



Performance Review

Quarter and Year ended March 2026

April 29, 2026

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KEY HIGHLIGHTS

Consistent Growth with Focus on Asset Quality

IIFL Finance: Consistent Growth with Focus on Asset Quality



Loan AUM ₹1,08,180 Cr 10.0% QoQ	PPOP ₹1,173 Cr 9.0% QoQ	Gross NPA 1.5% (14 bps)	Net NPA 0.7% (2 bps)	PAT (pre NCI) ₹623.2 Cr 24.3% QoQ	Provision Coverage 93%
Liquidity ₹6,638 Cr	ROA 2.4%	ROE 13.1%	CRAR 25.3%	Branches 4,829	Net Gearing 3.8x

Consolidated CRAR of 25.3% is computed. CRAR for IIFL Finance (Standalone) 17.8%, IIFL Home Finance 42.1% and IIFL Samasta Finance 26.5%

IIFL Finance (Consolidated): Q4FY26 and FY26 Results



₹ Cr	Q4FY26	Q3FY26	Q-o-Q	Q4FY25	Y-o-Y	FY26	FY25	Y-o-Y
Interest income	2,773.4	2,535.6	9%	2,201.7	26%	10,021.2	8,165.3	23%
Interest expense	(1,609.6)	(1,437.0)	12%	(1,169.4)	38%	(5,717.4)	(4,169.5)	37%
Net interest income	1,163.8	1,098.6	6%	1,032.4	13%	4,303.8	3,995.8	8%
Income from off-book assets	773.1	771.3	0%	267.1	189%	2,851.8	1,084.6	163%
Other Income	153.2	125.9	22%	88.4	73%	470.8	455.8	3%
Total income	2,090.0	1,995.8	5%	1,387.9	51%	7,626.4	5,536.1	38%
Operating expense	(917.3)	(920.4)	(0%)	(736.6)	25%	(3,509.8)	(2,963.4)	18%
Pre provision operating profit	1,172.7	1,075.4	9%	651.2	80%	4,116.7	2,572.8	60%
Loan losses & provision	(325.7)	(399.7)	(19%)	(348.7)	(7%)	(1,738.2)	(1,498.0)	16%
Net gain/(loss) on FV changes	(14.3)	(12.8)	12%	7.0	(306%)	30.1	218.8	(86%)
PBT (before exceptional)	832.6	662.9	26%	309.5	169%	2,408.6	1,293.5	86%
Exceptional items	-	-	-	-	-	-	(586.5)	-
PBT (after exceptional)	832.6	662.9	26%	309.5	169%	2,408.6	707.0	241%
Profit after tax (pre NCI)	623.2	501.4	24%	251.4	148%	1,816.7	578.1	214%
Minority Interest	(36.4)	(37.0)	(2%)	(43.7)	(17%)	(155.9)	(199.4)	(22%)
Profit after tax (post NCI)	586.8	464.3	26%	207.7	183%	1,660.8	378.8	338%
Total comprehensive income	609.9	468.7	30%	198.3	208%	1,675.7	367.5	356%
Book value per share (₹)	318.8	306.8	4%	286.0	11%	318.8	286.0	11%
Earnings per share (₹ basic)	13.8	10.9	26%	4.9	182%	39.1	9.1	331%

Note: Labour Code-related one-time cost of ₹20.1 Cr taken in this FY26.

Consolidated Balance Sheet as at March 31, 2026



ASSETS (₹ Cr)

Financial Assets	
Cash and Bank Balances	6,373
Receivables	120
Loan Assets	70,911
Investments	6,092
Other financial assets	3,021
Total Financial Assets (A)	86,519
Non-Financial Assets	
Current & Deferred tax	545
PP&E	1,519
Other non-financial assets	476
Total Non-Financial Assets (B)	2,541
Total Assets (A)+(B)	89,059

LIABILITIES & EQUITY (₹ Cr)

Financial Liabilities	
Payables	247
Debt Securities	20,748
Borrowings (Other)	43,099
Subordinated Liabilities	5,329
Other financial liabilities	3,511
Total Financial Liabilities (A)	72,934
Non-Financial Liabilities (B)	
Equity share capital	85
Other Equity	13,835
Shareholder's Equity (C)	13,920
Non Controlling Interest (D)	1,699
Total (A)+(B)+(C)+(D)	89,059

AI Transformation: Illustrative Snapshot of Key Areas

How AI is improving customer reach, sales conversion and operational efficiency



REVENUE DRIVER

AI-Powered Loan Lead Engine

AI scores customers by loan uptake likelihood, auto-routes to right channel.

~₹1,000 Cr

Monthly from AI leads

COLLECTIONS

Agentic collections

Agentic calling and collection journey for faster turn around time.

~₹450 Cr

Collections assisted

SALES PRODUCTIVITY

AI Business Coach for Branch

AI-generated daily insight and prioritized actionable.

48%

Branches taking decisions based on AI

RISK & CONTROLS

AI-Powered Image fraud detection

AI scores and flags Gold ornament images for field audit.

1,895

Loans flagged by AI

CUSTOMER SERVICE

Agentic customer support

24/7 conversational AI across 22 languages, accessible via WhatsApp, Website and App.

Testing

Go live: May 2026

CROSS-SELL

Business Loan Referral Agent

AI identifies gold/home loan customers for business loans.

Jun'26

Nationwide go-live

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

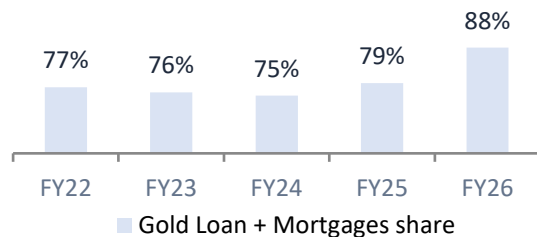


Focused | **Capital-Efficient** | **Financial Inclusion** | **Risk Mitigation** | **Sustained Growth**

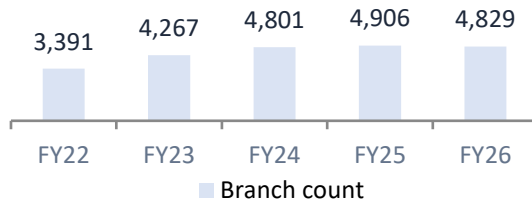
FY27 Strategy in Charts

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

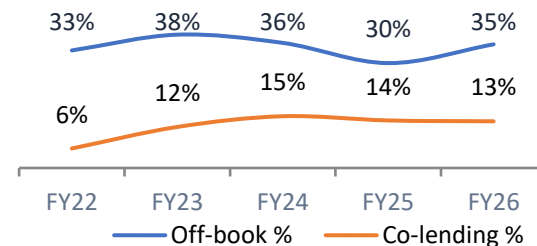
Secured Portfolio Anchor



Branch-Led Distribution Engine

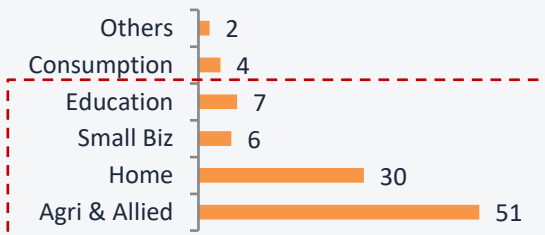


Co-Lending as Core Engine

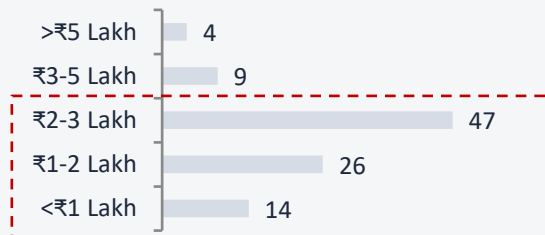


Bharat & MSME Flywheel

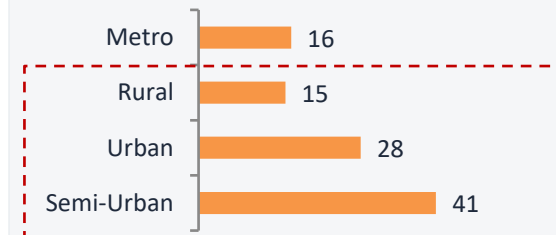
94% Loans for Productive Purposes



87% Customers from EWS



84% Branches in Non-Metro Areas



Co-lending: Key growth driver

₹1,08,180 Cr

Consolidated AUM

₹38,088 Cr

Off-book AUM (35%)

₹50,512 Cr

Cumulative co-lending
since FY21

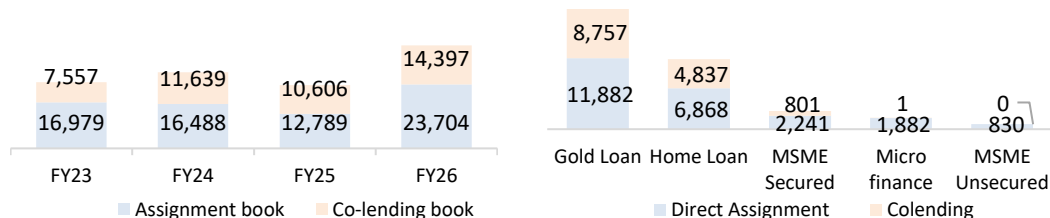
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Active bank
co-lending partners

Off-book mix across IIFL businesses (% of AUM, FY26)

Entity (Product)	AUM (₹ Cr)	Off-book (₹ Cr)	Off-book %	DA (₹ Cr)	Co-lending (₹ Cr)
IIFL Finance Standalone (Gold + MSME)	57,604	20,484	36%	12,889	8,757
IIFL Home Finance (Home Loan + LAP)	40,075	14,572	36%	8,934	5,638
IIFL Samasta (Microfinance)*	10,501	3,032	29%	1,882	1,150

Co-lending share of off-book is rising — capital-light scaling continues



RBI Co-Lending Directions, 2025 | Key Changes

- Min. retention 10% by Each RE (was 20% NBFC-only)
- Scope expanded to PSL + non-PSL; all RE-pairs
- Mandatory blended interest rate, KFS & APR
- 15-day partner booking; escrow-routed flows
- Borrower-level NPA classification across REs
- DLG up to 5% permitted; quarterly disclosures

IIFL is well prepared — pioneer status

- ✓ ₹1.55 lakh Cr cumulative DA + co-lending originated FY14-Q4FY26; zero losses in co-lent portfolio
- ✓ Tech stack ready: iLOS/LMS, escrow agent infra, 15-day book transfer SOP, near-real-time NPA mirroring
- ✓ Diversified product partnerships — Gold, Home, MSME, MFI; flexibility on PSL & non-PSL post Jan'26

Note: Co-lending includes Business Correspondence and Co-origination.

Co-Lending Bank Integrations with banks

NEW Onboarded in Q4FY26

Central Bank of India

Product: Gold Loan

Status: **Live**

Live since: Mar 2026 (Live for Home Loan/LAP earlier)

*Public sector bank; first deal under new framework.
Pan-India scale-up across IIFL gold loan branches.*

Jammu & Kashmir Bank

Product: Gold Loan

Status: **Live**

Live since: Mar 2026

*MoU signed at Jammu Zonal Office. Helps J&K Bank
expand pan-India retail footprint.*

Bank of Maharashtra

Product: Gold Loan

Status: **Live**

Live since: Mar 2025

*Disbursed loans under the new co-lending framework
across Retail/Agri/MSME sectors.*

EXISTING Established co-lending partners

PNB

Home Loan / LAP

Bank of Baroda

Gold Loan

UCO Bank

Gold Loan

IDBI Bank

Home Loan / LAP

Indian Overseas Bank

Gold Loan

South Indian Bank

Gold Loan

Punjab & Sindh Bank

Home Loan / LAP

DCB Bank

MSME / LAP

RBL Bank

MSME

Pipeline & next steps

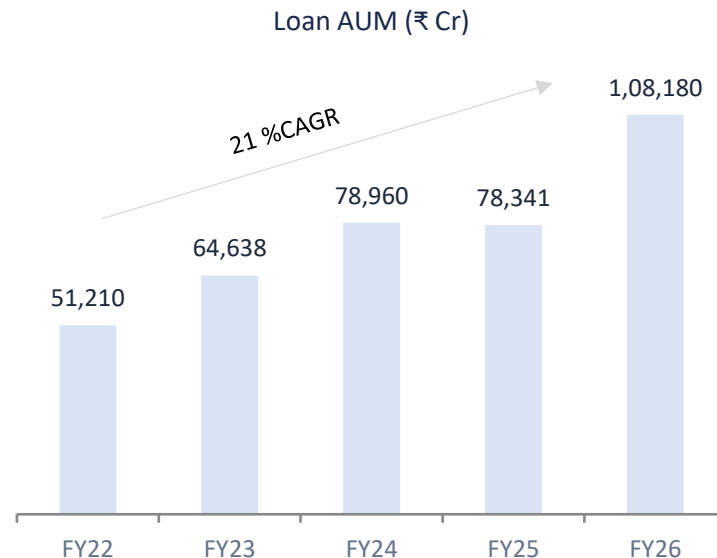
Active discussions with 4-5 PSU & private banks for gold and home loan co-lending underway with bank-end API integrations being initiated

IIFL FINANCE (CONSOLIDATED)

Q4FY26 & FY26 Update

Consistent Loan Asset Growth, Mix Dominated by Gold & Mortgages

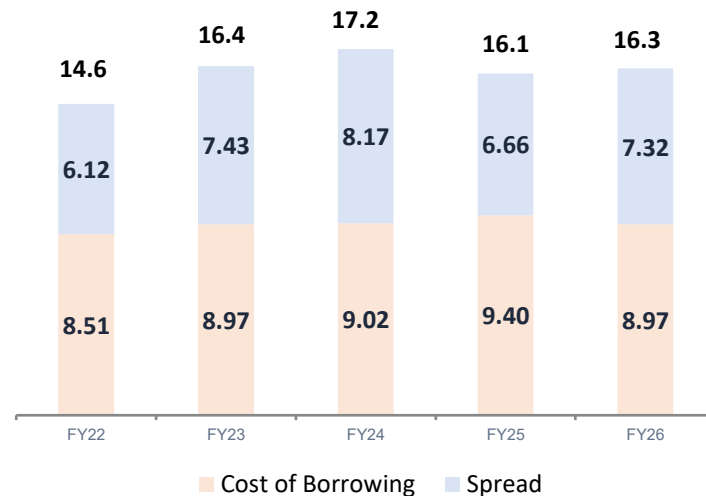
Loan AUM (₹ Cr)	Q4FY26	Q3FY26	QoQ%	Q4FY25	YoY%
Home Loan	32,125	31,893	1%	31,588	2%
Gold Loan	52,581	43,432	21%	21,022	150%
MSME Loan	10,349	10,081	3%	9,294	11%
a) MSME Secured	8,093	7,560	7%	6,523	24%
b) MSME Unsecured	1,866	2,096	(11%)	2,003	(7%)
c) Supply chain	390	425	(8%)	769	(49%)
Microfinance	9,143	8,360	9%	9,859	(7%)
Core Business	1,04,198	93,767	11%	71,763	45%
Discontinued business	2,650	3,086	(14%)	5,130	(48%)
CRE	930	947	(2%)	839	11%
Capital market	403	535	(25%)	609	(34%)
Total	1,08,180	98,336	10%	78,341	38%



Overall Yield Maintained ~16%, Spread Improving

Yield %	Q4FY26	Q3FY26	QoQ	Q4FY25	YoY
Home Loan	10.55%	10.61%	(0.06%)	10.97%	(0.42%)
Gold Loan	18.12%	18.26%	(0.14%)	17.83%	0.29%
MSME Loan	15.94%	16.14%	(0.20%)	16.49%	(0.56%)
a) MSME Secured	15.61%	15.82%	(0.21%)	16.45%	(0.83%)
b) MSME Unsecured	17.72%	17.75%	(0.03%)	17.92%	(0.20%)
c) Supply chain	14.10%	14.08%	0.02%	13.17%	0.93%
Microfinance	24.54%	24.37%	0.17%	24.35%	0.19%
Core Business	16.13%	15.98%	0.15%	15.54%	0.60%
Discontinued business	23.68%	23.72%	(0.04%)	23.95%	(0.27%)
CRE	15.47%	15.60%	(0.13%)	15.80%	(0.32%)
Capital market	10.52%	12.00%	(1.48%)	11.94%	(1.42%)
Total	16.29%	16.19%	0.10%	16.06%	0.23%

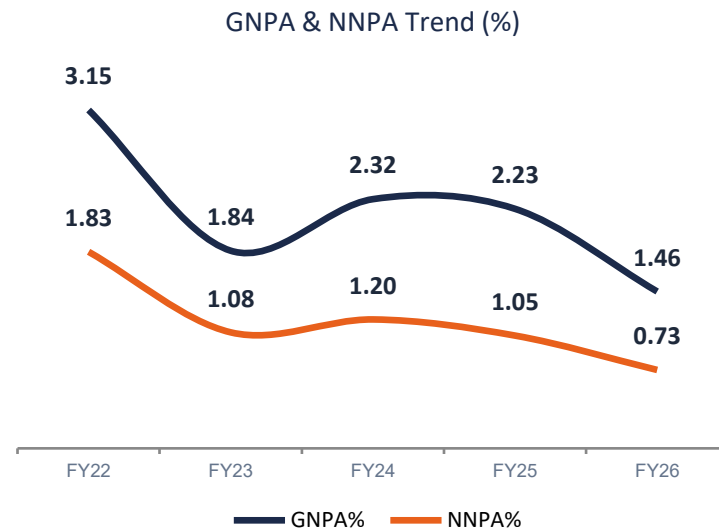
Yield, Cost of Borrowing, Spread (%)



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

Significant Improvement in Asset Quality

GNPA %	Q4FY26	Q3FY26	QoQ	Q4FY25	YoY
Home Loan	0.81%	0.51%	0.30%	1.41%	(0.61%)
Gold Loan	0.35%	0.36%	(0.01%)	0.54%	(0.20%)
MSME Loan	2.85%	2.85%	0.00%	1.76%	1.09%
a) MSME Secured	2.65%	2.62%	0.03%	1.77%	0.88%
b) MSME Unsecured	3.36%	3.79%	(0.43%)	1.75%	1.61%
c) Supply Chain	4.11%	2.63%	1.49%	1.69%	2.42%
Microfinance	3.87%	4.93%	(1.06%)	4.81%	(0.94%)
Core Business	1.15%	1.21%	(0.06%)	1.71%	(0.56%)
Discontinued business	14.83%	12.86%	1.97%	7.16%	7.67%
CRE	0.49%	3.24%	(2.75%)	3.09%	(2.60%)
Capital Market	0.00%	0.00%	0.00%	0.00%	0.00%
Total	1.46%	1.60%	(0.14%)	2.23%	(0.77%)



93% Provision coverage (Mar'26)

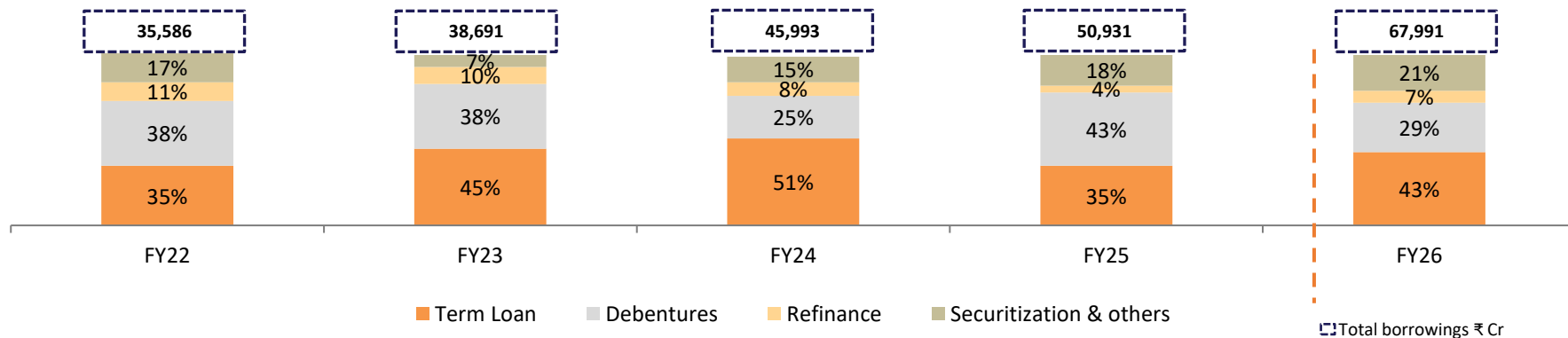
Keeping Loan Loss Provisions Well Above RBI Requirement

Loan Book (₹ Cr)	0 dpd	1-30	31-90	90+	Total	S1 Prov%	S2 Prov%	S3 Prov%	RBI	ECL
Home Loan	93.3%	2.7%	3.2%	0.8%	20,420	0.3%	2.5%	35.9%	94	134
Gold Loan	96.1%	1.7%	1.8%	0.3%	31,941	0.6%	0.8%	19.6%	148	200
MSME Loan	86.0%	4.7%	4.3%	5.0%	9,203	1.0%	10.0%	50.2%	103	352
<i>a) MSME Secured</i>	86.3%	5.3%	4.8%	3.6%	6,392	1.3%	8.7%	39.6%	67	193
<i>b) MSME Unsecured</i>	85.7%	2.6%	3.0%	8.6%	2,421	0.2%	17.1%	60.3%	33	143
<i>c) Supply chain</i>	84.0%	8.7%	3.3%	4.1%	390	1.2%	1.7%	69.1%	3	16
Microfinance	95.0%	0.4%	0.7%	3.9%	7,148	0.7%	16.2%	70.5%	205	252
Core Business	93.8%	2.3%	2.4%	1.5%	68,712	0.5%	4.1%	50.1%	550	937
CRE	87.7%	10.5%	1.3%	0.5%	930	0.5%	1.5%	50.0%	7	7
Capital Market	100.0%	0.0%	0.0%	0.0%	403	0.4%	0.0%	0.0%	2	2
Personal Loan	73.0%	6.8%	6.4%	13.8%	47	2.6%	22.4%	88.3%	1	7
Total	93.7%	2.4%	2.4%	1.5%	70,092	0.5%	4.1%	50.3%	560	954

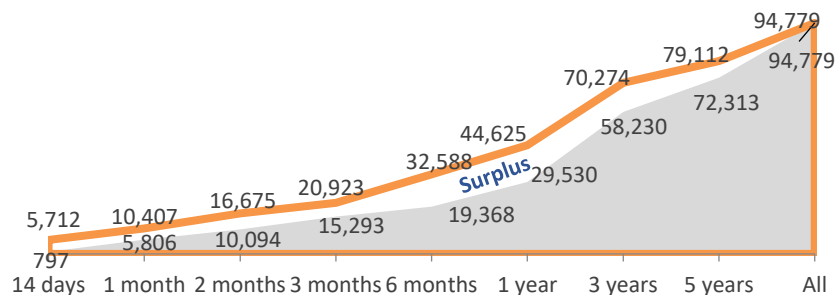
Note: CRE = Construction & Real Estate Finance. Personal loan has been discontinued.

Strong Liquidity, Diversifying Funding Sources

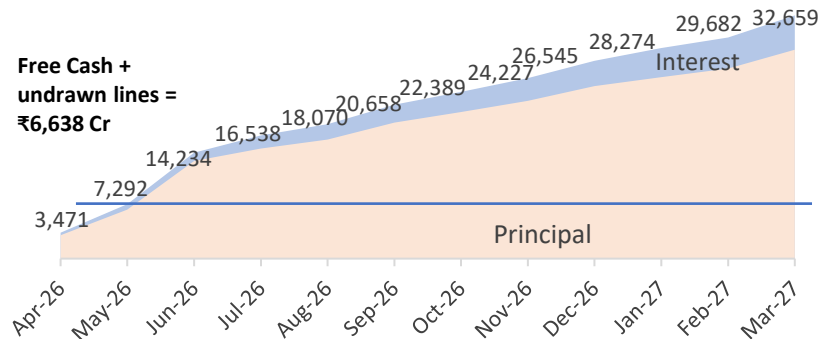
Diversified Borrowing Mix (Outstanding On-Book exposure)



Asset Liability Match (ALM) - Surplus across all buckets



Well covered Debt Repayment Schedule



IIFL FINANCE (STANDALONE)

Q4FY26 & FY26 Update

IIFL Finance (Standalone): Q4FY26 and FY26 Results

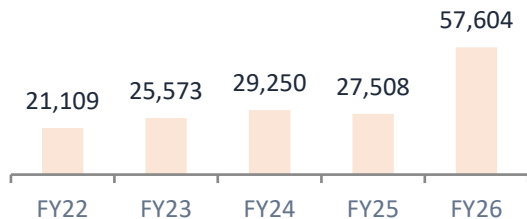


₹ Cr	Q4FY26	Q3FY26	Q-o-Q	Q4FY25	Y-o-Y	FY26	FY25	Y-o-Y
Interest income	1,578.4	1,390.5	14%	981.4	61%	5,305.0	3,066.8	73%
Interest expense	(984.9)	(828.6)	19%	(591.7)	66%	(3,273.3)	(1,848.7)	77%
Net interest income	593.5	561.9	6%	389.7	52%	2,031.7	1,218.1	67%
Income from off-book	543.2	525.0	3%	127.7	325%	1,880.2	344.5	446%
Other Income*	165.1	41.1	302%	29.1	467%	281.9	163.2	73%
Total income	1,301.8	1,128.0	15%	546.5	138%	4,193.8	1,725.6	143%
Operating expense	(495.7)	(529.3)	(6%)	(326.8)	52%	(1,961.9)	(1,360.1)	44%
PPOP	806.1	598.6	35%	219.8	267%	2,231.9	365.5	511%
Loan losses & provision	(143.0)	(168.5)	(15%)	(154.6)	(7%)	(705.6)	(456.5)	55%
Net gain/(loss) on FV	(21.8)	(27.3)	(20%)	(15.0)	45%	(20.2)	126.7	(116%)
PBT (pre exceptional)	641.3	402.9	59%	50.2	1178%	1,506.1	35.7	4115%
Exceptional items	-	-	-	-	-	-	(586.5)	-
PBT	641.3	402.9	59%	50.2	1178%	1,506.1	(550.8)	(373%)
Profit after tax	508.9	301.1	69%	38.4	1224%	1,153.5	(409.6)	(382%)

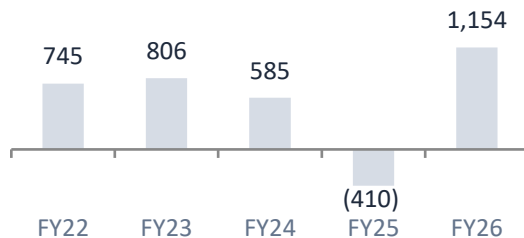
Note: Other Income in Q4FY26 includes ₹122 Cr of dividend paid by subsidiaries

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

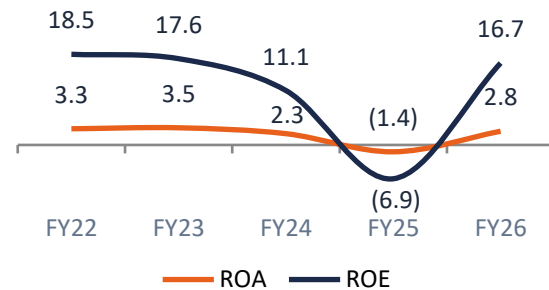
AUM (₹ Cr)



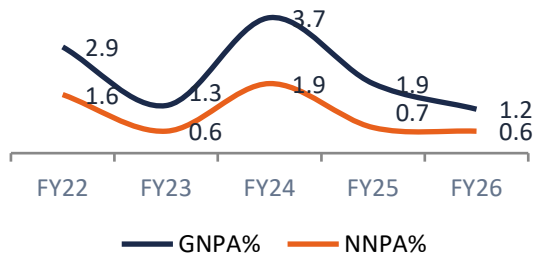
Profit After Tax (₹ Cr)



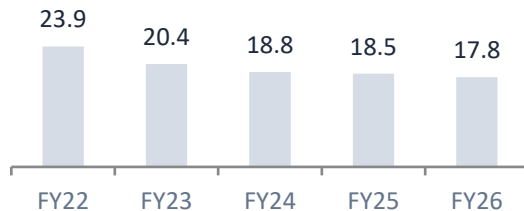
ROA / ROE (%)



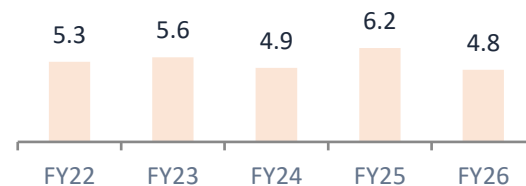
Asset Quality (%)



CRAR (%)

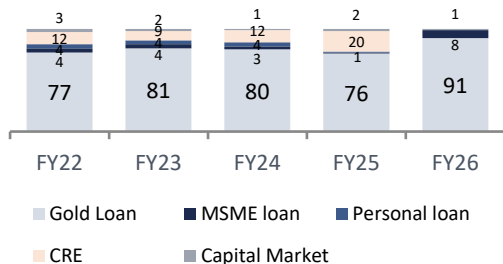


Opex to Avg AUM (%)

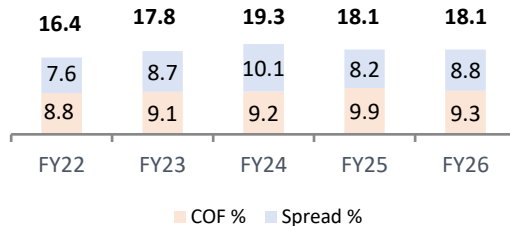


IIFL Finance (Standalone): Key Highlights (2/2)

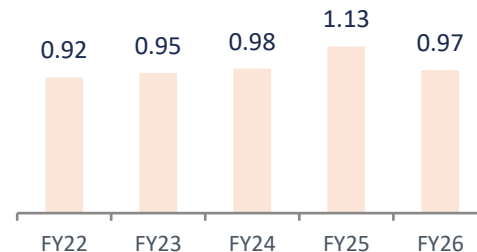
AUM mix (%)



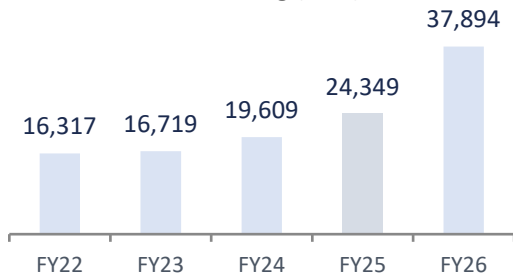
Interest Spread (%)



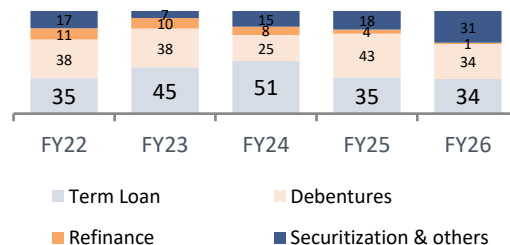
Average ticket size¹ (₹ lakhs)



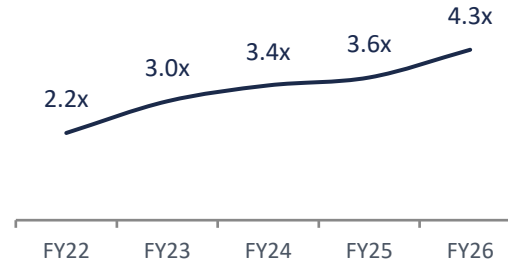
Borrowing (₹ Cr)



Borrowing mix (%)



Net gearing



IIFL Finance (Standalone): Business Segments

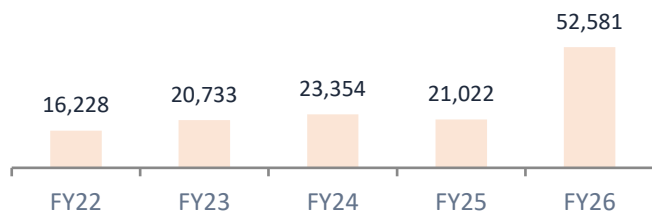


GOLD LOAN | ₹52,581 Cr | 91% of Total

ATS	₹0.86L
Yield	18.12%
LTV	63%
Gold Tonnage	~60 MT

- AI-led journeys to enhance productivity and growth; focus on cross-selling SME, LAP products
- Focus on retail segment (<₹2.5L) with customer-first approach

Gold Loan AUM (₹ Cr)



MSME LOAN | ₹3,240 Cr | 6% of Total

Secured MSME (LAP) ₹984 Cr

ATS: ₹193L | Yield: 13.93%

Focus on mid-sized MSMEs in emerging markets

Unsecured MSME Loan ₹1,866 Cr

ATS: ₹21.67L | Yield: 17.72%

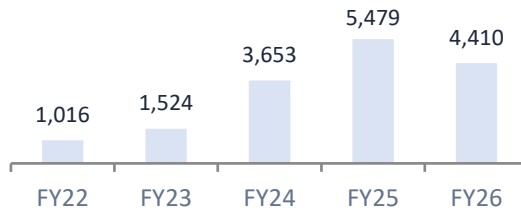
Slowed down, given current market outlook

Supply Chain Finance ₹390 Cr

ATS: ₹25.44L | Yield: 14.10%

Slowed down, given current market outlook

MSME Loan AUM (₹ Cr)



NON-CORE | ₹1,783 Cr | 3% of Total

CRE ₹163 Cr

Winding down

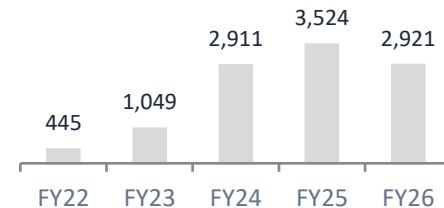
Capital Market ₹403 Cr

Synergistic business

Discontinued business ₹1,217 Cr

Digital, Personal loan

SECURITY RECEIPTS | ₹2,921 Cr



IIFL HOME FINANCE

Q4FY26 & FY26 Update

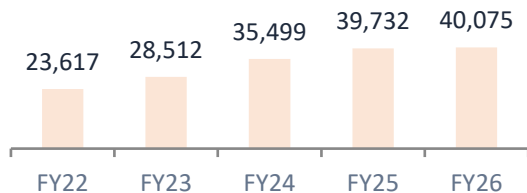
IIFL Home Finance: Q4FY26 and FY26 Results



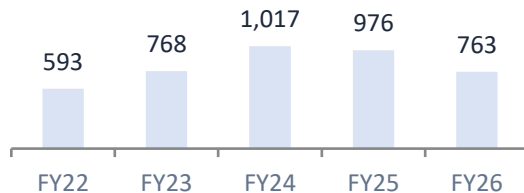
₹ Cr	Q4FY26	Q3FY26	Q-o-Q	Q4FY25	Y-o-Y	FY26	FY25	Y-o-Y
Interest income	727.1	717.8	1%	732.7	(1%)	2,920.7	2,855.1	2%
Interest expense	(435.2)	(428.5)	2%	(404.4)	8%	(1,719.5)	(1,512.5)	14%
Net interest income	291.8	289.3	1%	328.3	(11%)	1,201.2	1,342.6	(11%)
Income from off-book	151.0	185.7	(19%)	130.2	16%	692.0	596.2	16%
Other Income	70.5	56.6	24%	70.5	0%	216.5	248.8	(13%)
Total income	513.4	531.7	(3%)	529.0	(3%)	2,109.6	2,187.6	(4%)
Operating expense	(179.6)	(168.7)	6%	(167.4)	7%	(642.5)	(673.7)	(5%)
PPOP	333.8	362.9	(8%)	361.5	(8%)	1,467.1	1,514.0	(3%)
Loan losses & provision	(90.5)	(130.5)	(31%)	(90.5)	0%	(466.9)	(274.4)	70%
PBT	237.9	233.6	2%	275.7	(14%)	997.1	1,255.0	(21%)
PAT (Pre NCI)	177.1	181.1	(2%)	222.8	(21%)	763.4	976.5	(22%)

IIFL Home Finance: Key Highlights (1/2)

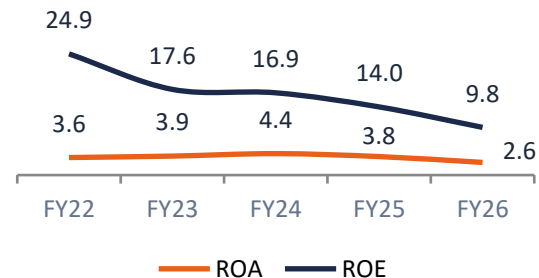
AUM (₹ Cr)



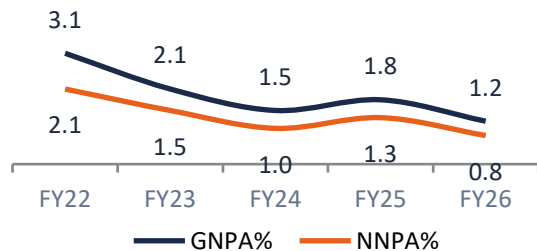
PAT (₹ Cr)



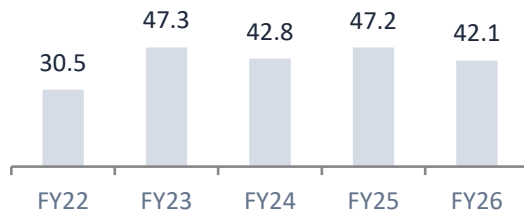
ROA / ROE (%)



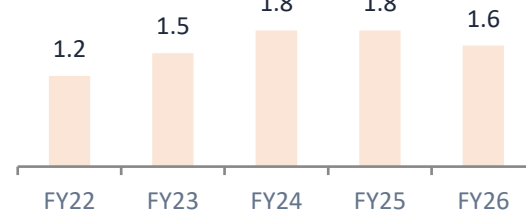
Asset Quality (%)



CRAR (%)

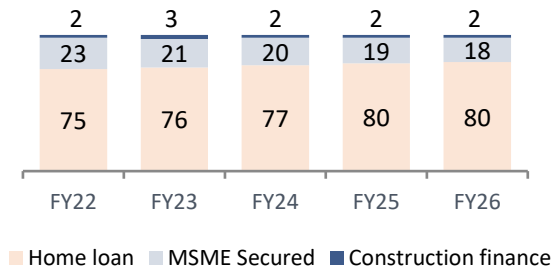


Opex to Avg AUM (%)

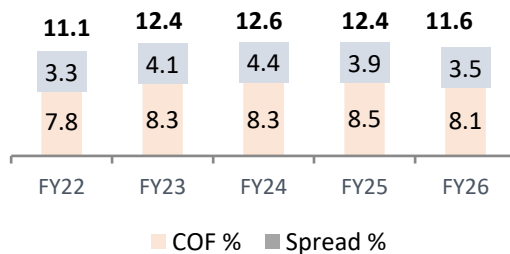


IIFL Home Finance: Key Highlights (2/2)

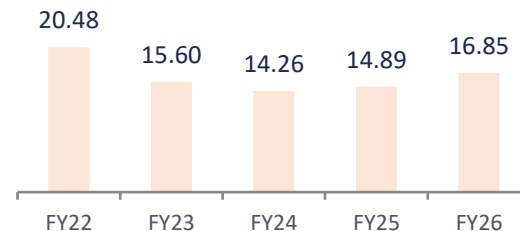
AUM mix (%)



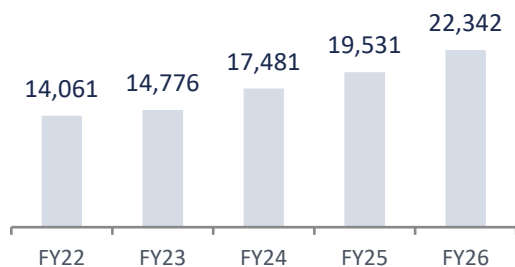
Interest Spread



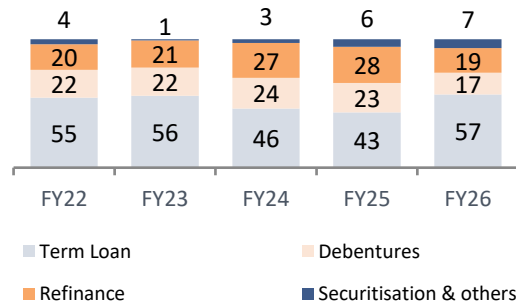
Average ticket size (₹ lakhs)



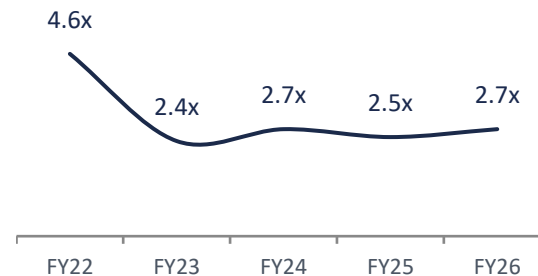
Borrowing (₹ Cr)



Borrowing mix (%)



Net gearing



Housing Finance Transformation Initiatives

 Sales	 Credit	 Legal & Technical	 Product & Policy	 Collections
Vertical Repositioning Repositioned as Emerging & Affordable PMAY 2.0 5,700+ applications in FY26 with focus on geo-tagging & completion Pricing Grid New grid in Feb, refined in Apr — clear vertical/sub-segment differentiation	Decentralization ICMs moved to branches; credit managers drive end-to-end decisioning 100% PD Transition DCMs lead sanctioning /approvals; moving to 100% PD model NCM Alignment Dedicated NCMs for Affordable & Emerging segments	Governance Structure Defined deviation authorities across local, regional, national levels Decentralized Framework Technical approvals transitioning to branch units 100% Branch Legal Full branch-based legal teams in place, no Work from home	Master Policy Revamp Centralized framework with function-specific SOPs and clear ownership Onboarding Platform Faster processing and employee friendly, with compliance on MNRL, GST, CKYC etc FCU + AI-Powered PD FCU screening & AI powered app (Able Credit) for risk assessment	Operating Model Dedicated verticals — SR, DA, co-lending; improved on-us/off-us & FOIR frameworks Tele-Calling Efficiency Segmentation-led approach with higher field intensity incl. Micro-LAP Auction Policy Committee-based settlements; changes to auction price limited

Operating model rebuilt, branch-led decisioning across Sales, Credit, and Legal with segment wise focus - Emerging & Affordable

Note: PD is Personal Discussion, FCU is Fraud Control Unit

IIFL Home Finance: Business Segments

HOME LOAN | ₹32,125 Cr | 80% of total

ATS	₹16.39 Lakhs
Yield	10.55%
Tenor	Upto 25 years

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

MSME SECURED (LAP) | ₹7,184 Cr | 18% of total

ATS	₹16.18 Lakhs
Yield	16.16%
Tenor	Upto 15 years

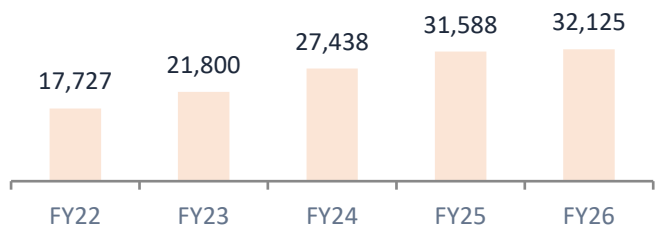
- Secure Business Loans for small businesses to meet working capital requirements & for business expansion

AFFORDABLE PROJECT FINANCE | ₹767 Cr | 2% of total

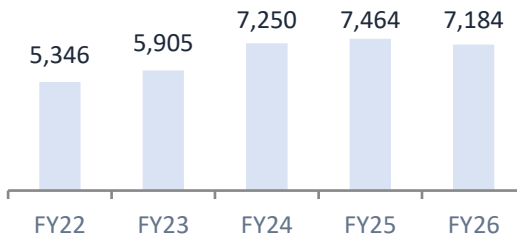
ATS	₹679.98 Lakhs
Yield	15.04%
Tenor	Upto 5 years

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

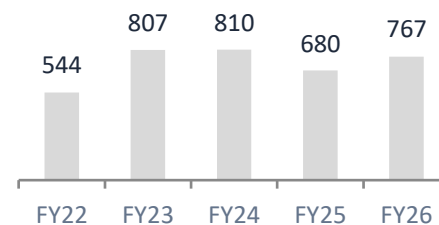
AUM Trend (₹ Cr)



AUM Trend (₹ Cr)



AUM Trend (₹ Cr)



IIFL SAMASTA FINANCE

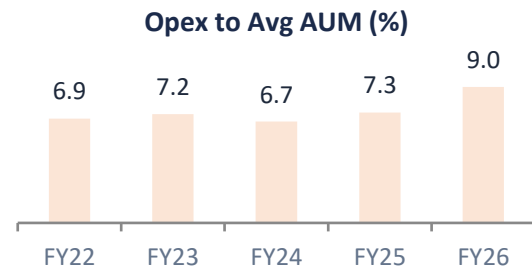
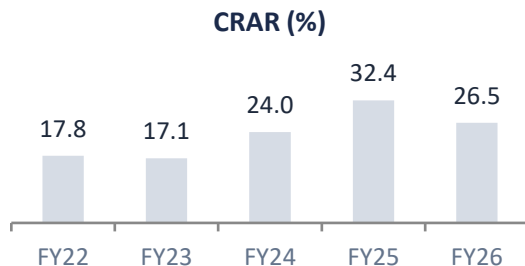
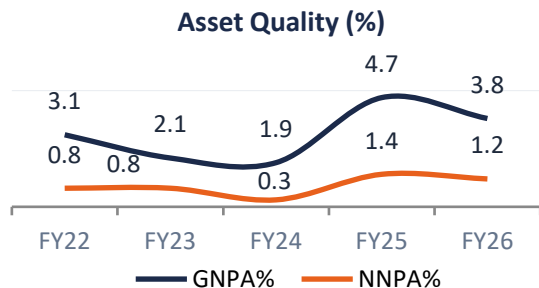
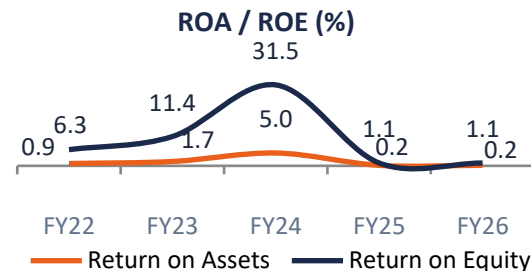
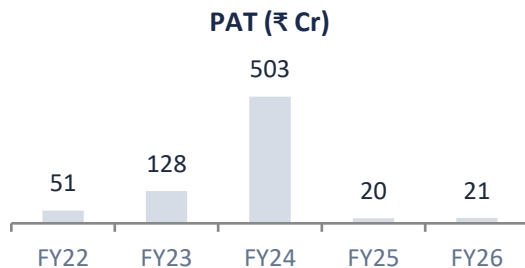
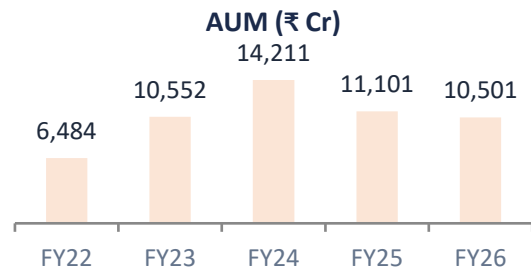
Q4FY26 & FY26 Update

IIFL Samasta Finance: Q4FY26 and FY26 Results

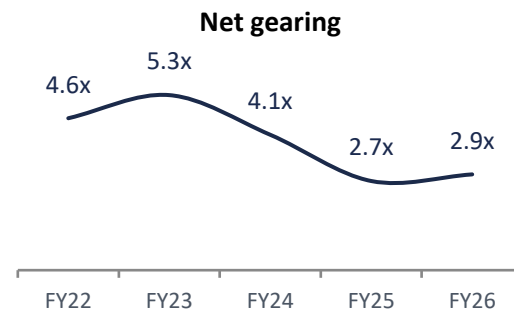
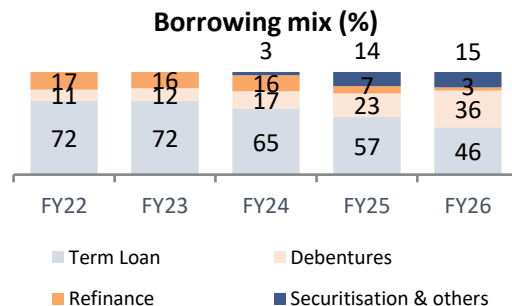
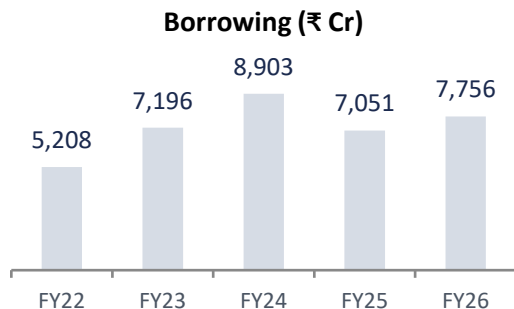
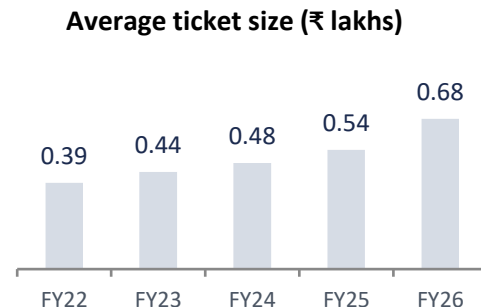
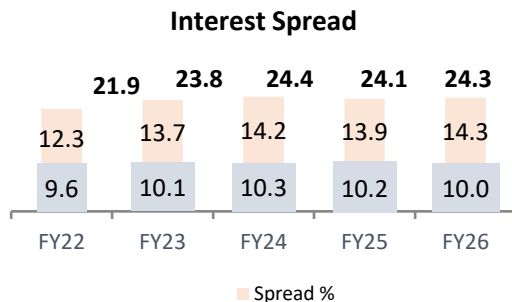
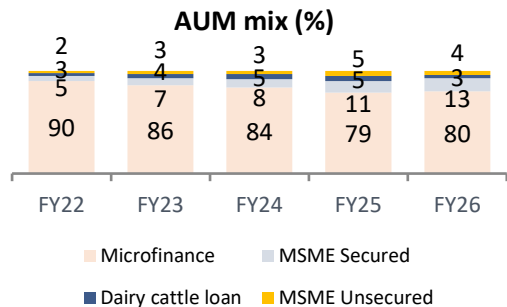


₹ Cr	Q4FY26	Q3FY26	Q-o-Q	Q4FY25	Y-o-Y	FY26	FY25	Y-o-Y
Interest income	442.9	402.6	10%	429.3	3%	1,674.0	2,027.6	(17%)
Interest expense	(196.4)	(192.6)	2%	(183.0)	7%	(767.4)	(832.1)	(8%)
NII	246.5	210.0	17%	246.3	0%	906.6	1,195.5	(24%)
Income from off-book	81.1	60.6	34%	9.2	781%	281.8	143.9	96%
Other Income	70.6	64.7	9%	55.9	26%	256.7	279.2	(8%)
Total income	398.2	335.4	19%	311.4	28%	1,445.0	1,618.6	(11%)
Operating expense	(242.0)	(222.3)	9%	(222.5)	9%	(905.4)	(908.0)	(0%)
PPOP	156.2	113.0	38%	88.9	76%	539.6	710.7	(24%)
Loan losses & provision	(92.1)	(100.7)	(8%)	(103.7)	(11%)	(565.7)	(767.2)	(26%)
PBT	76.6	25.7	199%	1.4	5212%	26.1	15.7	67%
PAT (Pre NCI)	60.6	18.6	226%	3.0	1941%	21.3	20.4	4%

IIFL Samasta Finance: Key Highlights (1/2)



IIFL Samasta Finance: Key Highlights (2/2)



IIFL Samasta Finance: Business Segments



GROUP LOANS (MFI) | ₹8,352 Cr | 80% of AUM

ATS ₹0.58L
Yield 24.24%
CGMFU Cover 80% of book

- Small-ticket loans for income generation
- Predominantly women borrowers from rural/semi-urban areas. 80% customers under LIG & EWS.

MSME LOAN | ₹1,787 Cr | 17% of Total

Secured MSME (LAP) ₹1,358 Cr

ATS: ₹4.80L | Yield: 22.58%
For graduating MFI customers

Unsecured MSME Loan ₹429 Cr

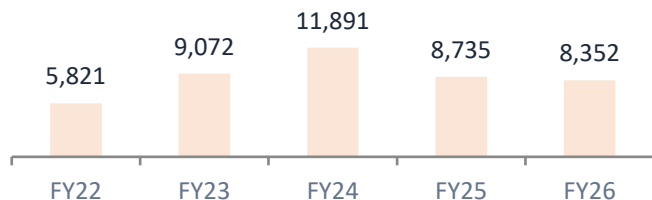
ATS: ₹2.21L | Yield: 26.42%
All incremental under CGFMU

DAIRY LOAN | ₹362 Cr | 3% of Total

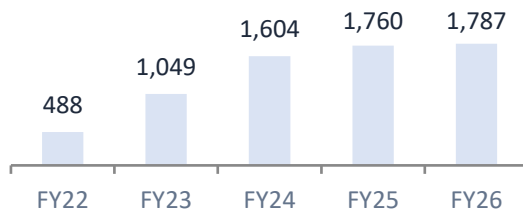
ATS ₹0.68L
Yield 24.56%

- Small-ticket loans for income generation

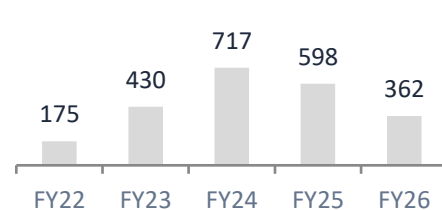
MFI Loan AUM (₹ Cr)



MSME Loan AUM (₹ Cr)



Dairy Cattle Loan AUM (₹ Cr)



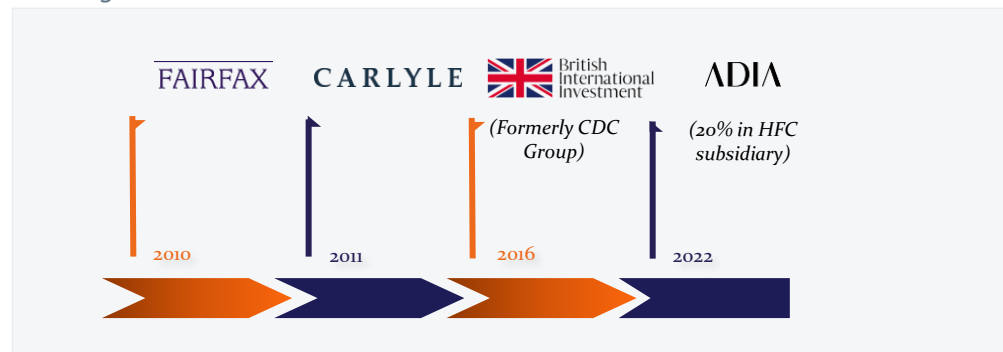
CORPORATE INFORMATION

Group Structure, Strategy & Governance

IIFL Finance: Group Structure and Ownership



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

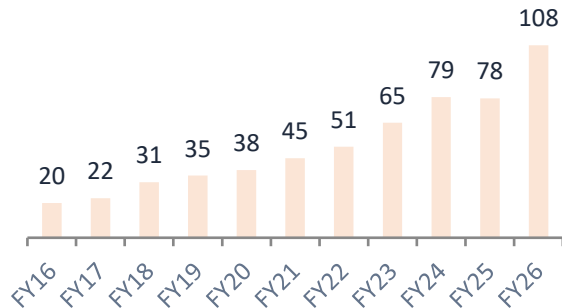


Shareholding Pattern	% holding
Promoters	24.8
Institutional Investors	50.4
Fairfax	15.2
Capital Group	6.9
Bank Muscat India Fund	3.3
Theleme	2.6
Abakkus	2.5
Vanguard	2.2
Bavaria Industries AG	1.8
Blackrock	1.3
Mahindra Manulife MF	1.0
Habrok	0.9
Public & Others	24.8

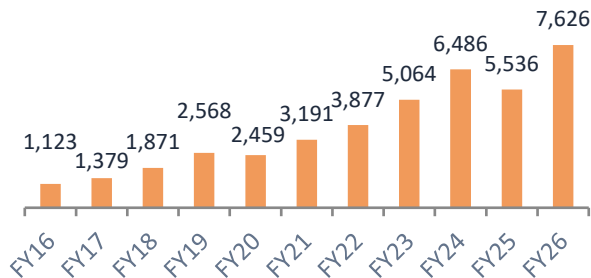
As of Mar 31, 2026

IIFL Finance (Consolidated): Ten-Year Trends

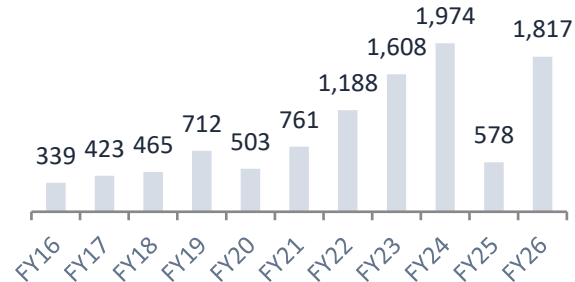
AUM (₹ '000 Cr)



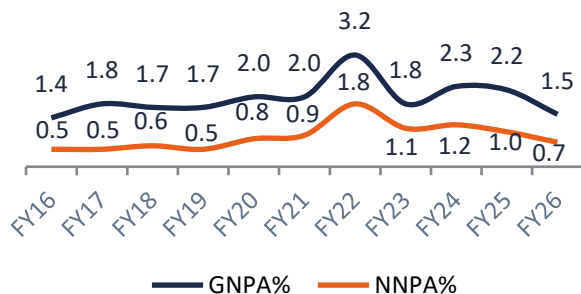
Income (₹ Cr)



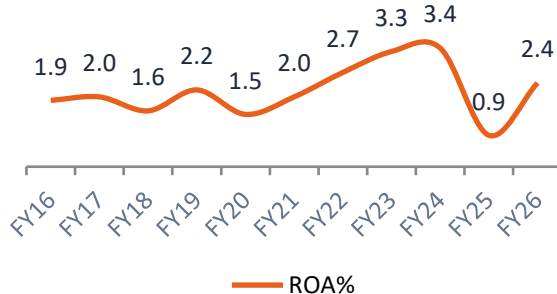
PAT (₹ Cr)



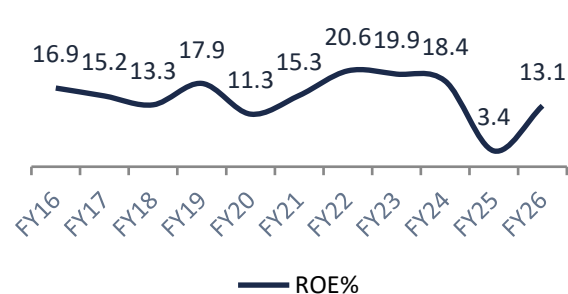
Asset Quality (%)



Return on Assets (%)



Return on Equity (%)



Vision, Strategy and Competitive Moat

Vision: To be the most respected financial services group in India

Mission:

Reach out and serve underserved segments in underserved areas of India

Fairness

In letter, spirit, and all dealings with people

Integrity

In all dealings with stakeholders, media, investors and public

Transparency

In all transactions, bereft of fear or favour

Strategy: Collateral-Backed, High-Growth Retail Lending

Phyigital Model

~4,800 branches powering origination, collection & gold storage — integrated with advanced digital platforms for cost efficiency & credit underwriting.

Partnerships

Strategic alliances with banks for retail & PSL loans, complemented by fintech collaborations accelerating customer acquisition.

Our Competitive Moat

Deep Management Expertise

Strong Balance Sheet & Financials

Rigorous Risk, Compliance & Control

Trusted Brand & Market Leader

Operational & Tech Excellence

Distinguished board of directors in the company & its subsidiaries



Nirmal Jain*
Managing Director

Founder, IIFL Group



R Venkataraman*
Joint Managing Director

Co-founder, IIFL Group



Gopalakrishnan Soundarajan
Non-Executive Director

Fairfax Nominee



Ramakrishnan Subramanian*
Independent Director

Former CEO, Shriram Capital



Bijou Kurien
Independent Director

Former COO, Titan



T S Ramakrishnan
Non-Executive Nominee Director

LIC Nominee



Nirma Bhandari
Independent Director

Partner, ANB Global



B. P. Kanungo
Chairperson & Independent Director

Former Deputy Governor, RRI



Nihar Niranjn Jambusaria*
Independent Director

Former President, ICAI



Kabir Mathur
Nominee Director

ADIA Nominee



Venkataramanan Anantharaman
Independent Director

Former Corporate Finance Head, Standard Chartered



M. V. Bhanumathi
Independent Director

Former Director General, Income Tax, Mumbai



Srinivasan Sridhar
Chairman & Non-Executive Director

Former Chairman, NHB



Girish Kousgi
Managing Director & CEO

CEO, IIFL Home Finance



Mohua Mukherjee
Independent Director

Former World Bank Consultant



Mathew Joseph
Independent Director

Former CRO, HDFC Limited



Mohan Sekhar
Independent Director

ED, Accenture



Govinda Rajulu Chintala
Chairman & Independent Director

Former Chairman, NABARD



Kalengada Mandanna Nanaiah
Independent Director

Former MD, Equifax



Sistla Uma Shanmukhi
Independent Director

Former MD & CEO, SBI-SG



N Venkatesh
Managing Director

MD, IIFL Samasta Finance



Shivaprakash Deviah
Non-Executive Director

Former CIO, IIFL Samasta Finance

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



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



Govind Modani
Head, Treasury
CA, BCom

Experience of 18+ years in Finance
Diversified experience in Treasury Products



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

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



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

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



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 & Counselling

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

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
- Started measuring financed emissions on Home Loans + MSME



Social

Inclusive growth + community

- CSR in aspirational districts: Jaisalmer, Sirohi, Kupwara — ₹73 lakh deployed
- Medical camps benefitted ~4,400 people (Barsana, Pandharpur)
- Donated CT scan machine to RNT Medical College — ~7,100 beneficiaries
- Sakhiyon Ki Baadi + Gyanshaala — education for ~27,500 girls



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 March 2026 | All ratings improved or stable vs Dec 2025 | Reflects strengthened governance, disclosures, and ESG integration

Sustainalytics Risk Rating

19.1 (25.9 earlier)

Medium Risk → Low Risk

S&P Global CSA 2025

46

Maiden participation

ESG Risk.ai

69 (69 earlier)

Rating: Strong

NSE

65 (60 earlier)

Rating: Strong

CFC Finlease

85 (85 earlier)

Rating: Excellent

Environmental & Social: Action on the Ground

Resource efficiency in operations + targeted community impact in aspirational districts



Environmental Initiatives

ISO 14001:2015 Environmental Management System

Certification obtained for 3 large branches in Mumbai, Thane and Bangalore — globally recognised framework for environmental risk management, resource efficiency and continuous improvement.

~21 lakh litres of rainwater reused (Monsoon 2025)

Rainwater harvesting infrastructure augmented at the large Thane (Mumbai) office — significantly reducing dependency on external water sources.

IoT-based Energy Monitoring System

Real-time control of AC operations deployed at one of the large offices — measurable energy savings and improved operational efficiency.

Financed emissions: Started measuring on Home Loans + MSME (Feb 2026); will extend to Gold + MFI over 2-3 years.



Social Initiatives — IIFL Foundation

CSR in Aspirational Districts (Government-identified)

Rajasthan: Jaisalmer, Sirohi ₹35.1 L | J&K: Kupwara ₹38.1 L

Total ~₹73 lakh deployed in FY26

Prominent CSR Projects (FY26) — Beneficiaries

Project	Beneficiaries
Sakhiyon Ki Baadi — girls' education, Rajasthan	7,891
Gyanshaala — pedagogical support to SKB	19,596
Donation of CT Scan Machine — RNT Medical College	7,147
Medical Camp — Barsana, UP	3,280
Medical Camp — Pandharpur, MH	1,100
Thalassemia Awareness Drive — MH	2,450
Tehsil Garden development — Khamnore, Rajasthan	1,09,500
Police barricades / infra support — RJ + MH	7,44,000

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**. 9-month 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.

Reconciliation: Consolidated Results with Group Entities

Q4FY26 (₹ Cr)	Standalone	Home Finance	Samasta	Intergroup	Consolidated
Interest income	1,578.4	727.1	442.9	25.0	2,773.4
Interest expense	(984.9)	(435.2)	(196.4)	6.9	(1,609.6)
NII	593.5	291.8	246.5	31.9	1,163.8
Non-fund income	708.3	221.5	151.7	(155.2)	926.3
Total income	1,301.8	513.4	398.2	(123.4)	2,090.0
Operating expense	(495.7)	(179.6)	(242.0)	(0.0)	(917.3)
PPOP	806.1	333.8	156.2	(123.4)	1,172.7
Loan losses	(143.0)	(90.5)	(92.1)	-	(325.7)
Core PBT	663.1	243.3	64.0	(123.4)	847.0
FV changes	(21.8)	(5.3)	12.6	0.2	(14.3)
PBT	641.3	237.9	76.6	(123.2)	832.6
PAT (pre NCI)	508.9	177.1	60.6	(123.4)	623.2

Note: Intergroup adjustments includes ₹122 Cr of dividend paid by subsidiaries

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

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