Annualized ROA / ROE (Q1FY27) | Marquee equity investors<br>**Fairfax, ADIA** |

Source: Company IP, Company website, Figures for 30th June 2026 and on consolidated basis except where specifically mentioned.

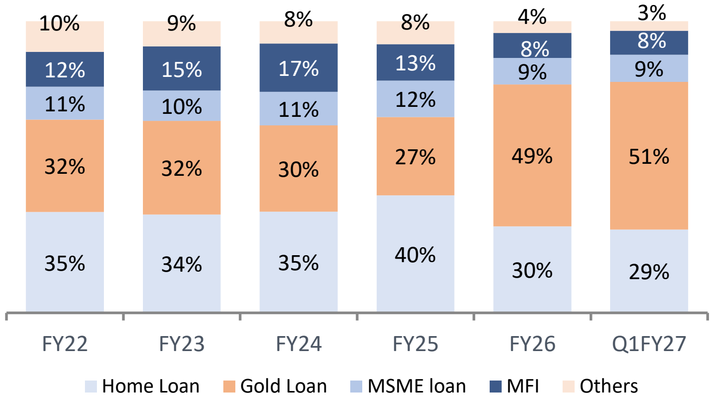
1. CRAR computed through aggregation of individual figures of parent and its subsidiaries
2. Net gearing is calculated after reducing free cash/ liquid assets and securitized assets from the gross debt as per Ind AS accounting

# IIFL Finance (Consolidated): Key Highlights (1/2)

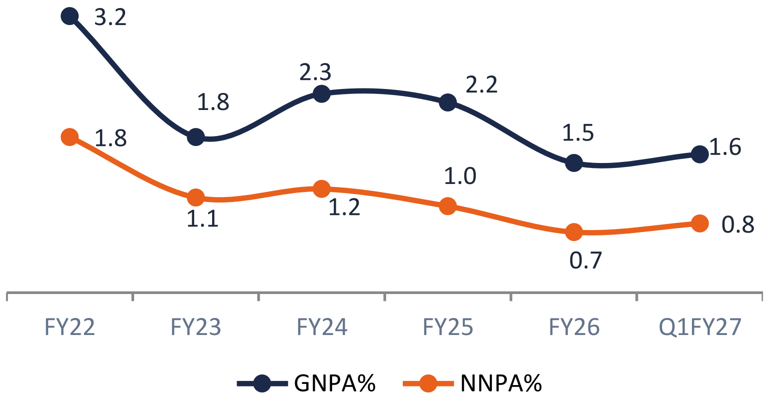
**AUM (₹ Cr)**



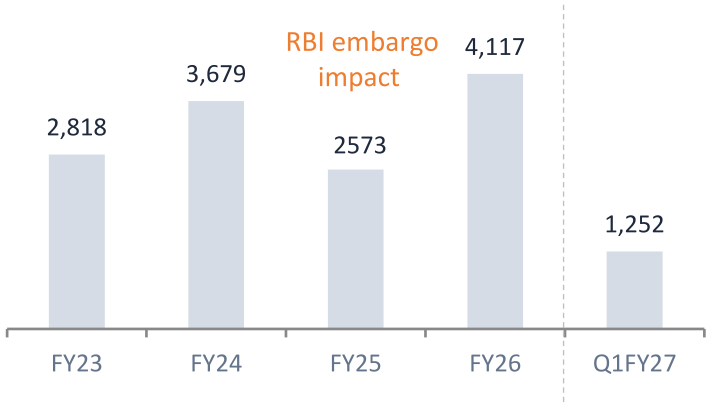

**AUM mix (%)**



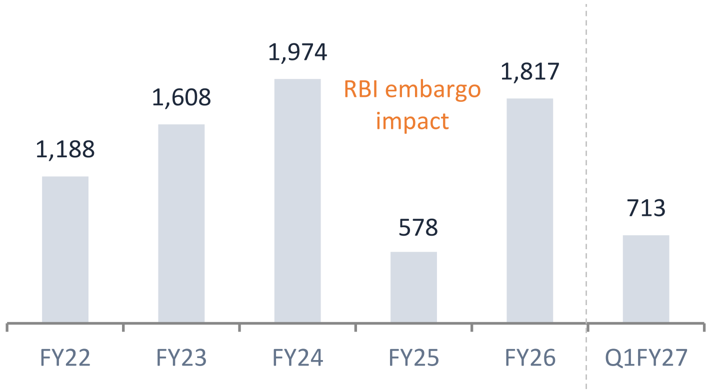

**Asset Quality (%)**



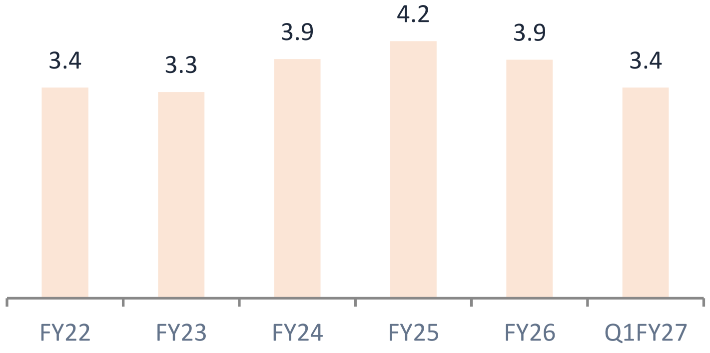

**PPOP (₹ Cr)**




**Profit After Tax (₹ Cr)**

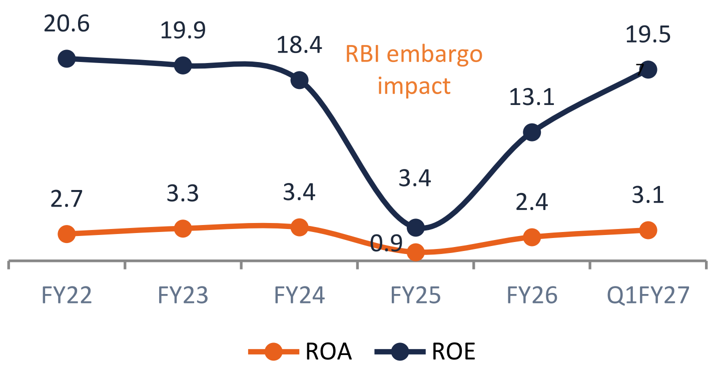



**Operating expenses to Avg AUM (%)**

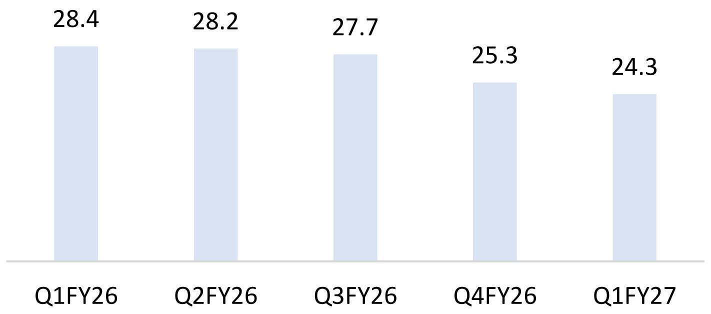


# IIFL Finance (Consolidated): Key Highlights ( 2/2 )

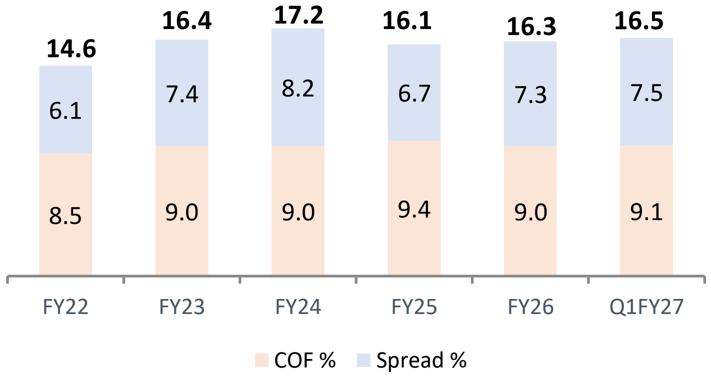
**ROA / ROE (%)**



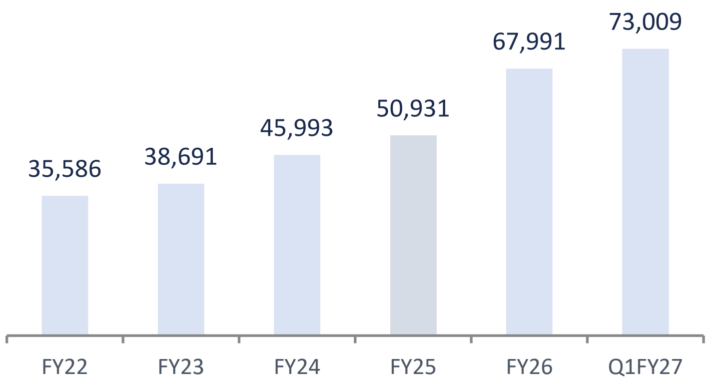

**CRAR (%*)**



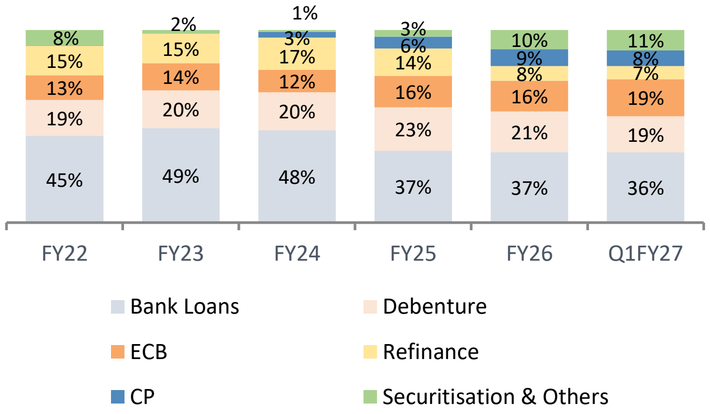

**Interest Spread (%)**



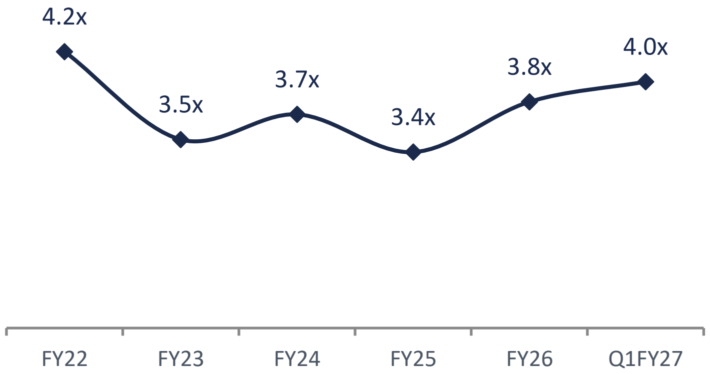

**Borrowing (₹ Cr)**




**Borrowing mix (%)**




**Net gearing**



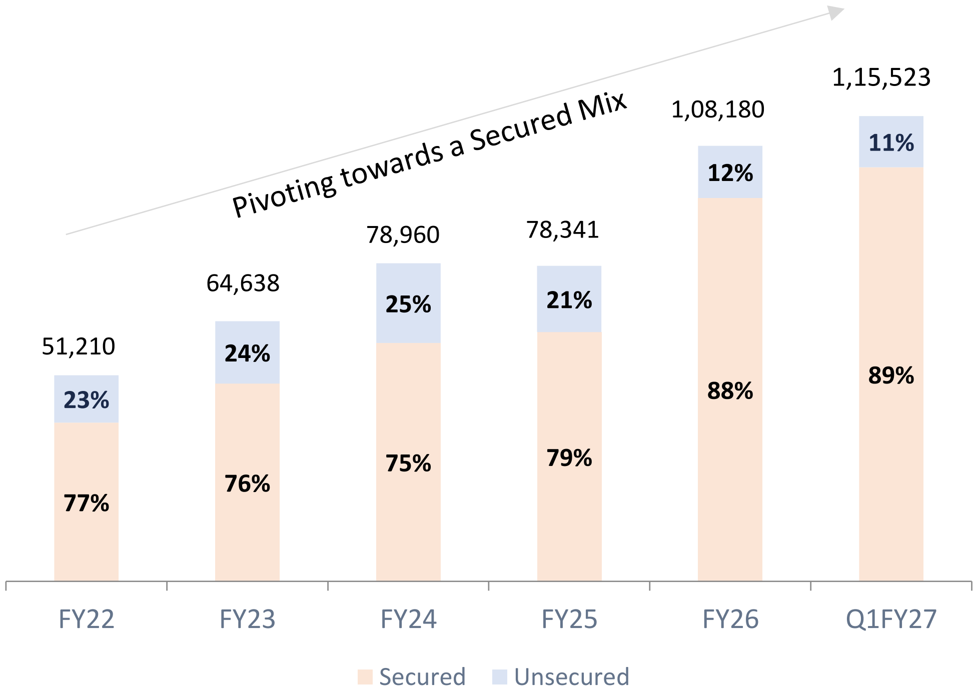

*Note: CRAR computed through aggregation of individual figures of parent and its subsidiaries.*
*Borrowings is without IND-AS adjustments and includes interest accrued*

# IIFL Finance (Consolidated): Loan Mix and Growth

| Loan AUM (₹ Cr) | Q1FY27 | Q4FY26 | Q-o-Q% | Q1FY26 | Y-o-Y% |
|---|---|---|---|---|---|
| Home Loan | 33,030 | 32,125 | 3% | 32,017 | 3% |
| Gold Loan | 58,406 | 52,581 | 11% | 27,274 | 114% |
| MSME Loan | 10,808 | 9,916 | 9% | 9,761 | 11% |
| *a) MSME Secured* | 10,459 | 9,526 | 10% | 8,978 | 17% |
| *b) Supply chain* | 348 | 390 | (11%) | 783 | (56%) |
| Microfinance | 9,473 | 9,143 | 4% | 8,916 | 6% |
| **Core Business** | 1,11,717 | 1,03,765 | 8% | 77,968 | 43% |
| Discontinued business* | 2,507 | 3,082 | (19%) | 4,350 | (42%) |
| Construction Real Estate | 872 | 930 | (6%) | 885 | (1%) |
| Capital market | 427 | 403 | 6% | 686 | (38%) |
| **Total** | 1,15,523 | 1,08,180 | 7% | 83,889 | 38% |

** Discontinued Business: Personal Loan and Unsecured Business Loan in IIFL Standalone Entity*

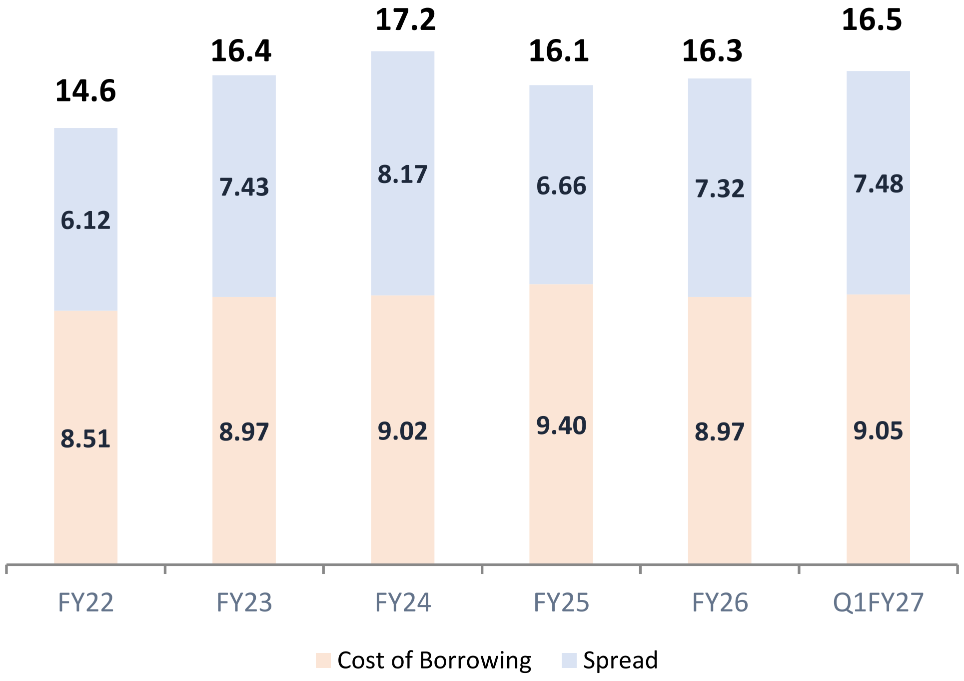
Loan AUM (₹ Cr)



# IIFL Finance (Consolidated): Yield, Cost and Margins

| Yield % | Q1FY27 | Q4FY26 | Q-o-Q% | Q1FY26 | Y-o-Y% |
|---|---|---|---|---|---|
| Home Loan | 10.50% | 10.55% | (0.05%) | 10.89% | (0.39%) |
| Gold Loan | 18.57% | 18.12% | 0.45% | 18.18% | 0.39% |
| MSME Loan | 16.35% | 16.73% | (0.38%) | 17.91% | (1.56%) |
| *a) MSME Secured* | 16.42% | 16.84% | (0.42%) | 18.31% | (1.89%) |
| *b) Supply chain* | 14.09% | 14.10% | (0.01%) | 13.34% | 0.75% |
| Microfinance | 24.66% | 24.54% | 0.12% | 24.28% | 0.38% |
| **Core Business** | 16.49% | 16.21% | 0.28% | 15.85% | 0.64% |
| Discontinued business | 19.86% | 20.03% | (0.17%) | 20.94% | (1.08%) |
| CRE | 15.59% | 15.47% | 0.12% | 15.65% | (0.06%) |
| Capital market | 11.55% | 10.52% | 1.03% | 12.37% | (0.82%) |
| **Total Yield** | 16.53% | 16.29% | 0.24% | 16.08% | 0.45% |
| **Total Cost of Borrowing** | 9.05% | 8.97% | 0.08% | 9.50% | 0.45% |

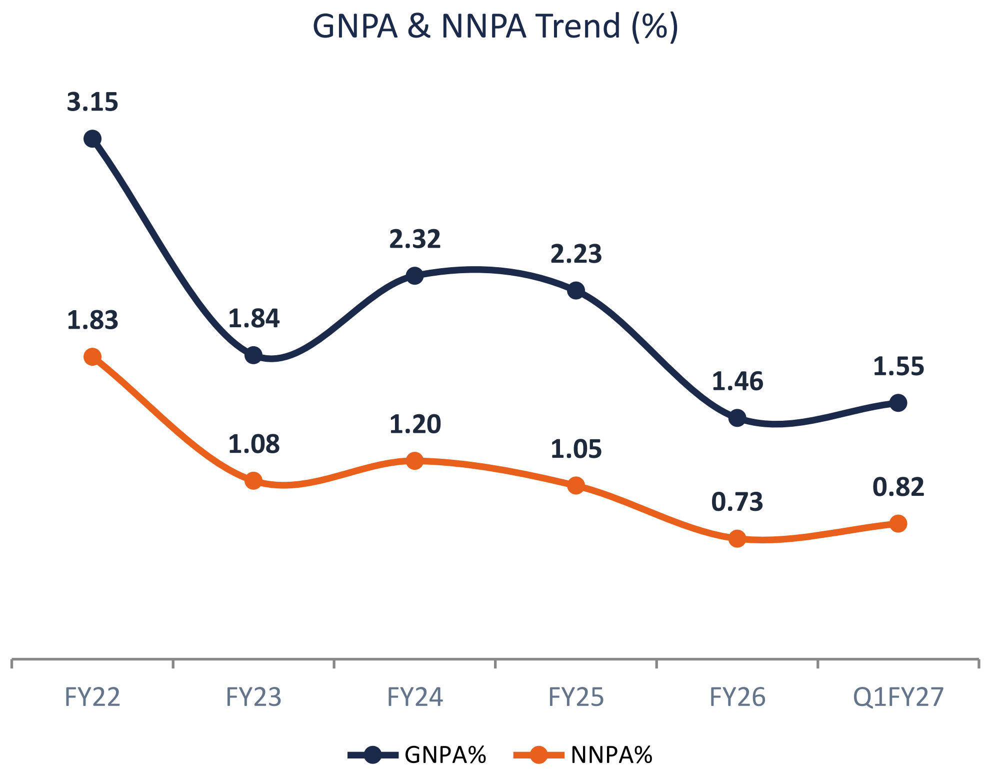
Yield, Cost of Borrowing, Spread (%)




*Note: Interest Spread is calculated using end of period portfolio yield and end of period cost of borrowing.*

# IIFL Finance (Consolidated): Asset Quality

| GNPA % | Q1FY27 | Q4FY26 | Q-o-Q% | Q1FY26 | Y-o-Y% |
|---|---|---|---|---|---|
| Home Loan | 1.02% | 0.81% | 0.21% | 1.74% | (0.72%) |
| Gold Loan | 0.61% | 0.35% | 0.26% | 0.18% | 0.43% |
| MSME Loan | 3.67% | 3.65% | 0.02% | 4.53% | (0.86%) |
| *a) MSME Secured* | 3.69% | 3.62% | 0.07% | 4.77% | (1.08%) |
| *b) Supply chain* | 3.18% | 4.11% | (0.93%) | 2.68% | 0.50% |
| Microfinance | 3.39% | 3.87% | (0.49%) | 4.68% | (1.29%) |
| **Core Business** | 1.36% | 1.21% | 0.15% | 1.98% | (0.62%) |
| Discontinued business | 8.88% | 8.75% | 0.13% | 7.06% | 1.82% |
| CRE | 2.29% | 0.49% | 1.80% | 1.70% | 0.59% |
| Capital market | 0.00% | 0.00% | 0.00% | 0.00% | 0.00% |
| **Total** | 1.55% | 1.46% | 0.09% | 2.34% | (0.79%) |



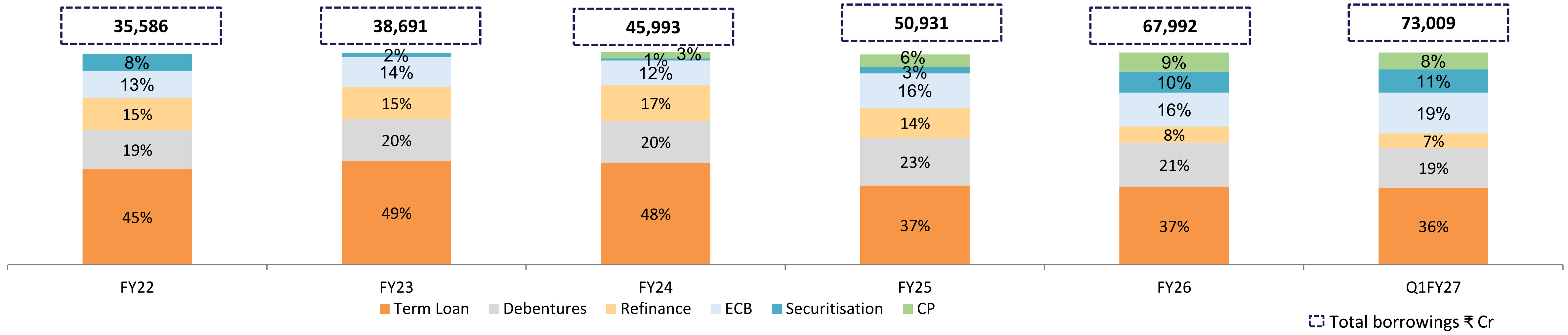

**As at Q1FY27, the Provision Coverage was 94%**

# IIFL Finance (Consolidated): Asset Quality & Provisioning

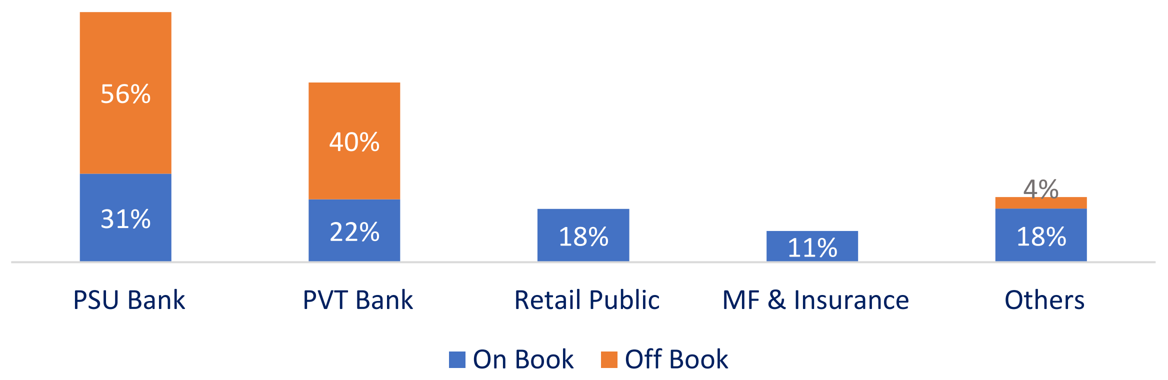
| Loan Book (₹ Cr) | 0 dpd | 1-30 | 31-90 | 90+ | Total | S1 Prov% | S2 Prov% | S3 Prov% | RBI | ECL |
|---|---|---|---|---|---|---|---|---|---|---|
| Home Loan | 92.8% | 3.1% | 3.1% | 1.0% | 21,465 | 0.4% | 3.7% | 35.8% | 105.5 | 180.9 |
| Gold Loan | 91.1% | 4.5% | 3.8% | 0.6% | 34,993 | 0.6% | 0.8% | 15.9% | 171.3 | 244.2 |
| MSME Loan | 85.6% | 5.9% | 4.8% | 3.7% | 7,777 | 1.3% | 8.8% | 41.7% | 87.7 | 245.4 |
| *a) MSME Secured* | 85.6% | 5.8% | 4.9% | 3.7% | 7,429 | 1.3% | 9.0% | 40.5% | 85.2 | 233.6 |
| *b) Supply chain* | 85.3% | 9.0% | 2.4% | 3.2% | 348 | 1.2% | 1.7% | 69.7% | 2.5 | 11.8 |
| Microfinance | 95.6% | 0.5% | 0.6% | 3.4% | 7,563 | 0.9% | 17.6% | 70.5% | 152.7 | 250.3 |
| **Core Business** | 91.5% | 3.8% | 3.4% | 1.4% | 71,799 | 0.6% | 3.1% | 42.3% | 517.2 | 920.8 |
| CRE | 80.0% | 7.9% | 9.8% | 2.3% | 872 | 0.5% | 1.8% | 100.0% | 26.1 | 25.7 |
| MSME Unsecured | 84.8% | 2.8% | 3.6% | 8.8% | 1,869 | 0.4% | 21.1% | 69.6% | 26.8 | 135.2 |
| Capital Market | 100.0% | 0.0% | 0.0% | 0.0% | 427 | 0.4% | 0.0% | 0.0% | 1.7 | 1.9 |
| Personal Loan | 71.4% | 6.0% | 8.5% | 14.1% | 25 | 2.8% | 17.3% | 91.1% | 0.5 | 4.1 |
| **Total** | 91.2% | 3.8% | 3.4% | 1.6% | 74,992 | 0.6% | 3.5% | 47.3% | 571.8 | 1,087.6 |

# IIFL Finance (Consolidated): Diversified Borrowing Mix

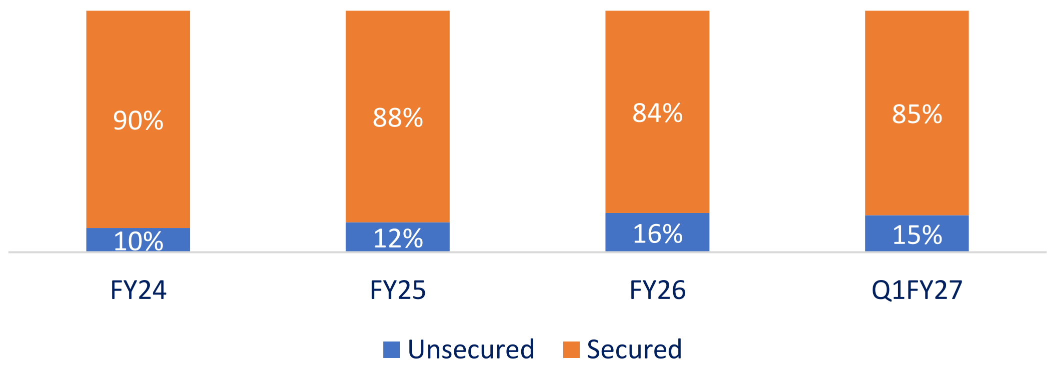
## Diversified Borrowing Mix (Outstanding On-Book exposure)




## Lender Concentration




## Secured Unsecured On Book Borrowing Mix




*Borrowings is without IND-AS adjustments and includes interest accrued*

# IIFL Finance (Standalone): US$500 mn Social Bonds Issuance

IIFL FINANCE

| 144A / Reg S off GMTN | Listed on India INX & NSE IX | SPO Provider: Sustainable Fitch |
|---|---|---|
| **US$500mn** ISSUANCE IN JUNE 2026 | **Over US$1.8bn** ORDERBOOK | **~3.76x** OVERSUBSCRIBED |

| Regions participated | | | |
|---|---|---|---|
| Regions participated | Asia 33% | Europe & Middle East 31% | USA/Canada 36% |

**IIFL Finance assigned Ba3 (stable) ratings by Moody's**

## Eligible Social Loans — Access to Essential Services

### Financing & Financial Inclusion
Affordable gold, MSME and microfinance loans for under-banked, under-served borrowers.

### Employment Generation
Promoting entrepreneurship among women borrowers and small-business livelihoods.

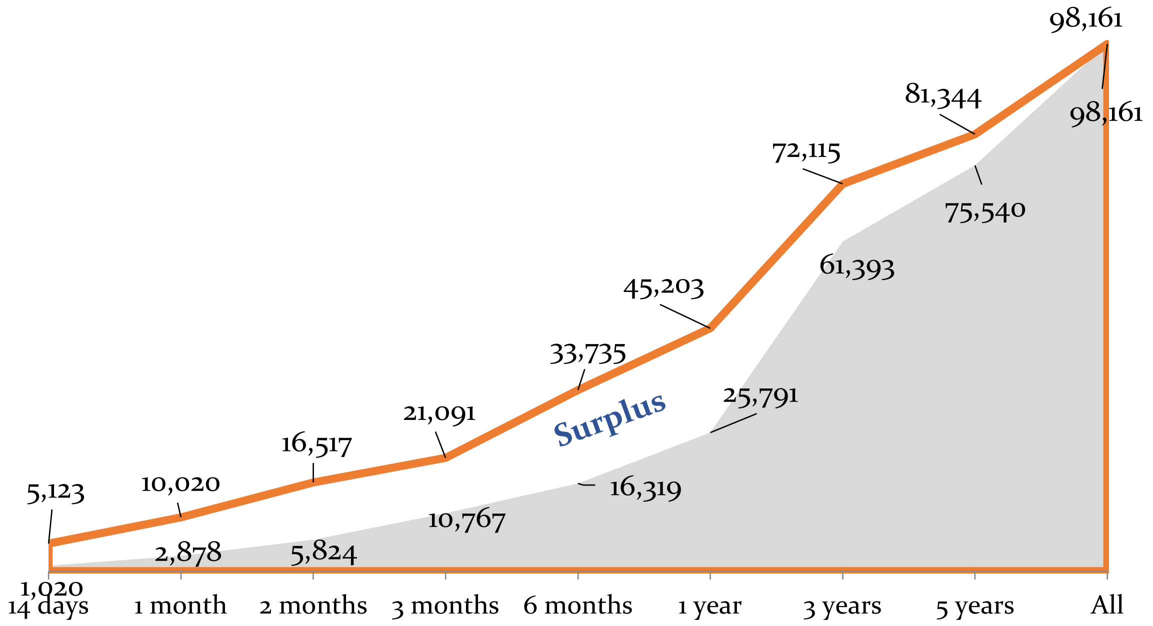
### Socioeconomic Advancement
Reaching new-to-credit, rural and semi-urban customers and marginalised communities.

### Water & Sanitation Access
SAJAL loans financing household tap-water connections and toilet construction.

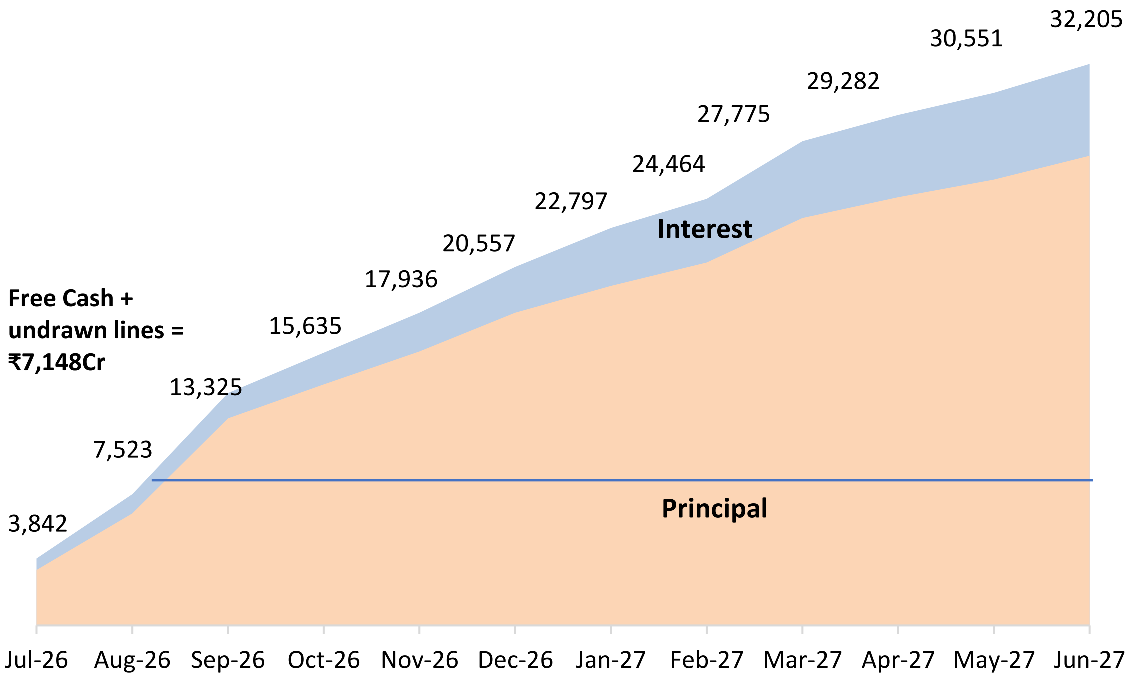
**Use of Proceeds —** aligned with ICMA Social Bond Principles 2023 & LMA Social Loan Principles 2023; proceeds directed to income generating loans for women, low-income and rural / semi-urban borrowers.

# IIFL Finance (Consolidated): ALM Surplus Across All Buckets

### Asset Liability Match (ALM) - Surplus across all buckets

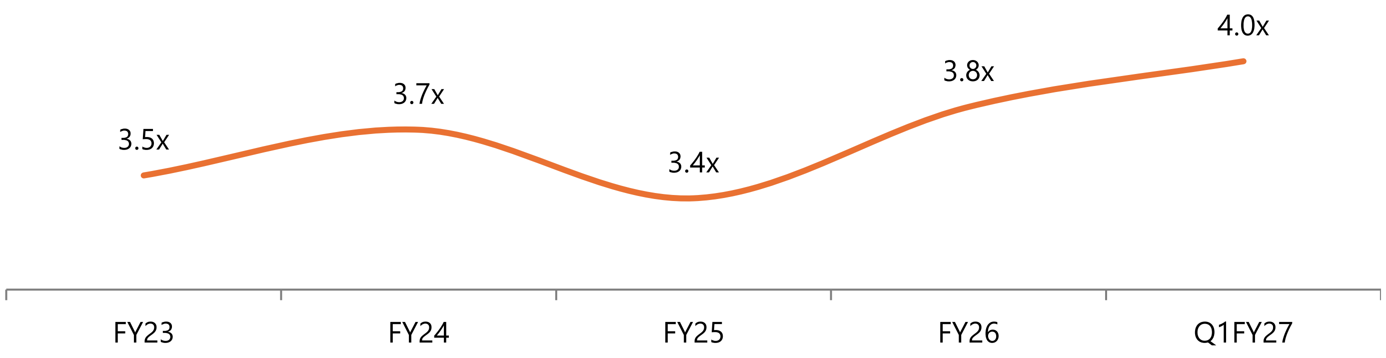



### Well covered Debt Repayment Schedule



# IIFL Finance (Consolidated): Proposed Equity Raise to Strengthen CRAR

## Net Gearing




### Equity raise approval

An enabling resolution to raise equity capital through one or more permitted routes, including QIP, FPO, preferential issue, rights issue, or other equity-linked instruments; to strengthen the Company's capital position, and support future growth was passed by shareholders at the AGM on 24 July 2026.

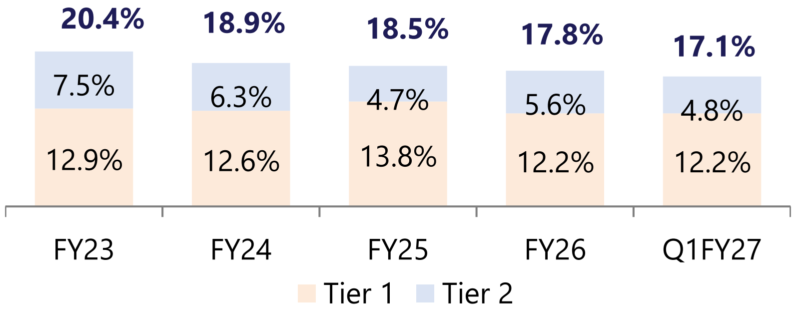
The timing, structure and size of the issuance will be determined by the Board based on business needs and prevailing market conditions.

## Capital Adequacy Ratio (%)

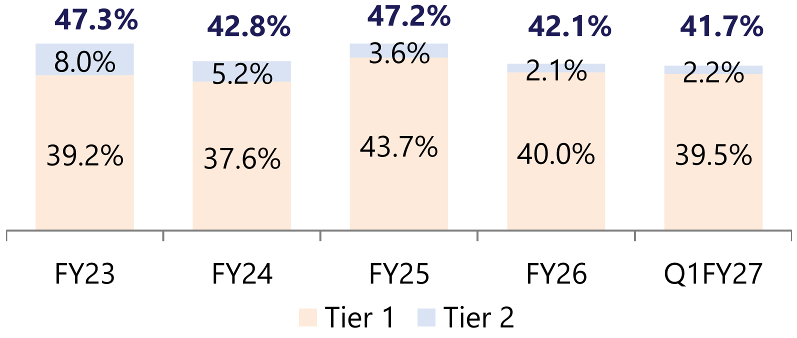
*CRAR Regulatory minimum: 15%*

CRAR (Consolidated): **24.3%** [1]

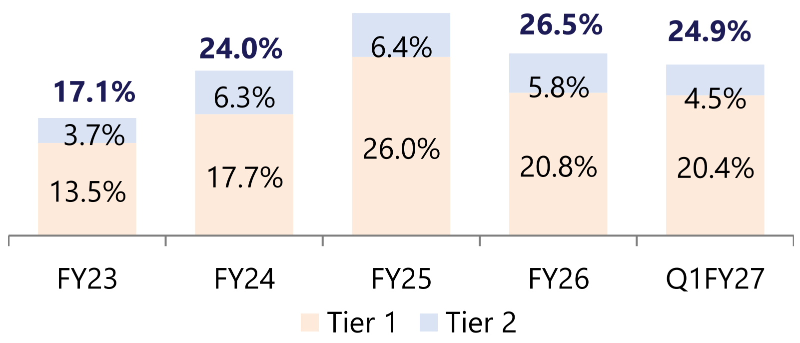
IIFL Finance (Standalone)




IIFL Home Finance




IIFL Samasta Finance




Note:
1. CRAR computed through aggregation of individual figures of parent and its subsidiaries

# FY27 STRATEGY

Resilient, Capital-Efficient Growth

# FY27 Strategy: Resilient, Capital-Efficient Growth

*Focussing on secured priority sector lending for superior asset quality and bank partnerships*

## Our 6 Strategic Pillars

1 **Secured Portfolio Anchor**
Gold Loans + Mortgages (HL/LAP)
→ Lower risk, stable growth, superior asset quality

2 **Bharat + MSME Flywheel**
Unbanked MSMEs + households
→ Lifetime journey: **Gold → MSME → Mortgage**

3 **AI-Led Operating Model**
Underwriting | Fraud | Collections | Cross-sell
→ Lower credit cost + higher productivity

4 **Branch-Led Distribution Engine**
Multi-product hubs with hyperlocal sourcing
→ Higher per-branch AUM & profitability

5 **Co-Lending as Core Engine**
Bank partnerships at scale
→ Capital-light growth + liquidity comfort + risk sharing

6 **Capital Efficiency Discipline**
DA / PTC / Co-lending mix
→ Optimised RWA / CRAR + strong liquidity

## Strategy Flywheel


**Focused | Capital-Efficient | Financial Inclusion | Risk Mitigation | Sustained Growth**

# FY27 Strategy: Co-lending a Key Growth Driver

**₹1,15,523 Cr**
Consolidated AUM

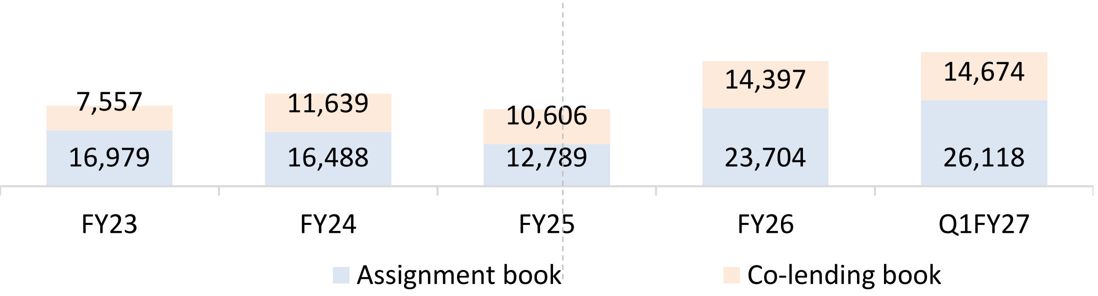
**₹40,531 Cr**
Off-book AUM (35%)

**15**
Active bank co-lending partners

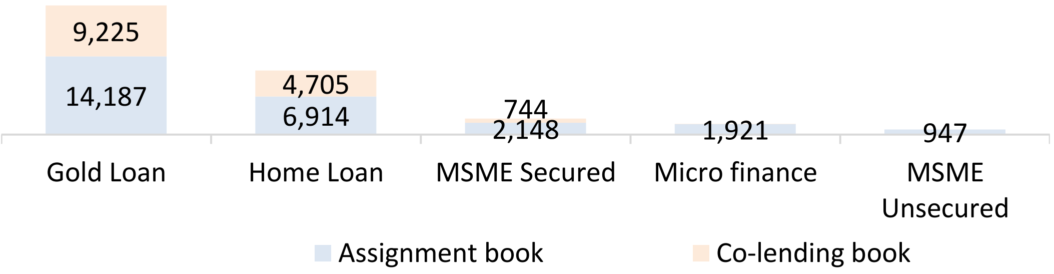
## Off-book mix across IIFL businesses (% of AUM, Q1FY27)

| Entity (Product) | AUM (₹ Cr) | Off-book (₹ Cr) | Off-book % | DA (₹ Cr) | Co-lending (₹ Cr) |
|---|---|---|---|---|---|
| IIFL Finance Standalone (Gold + MSME) | 63,170 | 23,316 | 37% | 15,295 | 9,225 |
| IIFL Home Finance (Home Loan + LAP) | 41,540 | 14,349 | 35% | 8,901 | 5,448 |
| IIFL Samasta (Microfinance) | 10,813 | 2,866 | 27% | 1,921 | 1 |
| **Total** | **1,15,523** | **40,531** | **35%** | **26,118** | **14,674** |

## Off-book book: trend (₹ Cr)




## Off-book book by product – Q1FY27 (₹ Cr)




Note: Co-lending includes Co-origination

# FY27 Strategy: AI Started Delivering Impact

*The portfolio spans growth, frontline capability, risk, collections, credit and customer service.*

**AI ALREADY AT WORK**

Six proof points
One expanding portfolio

### Voice AI

**WIN-BACK**

Significant ML-led customer win-back via targeted voice calling

### Customer bot

**24/7**

Grounded multilingual service with seamless human hand-off.

### Video AI training

**FAST**

AI video training launched for 50%+ frontline staff, accelerating proficiency at scale.

### Credit decisions

**FAST**

Personal discussions are captured and structured for faster decisions.

### Gold-image fraud checks

**1.5 lakh**

Over 1.5 lakh gold ornament images analysed in Q1FY27 to focus field audits on higher-risk cases.

### Collections

**HIGH**

ML prioritisation plus Voice AI improve reach and collection efficiency.

**Going live by Sep 2026: an AI Branch Manager copilot for frontline teams and always-on video-analysis credit audit.**

# IIFL FINANCE (STANDALONE)

Q1FY27 Update

# IIFL Finance (Standalone): Loan Mix and Growth

**GOLD LOAN | ₹58,406 Cr | 92.5% of Total**

| | |
|---|---|
| ATS | ₹1.2L |
| Yield | 18.57% |
| LTV | 70% |
| Gold Tonnage | 64.3 MT |

- *Opened 113 new branches*
- *3.5L new customers added in Q1 FY27*

**MSME LOAN | ₹ 1,661Cr | 2.6 % of Total**

**Secured MSME (LAP)** — **₹ 1,312 Cr**

ATS: ₹232.0L | Yield: 14.20%

*Focus on mid-sized MSMEs in emerging markets*

**Supply Chain Finance** — **₹348 Cr**

ATS: ₹25.5L | Yield: 14.09%

*Slowed down, given current market outlook*

**NON-CORE | ₹3,104 Cr | 4.9 % of Total**

**CRE** — **₹169 Cr**

*Winding down*

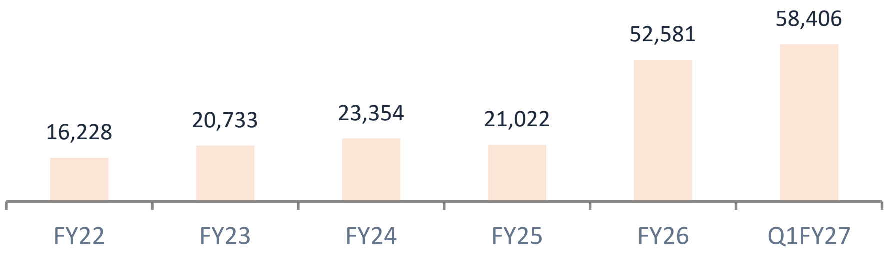
**Capital Market** — **₹427 Cr**

*Synergistic business*

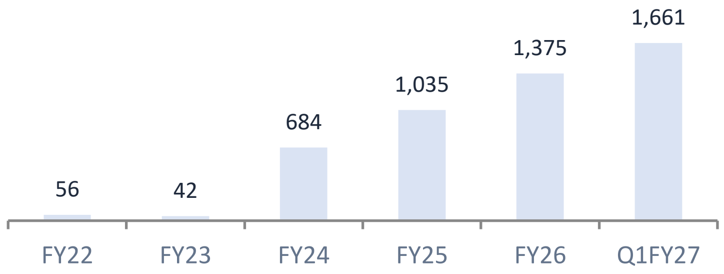
**Discontinued business** — **₹2,507 Cr**

*Digital, Personal loan, Unsecured BL*

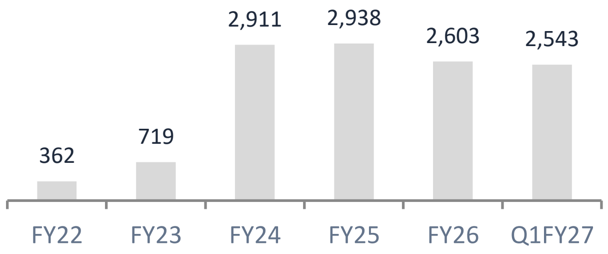
**Gold Loan AUM (₹ Cr)**




**MSME Loan AUM (₹ Cr)**



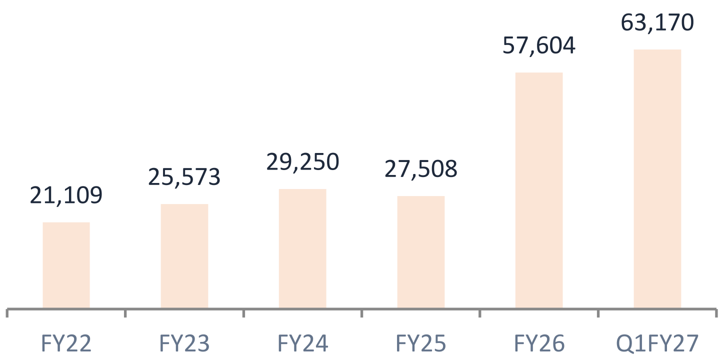

**Security Receipts* (₹ Cr)**



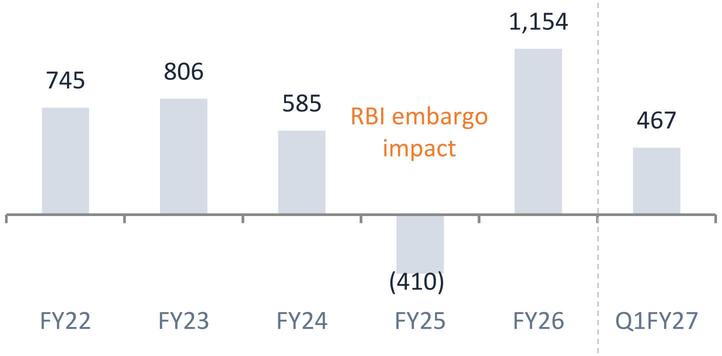

* *Net of provisions*

# IIFL Finance (Standalone): Key Highlights (1/2)

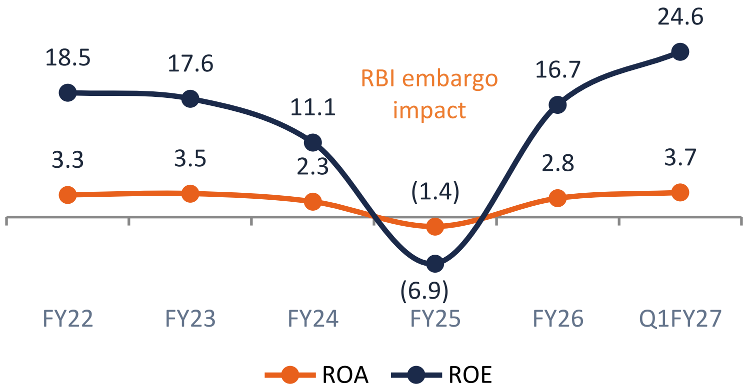
### AUM (₹ Cr)



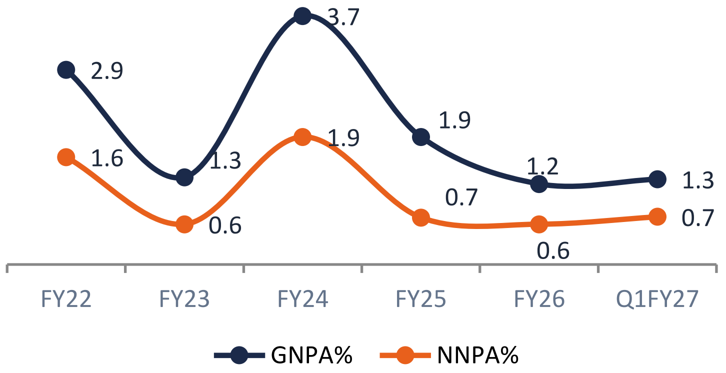

### Profit After Tax (₹ Cr)



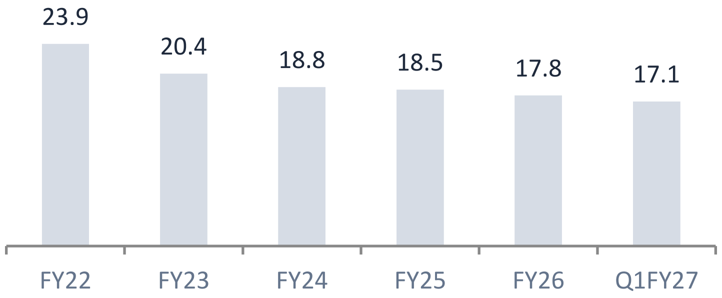

### ROA / ROE (%)



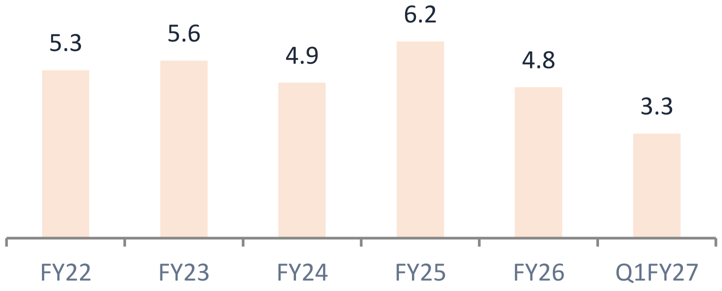

### Asset Quality (%)




### CRAR (%)

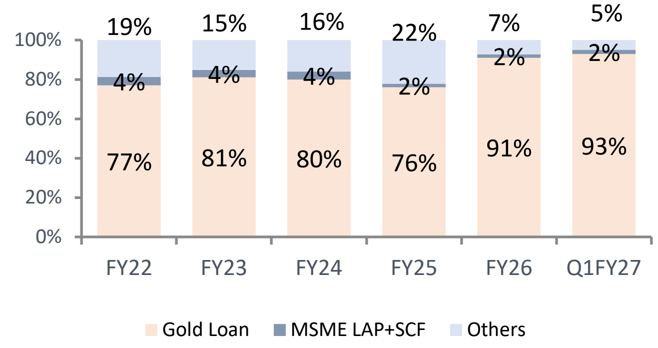



### Opex to Avg AUM (%)

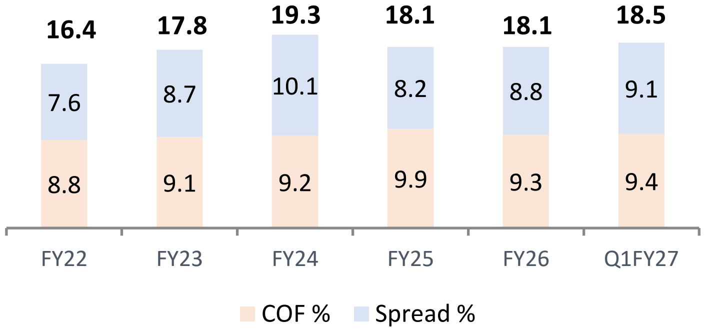


# IIFL Finance (Standalone): Key Highlights (2/2)

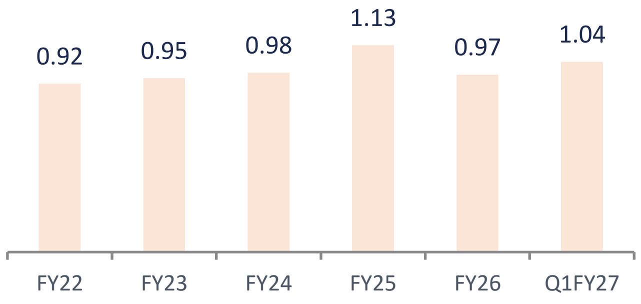
### AUM mix (%)



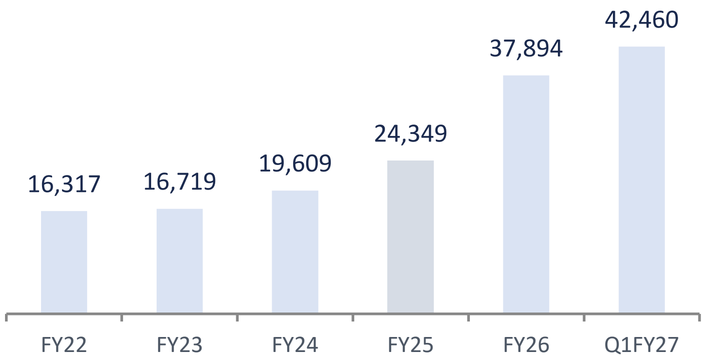

### Interest Spread (%)



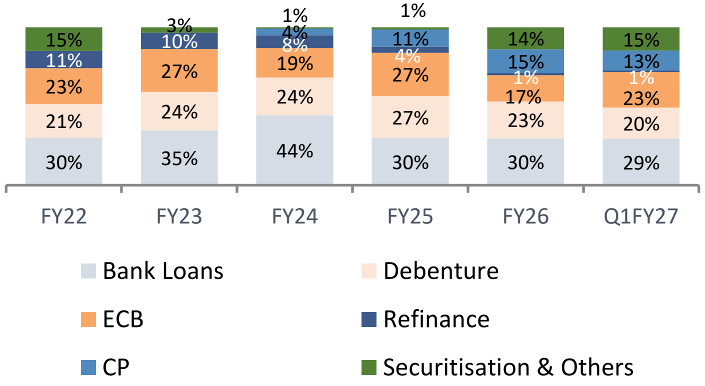

### Average ticket size (₹ lakhs)



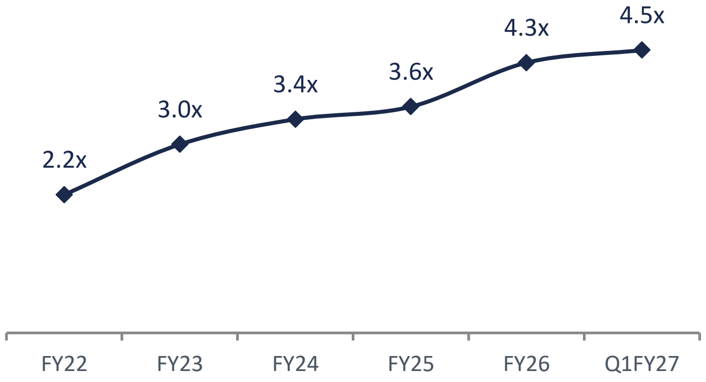

### Borrowing (₹ Cr)




### Borrowing mix (%)




### Net gearing




*Borrowings is without IND-AS adjustments and includes interest accrued*

# IIFL Finance (Standalone): Gold Loan Risk Management

### On-boarding: Fraud checks, Bureau Checks, Lower of two independent valuations

Branch walk-in → e-KYC or Upload KYC docs → Bureau & AI-led fraud checks → Independent gold valuation by 2 Valuers → Lower of two valuations used

### Branch Security

- Physical guards & IP-camera surveillance
- Real-time central monitoring & controlled vault access
- OTP-based vault opening Cellular vaults & auto-hooters

### Insurance

- Adequate Insurance — gold & cash in vault & transit; GPS trackers

### Audit

- Day end Analytics based red flags investigated by Offsite Audit team
- Scheduled & Surprise audits by internal /third party audit team - Purity verification of near 100% packets

### Storage – Gold and Documents

- Gold is stored in vaults in a tamper proof packet Loan account number is mentioned on the packet
- AI led image fraud detection: Flags potential fraud, duplicate pledging, quality mismatches and suspicious patterns

# IIFL HOME FINANCE

Q1FY27 Update

# IIFL Home Finance: Loan Mix and Growth

| HOME LOAN \| ₹33,030 Cr \| 79.5% of total | |
|---|---|
| ATS | ₹16.62 Lakhs |
| Yield | 10.50% |
| Tenor | Upto 25 years |

- *Loans to fund purchase, construction and renovation of homes esp. for EWS and LIG*

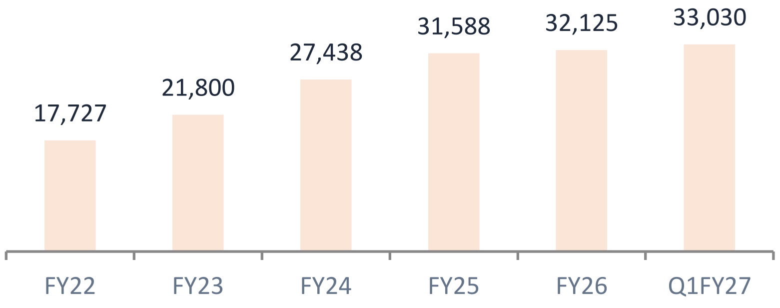
| MSME SECURED (LAP) \| ₹7,807 Cr \| 18.8% of total | |
|---|---|
| ATS | ₹17.66 Lakhs |
| Yield | 15.76% |
| Tenor | Upto 15 years |

- *Secure Business Loans for small businesses to meet working capital requirements & for business expansion*

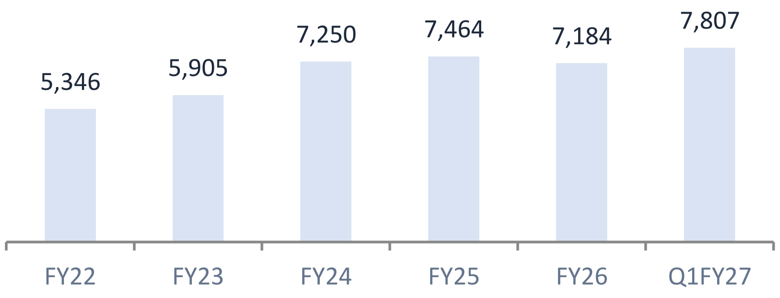
| AFFORDABLE PROJ FINANCE \| ₹703 Cr \| 1.7% of total | |
|---|---|
| ATS | ₹730.29 Lakhs |
| Yield | 15.07% |
| Disbursal Tenor | Upto 5 years |

- *Loans to fund construction projects, such as residential, commercial, or infrastructure development*

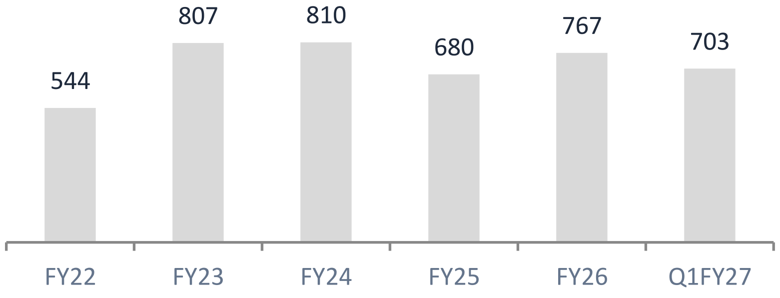
**AUM Trend (₹ Cr)**



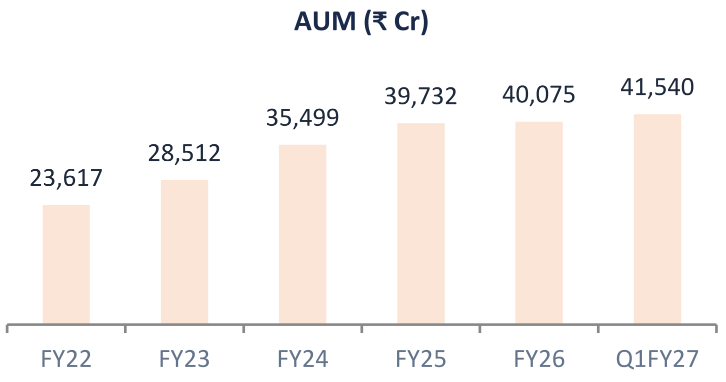

**AUM Trend (₹ Cr)**

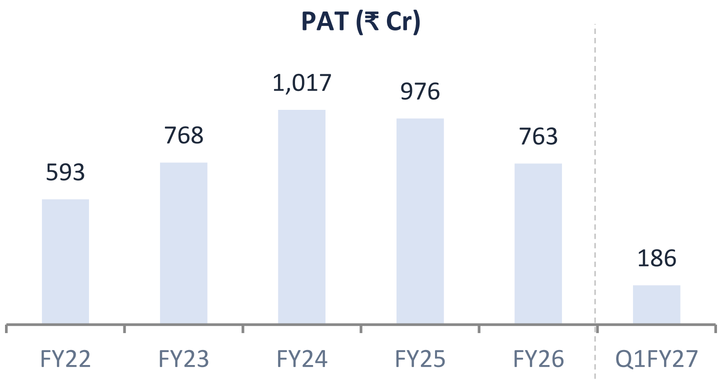


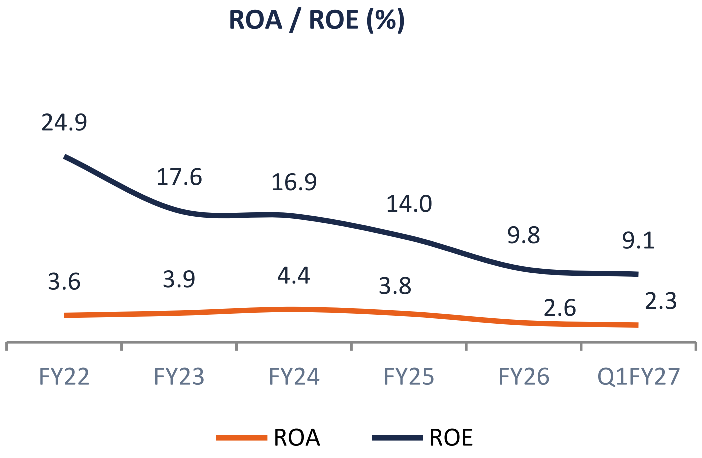

**AUM Trend (₹ Cr)**

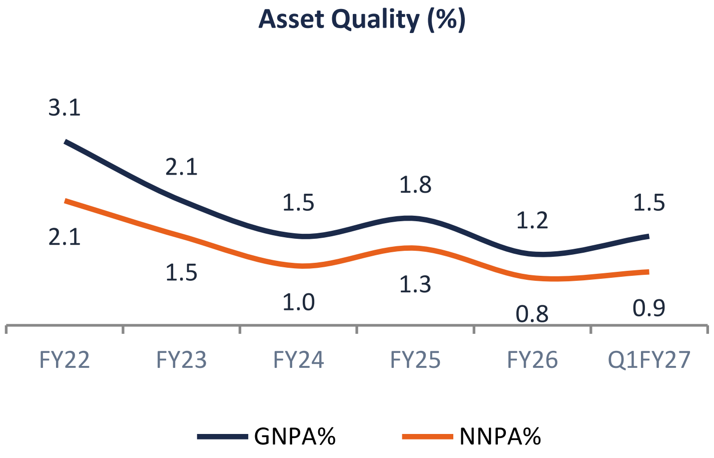


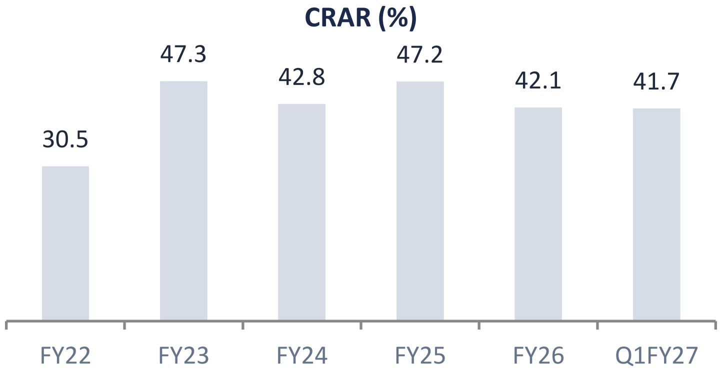
# IIFL Home Finance: Key Highlights (1/2)

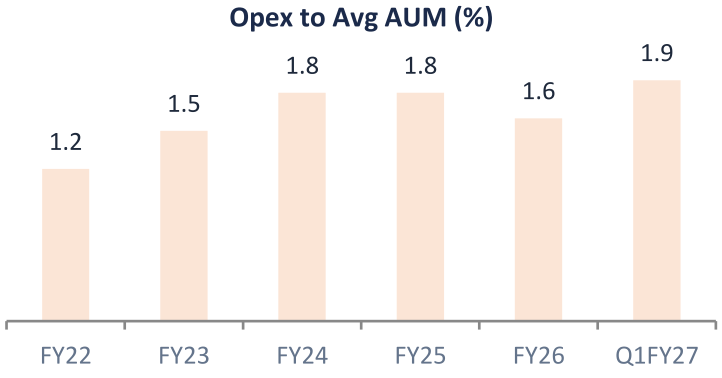


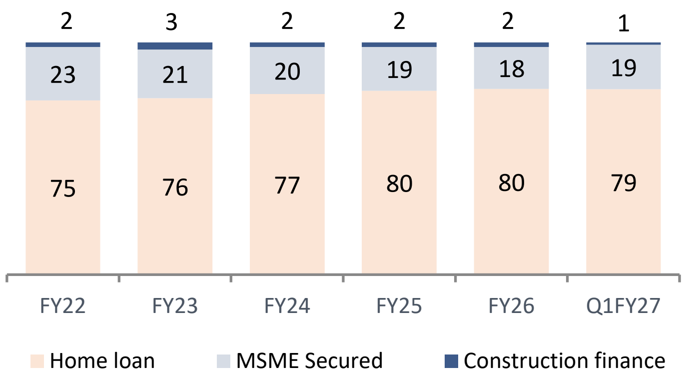



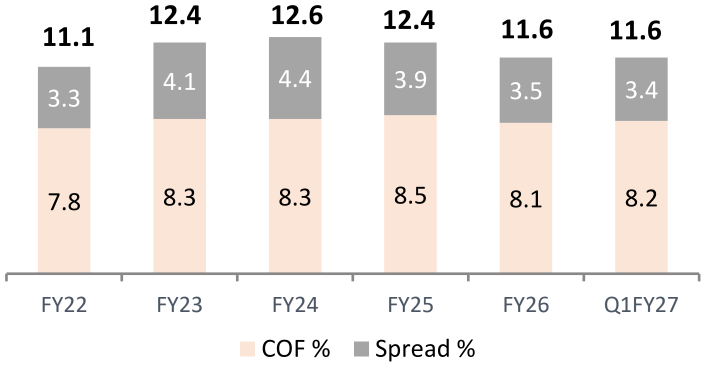
# IIFL Home Finance: Key Highlights (2/2)

IIFL FINANCE

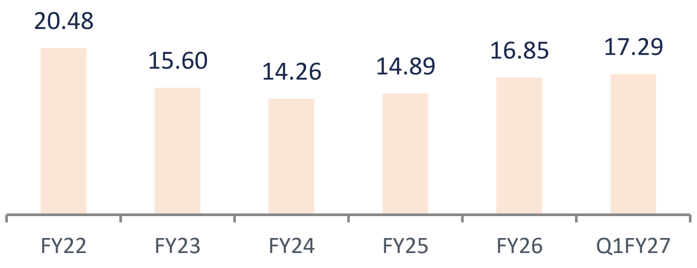
### AUM mix (%)



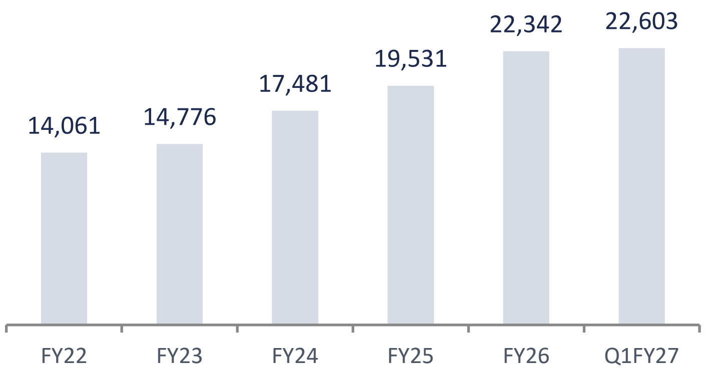

### Interest Spread



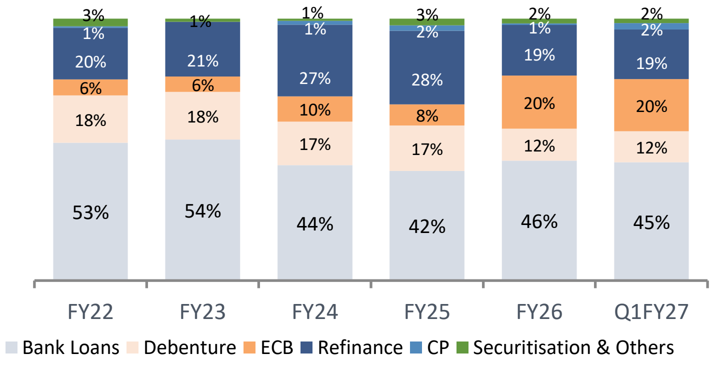

### Average ticket size (₹ lakhs)



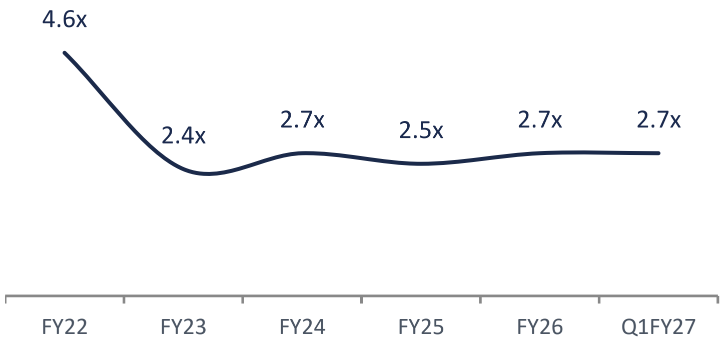

### Borrowing (₹ Cr)




### Borrowing mix (%)




### Net gearing




*Borrowings is without IND-AS adjustments and includes interest accrued*

# IIFL SAMASTA FINANCE

Q1FY27 Update

# IIFL Samasta Finance: Loan Mix and Growth

IIFL FINANCE

**GROUP LOANS (MFI) | ₹8,721 Cr | 81% of Total**

| | |
|---|---|
| ATS | ₹0.60L |
| Yield | 24.59% |
| CGFMU Cover | 65% of book |

- *Disbursals made in Q1FY27 will be covered under CGMFU in Q2 2027*

**MSME LOAN | ₹1,744 Cr | 16% of Total**

**Secured MSME (LAP)** — **₹1,340 Cr**

ATS: ₹4.81L | Yield: 22.47%

*For graduating MFI customers*

**Unsecured MSME Loan** — **₹404 Cr**

ATS: ₹2.24L | Yield: 26.67%

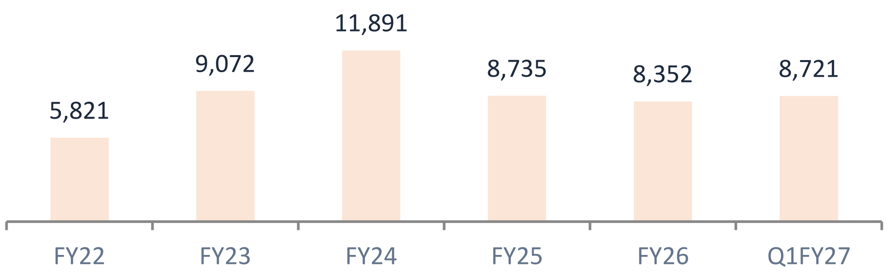
*All incremental under CGFMU*

**DAIRY LOAN | ₹348 Cr | 3% of Total**

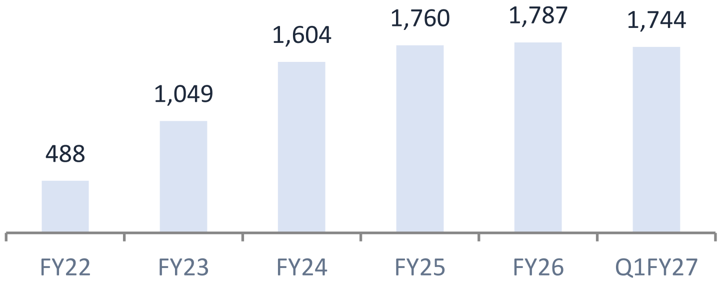
| | |
|---|---|
| ATS | ₹0.68L |
| Yield | 24.8% |

- *Small-ticket loans for income generation*

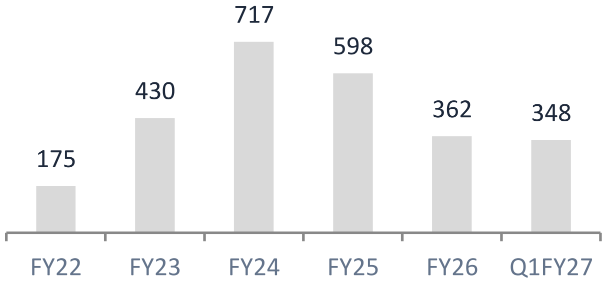
**MFI Loan AUM (₹ Cr)**




**MSME Loan AUM (₹ Cr)**

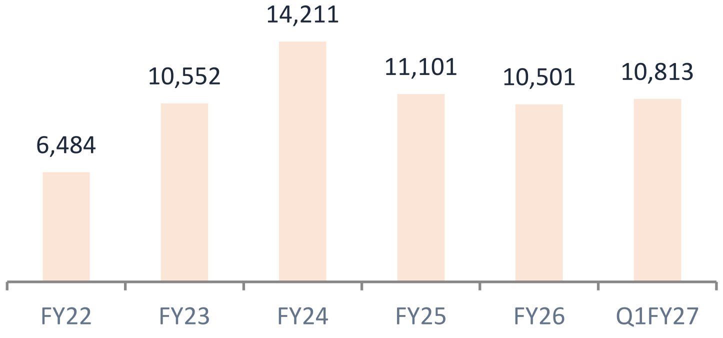



**Dairy Cattle Loan AUM (₹ Cr)**

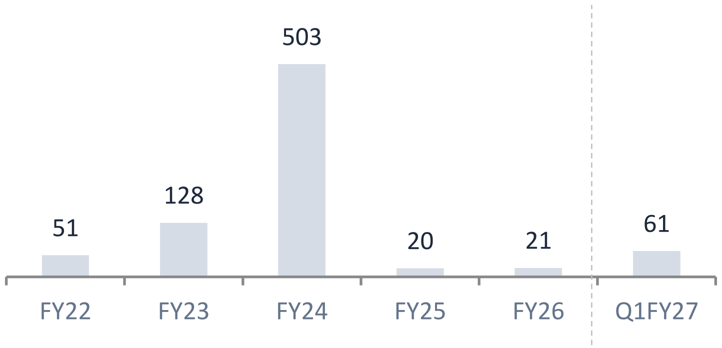


# IIFL Samasta Finance: Key Highlights (1/2)

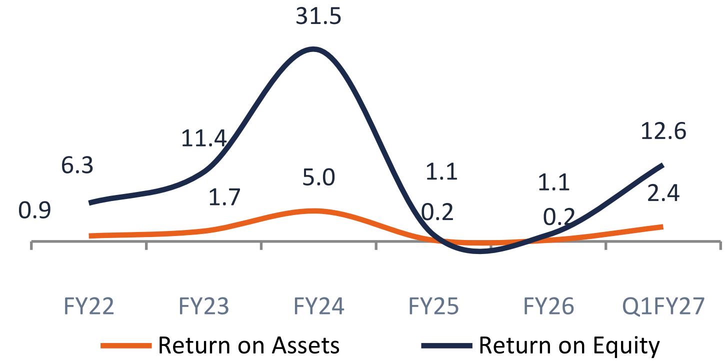
**AUM (₹ Cr)**



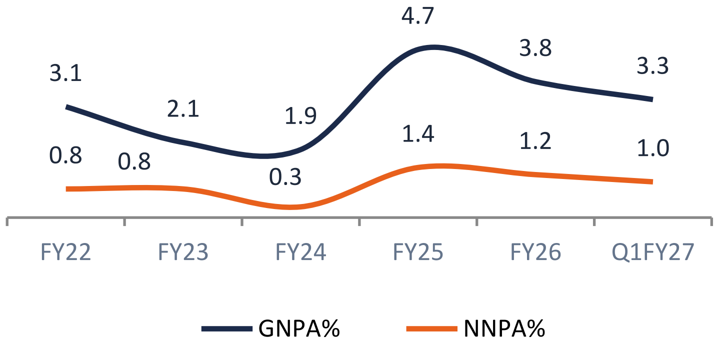

**PAT (₹ Cr)**



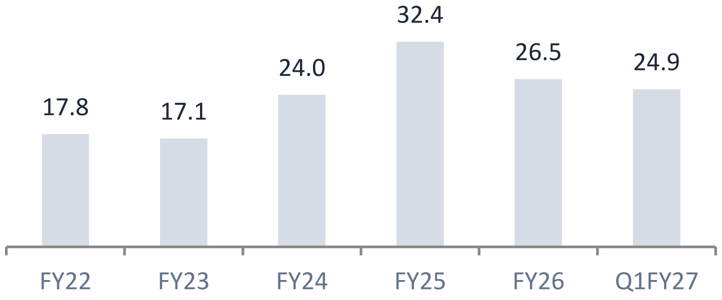

**ROA / ROE (%)**



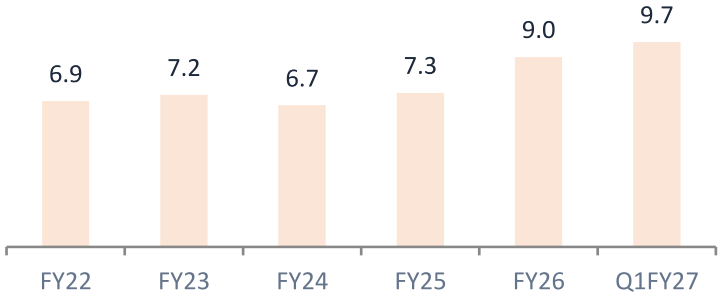

**Asset Quality (%)**




**CRAR (%)**



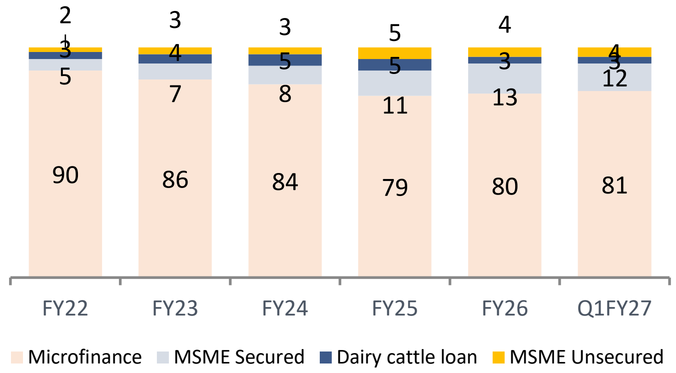

**Opex to Avg AUM (%)**



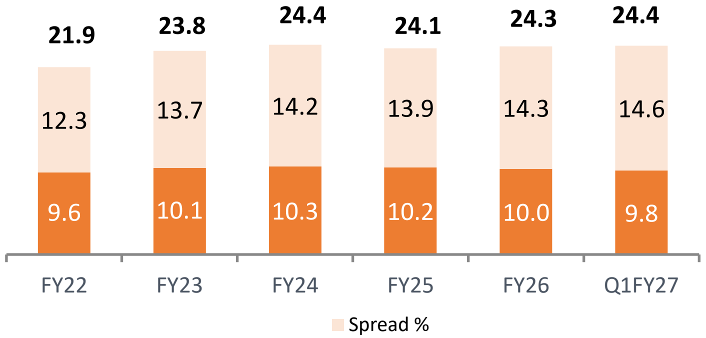
# IIFL Samasta Finance: Key Highlights (2/2)

IIFL FINANCE

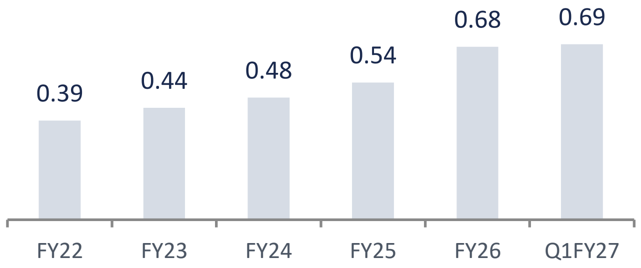
## AUM mix (%)



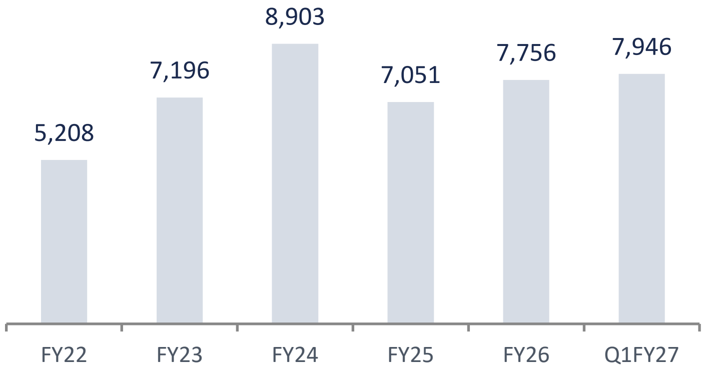

## Interest Spread



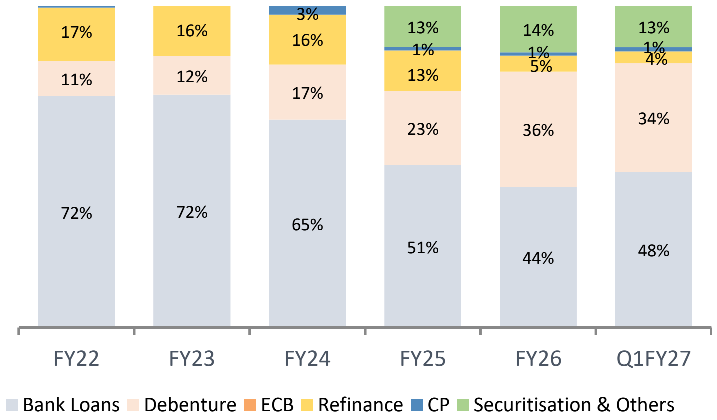

## Average ticket size (₹ lakhs)



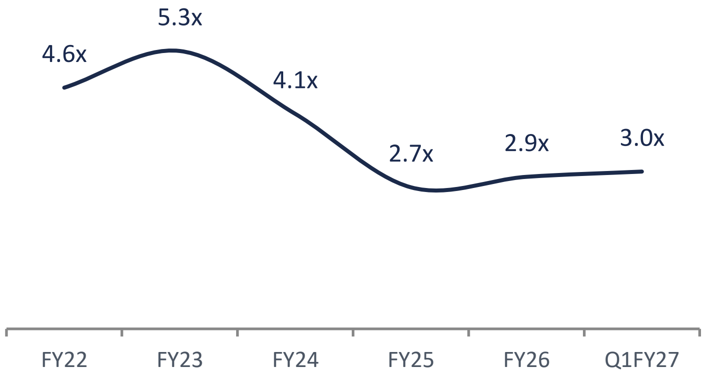

## Borrowing (₹ Cr)




## Borrowing mix (%)




## Net gearing




*Borrowings is without IND-AS adjustments and includes interest accrued*

# CORPORATE INFORMATION

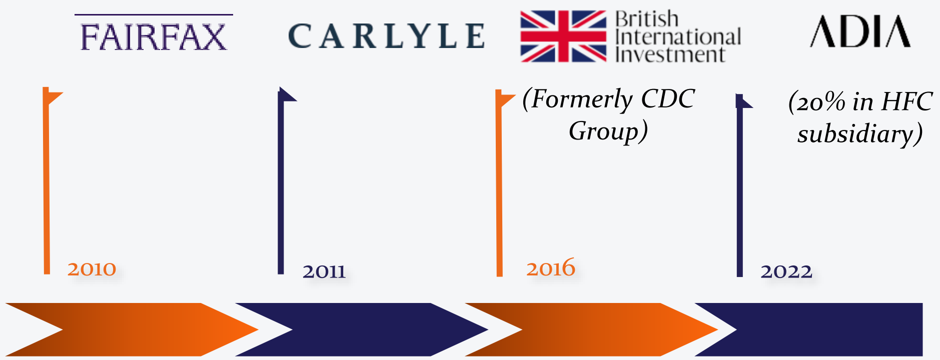
Group Structure, Strategy & Governance

# IIFL Finance: Group Structure and Ownership

**IIFL Finance**
***(Listed)***

| ~ 80% | | ~ 100% |
|---|---|---|
| **IIFL Home Finance** | | **IIFL Samasta Finance** |
| Home Loan | Gold Loan | Microfinance |
| Secured MSME, CRE | Secured MSME Loan | Other Retail |

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




| **Shareholding Pattern** | **% holding** |
|---|---|
| Promoters | 24.8 |
| Institutional Investors | 46.5 |
| Fairfax | 15.2 |
| Bank Muscat India Fund | 3.3 |
| Abakkus | 2.9 |
| Theleme | 2.7 |
| Vanguard | 2.2 |
| Bavaria Industries AG | 1.9 |
| Alliance Bernstein | 1.3 |
| Blackrock | 1.3 |
| Whiteoak | 1.3 |
| Ellipsis Partners | 1.0 |
| Public & Others | 28.7 |

*As of June 30, 2026*

# Distinguished Board of Directors in the Company & its Subsidiaries

**B. P. Kanungo**
*Chairman & Independent Director*

Former Dy Governor, RBI

**Gopalakrishnan Soundarajan**
*Non-Executive Director*

Fairfax Nominee

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

Former Chairman, NHB

**Govinda Rajulu Chintala**
*Chairman & Independent Director*

Former Chairman, NABARD

**Nirmal Jain***
*Managing Director*

Founder, IIFL Group

**R Venkataraman***
*Joint Managing Director*

Co- founder, IIFL Group

**Ramakrishnan Subramanian***
*Independent Director*

Former CEO, Shriram Capital

**Kabir Mathur**
*Nominee Director*

ADIA Nominee

**Girish Kousgi**
*Managing Director & CEO*

CEO, IIFL Home Finance

**N Venkatesh**
*Managing Director*

MD, IIFL Samasta Finance

**Bijou Kurien**
*Independent Director*

Former COO, Titan

**Vinod Padikkal**
*Nominee Director*

ADIA Nominee

**Mohua Mukherjee**
*Independent Director*

Former World Bank Consultant

**Nihar Niranjan Jambusaria***
*Independent Director*

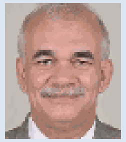
Former President, ICAI

**T S Ramakrishnan**
*Non-Executive Nominee Director*

LIC Nominee

**Venkataramanan Anantharaman**
*Independent Director*

Former Corporate Finance Head, Standard Chartered



**Mathew Joseph**
*Independent Director*

Former CRO, HDFC Limited

**Kalengada Mandanna Nanaiah**
*Independent Director*

Former MD, Equifax

**Nirma Bhandari**
*Independent Director*

Partner, ANB Global

**M. V. Bhanumathi**
*Independent Director*

Former Director General, Income Tax, Mumbai

**Mohan Sekhar**
*Independent Director*

ED, Accenture

**Sistla Uma Shanmukhi**
*Independent Director*

Former MD & CEO, SBI-SG

IIFL Finance Board
IIFL Home Finance Board
IIFL Samasta Finance Board

*Denotes common directors on the board of parent and subsidiaries

# An Experienced Senior Management with Strong Credentials

IIFL FINANCE

**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

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

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

**N Venkatesh**
MD, IIFL Samasta Finance
*Leadership program in Microfinance at Harvard*

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

**Vikas Jain**
Chief Financial Officer
*CA, CISA,CISM, PMP*

Experience of 21+ years
Hinduja Leyland Finance, Bajaj Finance, Bajaj Housing Finance, PWC

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

Experience of 25+ years
Mahindra Finance, HDFC Sales

**Mayank Sharma**
*Business Head – Gold*
*MBA, Leadership programs from IIMC, ISB*

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

**Rahul Sanklecha**
Chief Risk Officer
*FRM, MBA, BE*

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

**Kirti Timmanagoudar**
Head – Strategy & IR
*MBA - TAPMI*

Experience of 25+ years
Brick Eagle, 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 & Counselling*

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

**Govind Modani**
Head, Treasury
*CA, BCom*

Experience of 21+ years in Finance
Diversified experience in Treasury Products

**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

**Vinay Agrarwal**
Business Head, MSME
CA

20+ years of experience in building and scaling retail lending and distribution-led businesses

# ESG at IIFL Finance: Strategy & Performance

*Embedding sustainability into the core of business — recognised by external ratings*

## Environmental

*Climate-conscious operations*

- ISO 14001:2015 certified for 3 large branches (Mumbai, Thane, Bangalore)
- Rainwater harvesting reused ~21 lakh litres in monsoon 2025
- IoT-based energy monitoring system deployed at large office
- Miyawaki Plantation in Udaipur,Rajasthan

## Social

*Inclusive growth + community*

- CSR in aspirational districts: Baran, Sirohi, Jaisalmer, Baramulla, Kupwara
- Sakhiyon Ki Baadi- 715 learning centers benefiting 18,432 girl children
- Provided 12,000 electrolyte ORS sachets to the Mumbai Traffic to help prevent heat-related illnesses and dehydration during the summer months.

## Governance

*Strong oversight & transparency*

- Board-level ESG Committee oversees and approves all ESG initiatives
- Sustainability Report aligned with GRI Standards 2021 + IFRS SDS
- First year of external BRSR Core assurance — no major observations (TUV India)
- MD chairs FICCI NBFC Committee — sector advocacy & policy engagement

## External ESG Ratings & Recognition

*As at June 2026 | All ratings improved or stable vs March 2026 | Reflects strengthened governance, disclosures, and ESG integration*

| Sustainalytics Risk Rating | S&P Global CSA 2025 | ESG Risk.ai | NSE | CRISIL |
|---|---|---|---|---|
| **19.1** (25.9 earlier) | **46** | **69** (69 earlier) | **65** (65 earlier) | **60** (60 earlier) |
| Medium Risk → Low Risk | Maiden participation | Rating: Strong | Rating: Strong | Rating: Strong |

# Environmental & Social: Action on the Ground

IIFL FINANCE

*Resource efficiency in operations + targeted community impact in aspirational districts*

## Environmental Initiatives

### Miyawaki Plantation

IIFL Foundation is undertaking the plantation of 11,000 trees under the "IIFL Foundation–Udaipur Bharat Vann Project" in Udaipur, Rajasthan, using the Miyawaki Methodology. The proposed initiative aims to improve local biodiversity, increase green cover, and contribute to environmental restoration by developing a dense, self-sustaining native forest ecosystem.

Expected project impact

- Long term carbon capture and climate resilience
- Biodiversity revival
- Model for scalable urban greening projects
- Improve air & soil quality
- Habitat creation for birds ,insects and small animals

## Social Initiatives — IIFL Foundation

### CSR in Aspirational Districts (Government-identified)

Rajasthan- Baran, Jaisalmer, Sirohi

Jammu & Kashmir- Baramulla, Kupwara

### Prominent CSR Projects (FY26) — Beneficiaries

| Project | Beneficiaries |
|---|---|
| Sakhiyon Ki Baadi — girls' education, Rajasthan | 18,432 |
| Solar Barricades for Police- Jaipur & Udaipur, Rajasthan | Community at large |
| Project Heat-shield- Electrolytes for traffic police- Mumbai Maharashtra | 850 |
| Training in Banking and Finance for youth- Mumbai, Maharashtra | 30 |
| Vocational Training for Govt. School Students- Kamrup, Assam | 248 |
| Scholarship for Under Graduate Students- IIT Bombay, Maharashtra | 75 |
| Administrative Support to School - Mumbai Maharashtra | 120 |
| Training in Beauty and Wellness- Baramulla, Jammmu & Kashmir | 120 |

# Governance, Disclosures & External Recognition

*Strong board oversight, audited disclosures, and sector leadership*

### Board-Level ESG Committee

Oversees and approves all ESG initiatives. ESG function undergoes annual internal audit in addition to external assurance of the Sustainability Report.

### First Year of External BRSR Assurance

**Reasonable Assurance** for BRSR Core (ISAE 3000 Revised, ISAE 3410) by **TUV India.** FY26 assurance completed with no major observations; full-year underway.

### Globally Aligned Disclosures

Among the few Indian companies preparing Sustainability Report per GRI Standards 2021 (in accordance) and aligned with relevant sections of IFRS Sustainability Disclosure Standards.

## Policy Architecture Strengthened (FY26)

*Enhanced transparency, governance*

### Public Disclosure

4-5 key policies (IT policy, HR handbook, etc.) moved from internal to public domain on website

### New Policies Adopted

Tax Policy and Human Rights Policy adopted with Board approval

### ABAC Policy Refresh

Anti-Bribery and Anti-Corruption Policy modified and re-approved by the Board

## Industry Leadership

**Mr. Nirmal Jain,** Founder & MD of IIFL Finance, chairs the **FICCI NBFC Committee** — driving sector advocacy on credit delivery to unbanked / underbanked populations, diversified funding access, and bank-NBFC co-lending.

# Environment, Social & Governance - Social

## CSR projects continue with creative use of technology

### Banking and Finance Course for Marginalized Youth -Maharashtra

- Training program 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 program.
- The course equips the students to develop and master
- - Customer Services Skills
- - Sales and marketing skills
- - Communication and interpersonal skills

- Guest lectures by experienced professionals from the banking and financial services industry, providing practical insights into current industry trends and career opportunities.

- Industry-recognized certification upon successful completion of the program.

### Support to Tattva University- Maharashtra

- Supporting the construction of Tattva University a greenfield, value-based, multi disciplinary, research oriented deemed to be university in Maharashtra rooted in Jain and Indian knowledge system

- The University is being developed on the Maldunge land, where construction work has already commenced. The Company has applied for approval from the University Grants Commission (UGC) for establishment of the University. A team of experienced architects and distinguished research advisors has been appointed to design the campus and guide its academic and research vision. The university is progressing steadily towards becoming a world-class institution for higher education and innovation.


Training in Banking and Finance for Youth

Tattva University Layout

# Thank You

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