



ICFL/LS/0127/2023-24

24 January 2024

BSE Limited

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

National Stock Exchange of India Limited

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

Scrip Code: 541336

Symbol: INDOSTAR

Sub.: Investor Presentation on Unaudited Financial Results (Standalone and Consolidated) for the quarter and nine months ended 31 December 2023

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

Dear Sir/ Madam,

Pursuant to Regulation 30 of Listing Regulations, please find enclosed Investor Presentation on Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended 31 December 2023.

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

Thanking you,

Yours faithfully,

For **IndoStar Capital Finance Limited**

Shikha Jain

Company Secretary & Compliance Officer
(Membership No. A59686)

Encl.: a/a

IndoStar Capital Finance Limited

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



INDOSTAR

"Your Path To A Better Life"

INDOSTAR CAPITAL FINANCE

Investor Presentation

January 2024

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

Key Performance Highlights – Q3FY24 (Consolidated)

AUM



₹ 8,037 crs

Q3FY23: ₹ 7,669 crs

Disbursements



₹ 1,345 crs

Q3FY23 : ₹ 522 crs

NIMs



5.6%

Q3FY23: 6.9%

Gross Stage 3



5.3%

Q3FY23: 7.8%

Net Stage 3



2.4%

Q3FY23: 3.6%

CRAR



30.4% CRAR

Q3FY23: 33.1%

Net Total Income



₹ 134.5 crs

Q3FY23: ₹ 146.3 crs

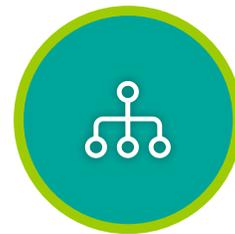
PAT



₹ 16.9 crs

Q3FY23: ₹ 36.7 crs

Branches



493 Branches

Q3FY23: 423

Niwas Saathi is a Mobility Sales App for Home Loan Application

INDOSTAR HOME FINANCE

Key benefits

- > Mobile on feet for Sales Force
- > Onboarding customer by Sales team through Mobile App
- > Lead to Login conversion and customer sourcing through App
- > Quick TAT and Auto checked KYC of customer
- > KYC OCR and early to Accept/Reject on basis of CIBIL
- > Online Application Form generation with customer consent

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Making Vehicle Finance Easy

We Heard You & We Brought Account Management To Your Fingertips
Live on the Play Store

To download the app scan this QR code

Key Performance Highlights – Q3FY24 (ICF Standalone)

AUM



₹ 5,991 crs

Q3FY23: ₹ 6,143 crs

Disbursements



₹ 1,121 crs

Q3FY23 : ₹ 415 crs

NIMs



5.1%

Q3FY23: 6.5%

Gross Stage 3



6.5%

Q3FY23: 9.1%

Net Stage 3



2.8%

Q3FY23: 4.1%

CRAR



30.4% CRAR

Q3FY23: 33.1%

Net Total Income



₹ 93.5 crs

Q3FY23: ₹ 116.7 crs

PAT



₹ 10.6 crs

Q3FY23: ₹ 31.1 crs

Branches



369 Branches

Q3FY23: 361



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To download the app scan this QR code

Key Performance Highlights – Q3FY24 (IHFPL Standalone)

AUM



₹ 2,047 crs

Q3FY23: ₹ 1,526 crs

Disbursements



₹ 224 crs

Q3FY23 : ₹ 107 crs

NIMs



7.9%

Q3FY23: 8.6%

Gross Stage 3



1.2%

Q3FY23: 1.7%

Net Stage 3



0.9%

Q3FY23: 1.2%

CRAR



66.6%

Q3FY23: 86.5%

Net Total Income



₹ 41.0 crs

Q3FY23: ₹ 29.5 crs

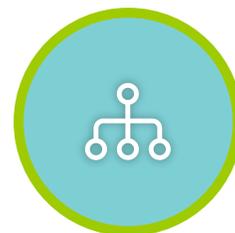
PAT



₹ 6.3 crs

Q3FY23: ₹ 5.3 crs

Branches



124 Branches

Q3FY23: 62



Automated Loan Kit

- It is a digital loan kit to be signed by customer (Applicant + up to 2 Co-applicants) and Indostar HFC officials.
- The above digital signature is Aadhar OTP based E-signature. Need to make sure customer register mobile number linked with Aadhar.
- Also, customer's face will get captured while doing E-Sign activity through Mobile/Laptop.
- Customer will have Loan Kit Download option from the link received in SMS/email.

E-stamp to be done on digital E-stamp certificate. The same stamp to be received physically later around within 45 days (except Delhi & Rajasthan State).

Who will do these (E-Stamping & E-Signing) Activity?
The current system user who does Quality Check will be initiating for the above E-Stamp & E-Sign activities.

Where does the E-Stamp & E-Sign activity come into the workflow?
After "Quality Check" we introduce E-Stamp & E-Sign activity in Omnifin Workflow.

Which Documents included in Automated Loan Kit ?
Below Mentioned Documents cover under Automated Loan Kit

Sr. No.	Section
1	SCHEDULE
2	MOST IMPORTANT TERMS & CONDITIONS (MITC)
3	DISBURSEMENT REQUEST FORM
4	LETTER OF CONFIRMATION

The logo features a large teal circle with a thin yellow-green border. Inside this circle, the text "IndoStar 2.0" is written in a white, serif font. The circle is surrounded by a thin teal arc with four small teal dots at its ends. The background is white with a light gray dot grid pattern and several overlapping geometric shapes in shades of teal and lime green.

IndoStar 2.0

Our vision: To become a “go-to” NBFC in Retail Lending

CV Finance



We provide financing for New/ Used CV, Construction Equipment, Tractor & Used Car

Housing Finance



Our wholly-owned subsidiary IndoStar Home Finance engages in providing affordable home financing solutions to self-employed and salaried customers.

	<p>Focus on Higher Yield Granular Customer Segments</p>	<ul style="list-style-type: none"> • Focused on serving the used CV market with higher yields, with focus on SCV and LCV • Moving branch network into the hinterland, serving customers in tier 3 and tier 4 towns • Branch teams incentivized to ensure unit economics of every loan and their individual branch P&L • Adding adjacent lines like Construction Equipment (CE) and Farm Equipment (FE)
	<p>Asset Quality</p>	<ul style="list-style-type: none"> • Concerted effort to reduce stressed non-core assets across the Corporate and SME Books • Clearing old delinquencies in core business, reflected in high gross collection efficiencies and improving GNPA, through repossession and settlement • Implementing technology enabled controls and alerts that ensure credit policies are updated in line with behaviour of underlying asset segments
	<p>Diversifying Liability Franchise</p>	<ul style="list-style-type: none"> • IndoStar's rating upgraded to 'AA-' with outlook 'Stable' by rating agency 'CARE' in November 2023 • Q3 2023 the company received its first term loan sanction in 18 months. Team's continued focus is to raise long-term debt from the Indian banking system over the coming financial year • IndoStar successfully executed securitization transactions and NCD issuances to maintain a healthy cash position including investments of INR 849 Crore on December 31, 2023.
	<p>Cost Optimization</p>	<ul style="list-style-type: none"> • Leveraging technology across loan lifecycle and optimizing the physical footprint of branches • Focused on opening micro-branches this year that operate with greater efficiency, less manpower and leverage the company's Customer App for service fulfillment • Investments in technology and digitization, to improve speed of loan origination through disbursal and increase self-serve tools available to the customer to reduce customer service costs • Focus on delayering the organization and investing in front-end headcount while automating backend processes

01



Digitalization

02



Expanding distribution footprint

03



Continuously evolving product offerings

04



Expanding customer lifetime value

05



Expanding the use of data and systems

06



Automating controls and alerts to minimize risk

07



Ensuring a robust balance sheet

08



Being agile and future-ready



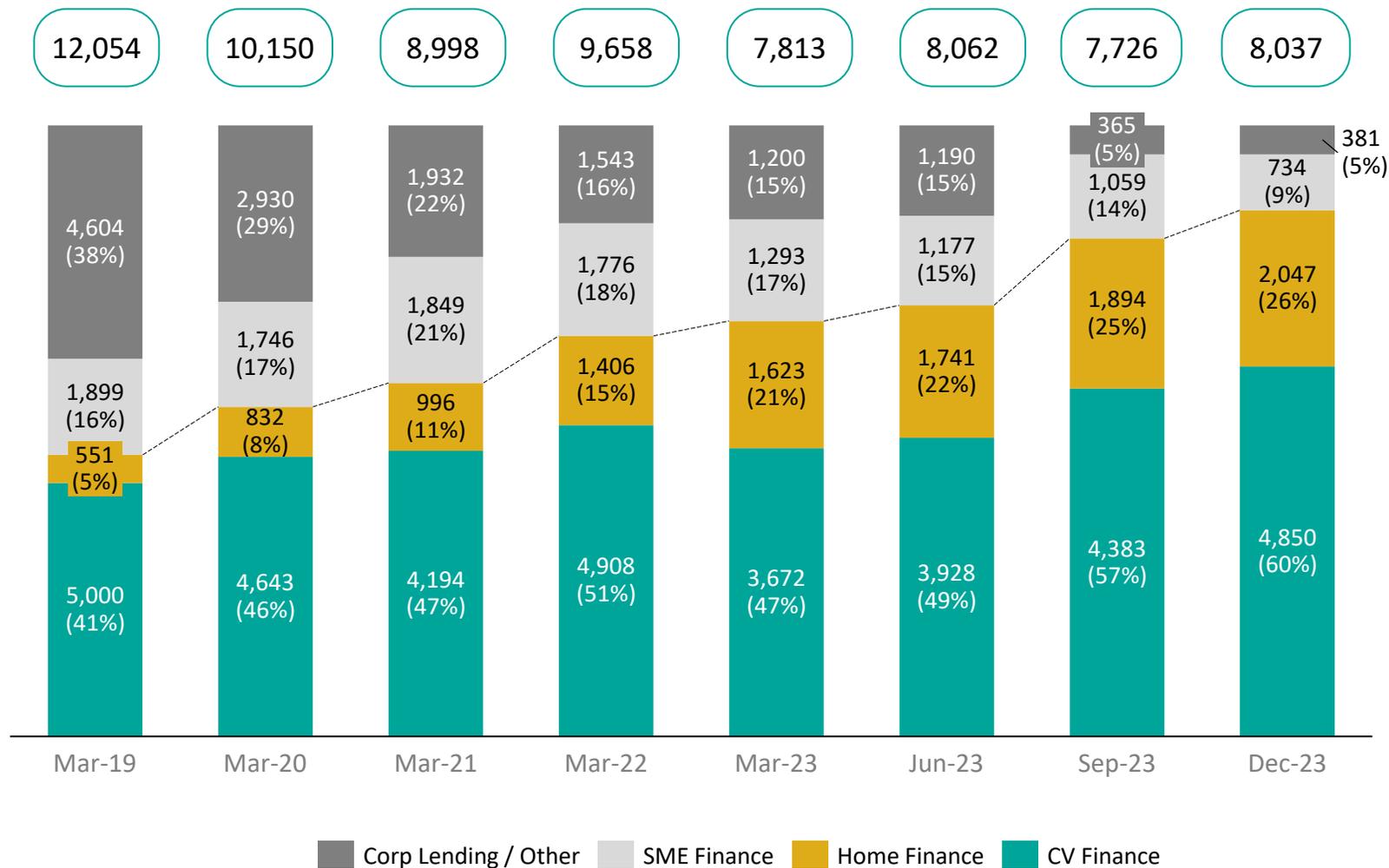
Key Performance Indicators

Changing Portfolio Mix Driven by Retailisation Strategy

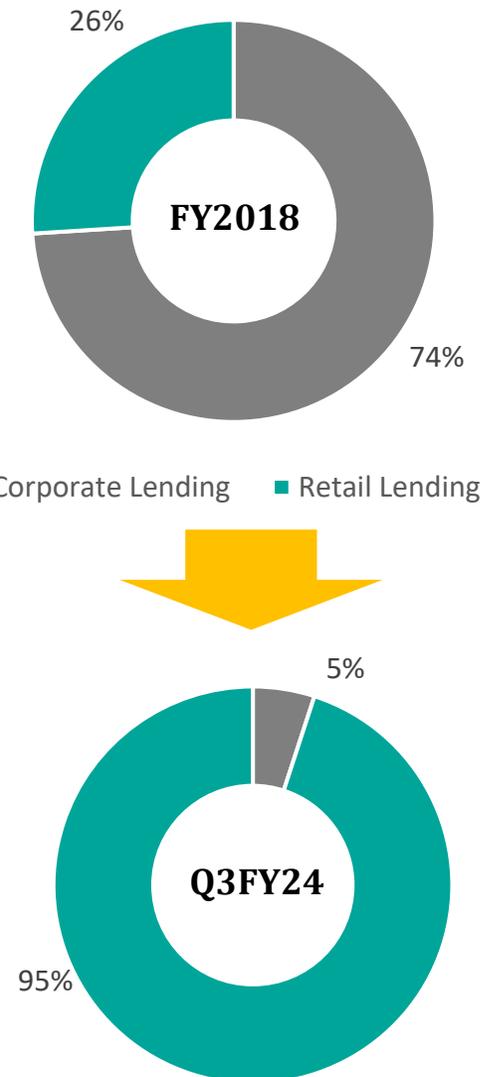
Consolidated

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Break-up of Asset Under Management (₹ crs)

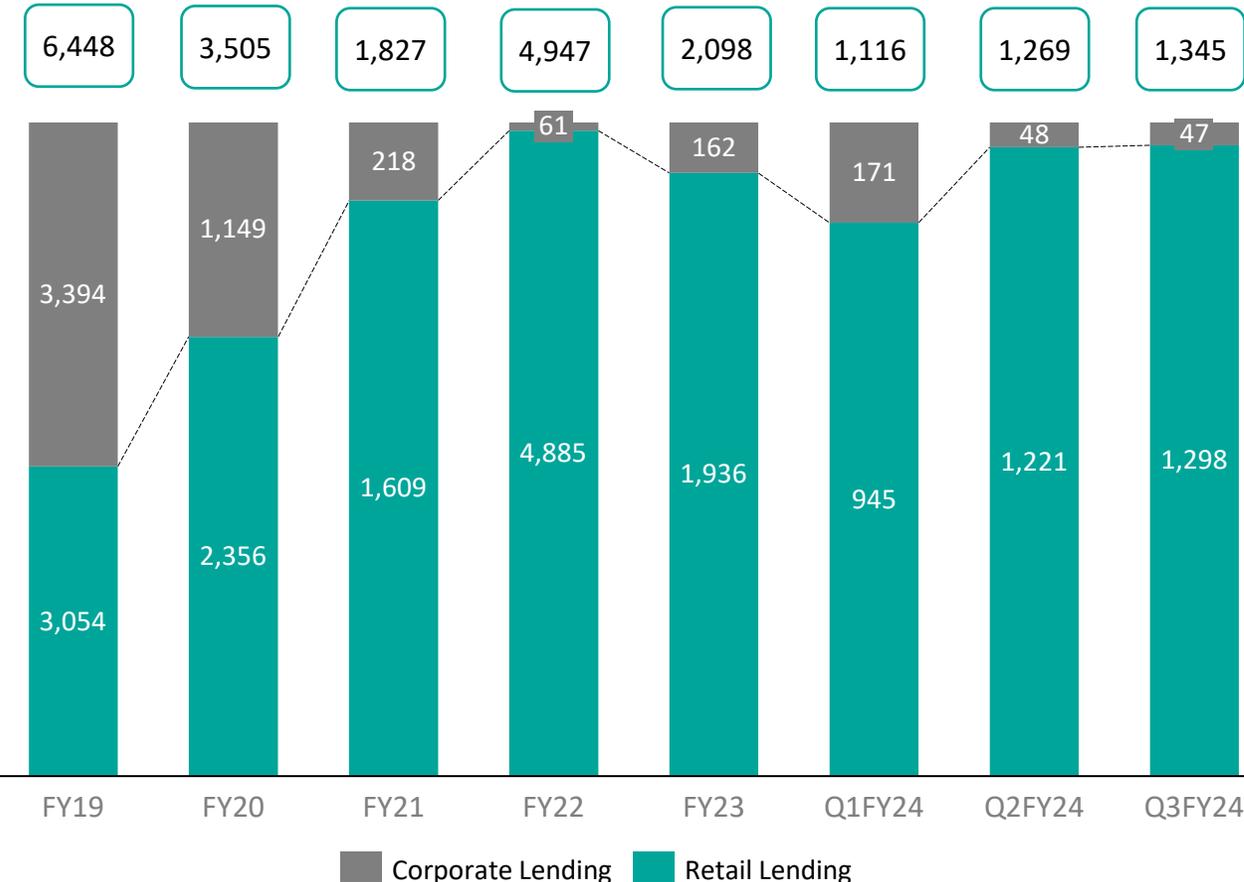


Retailisation Strategy Playing Out

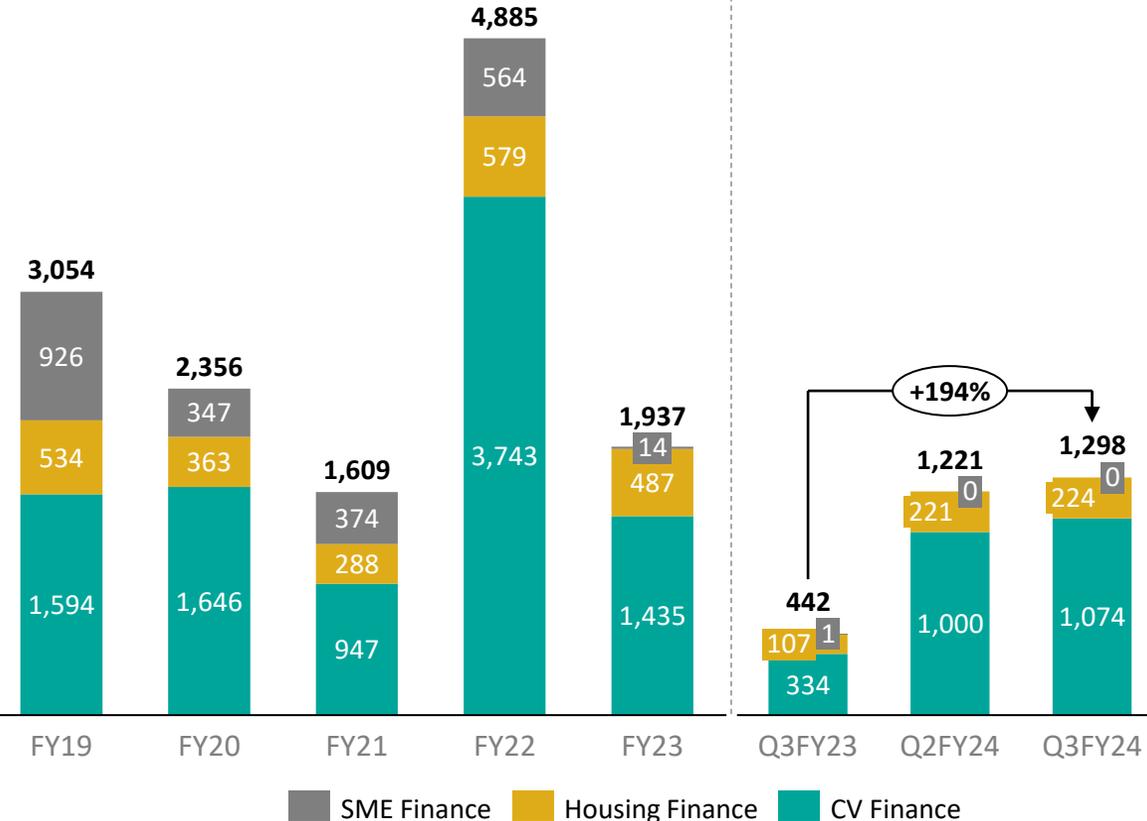


Retailisation Strategy Playing Out

Disbursements: CL vs Retail (₹ crs)



Disbursements: Retail (₹ crs)



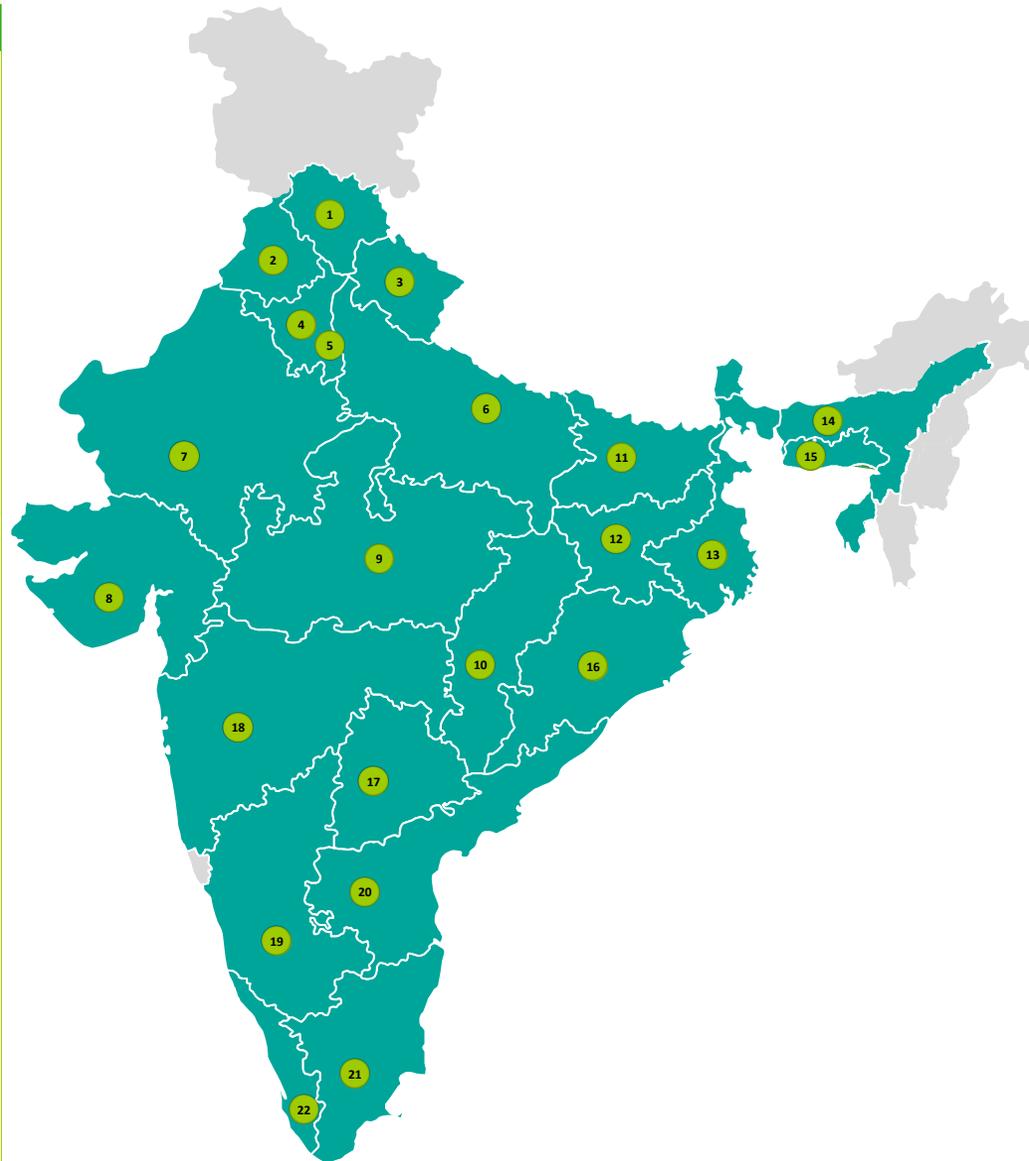
Corporate Lending: CL, Commercial Vehicle Finance: CV Finance, SME Finance: SME, Housing Finance: HF

National Footprint Creating Runway for Growth

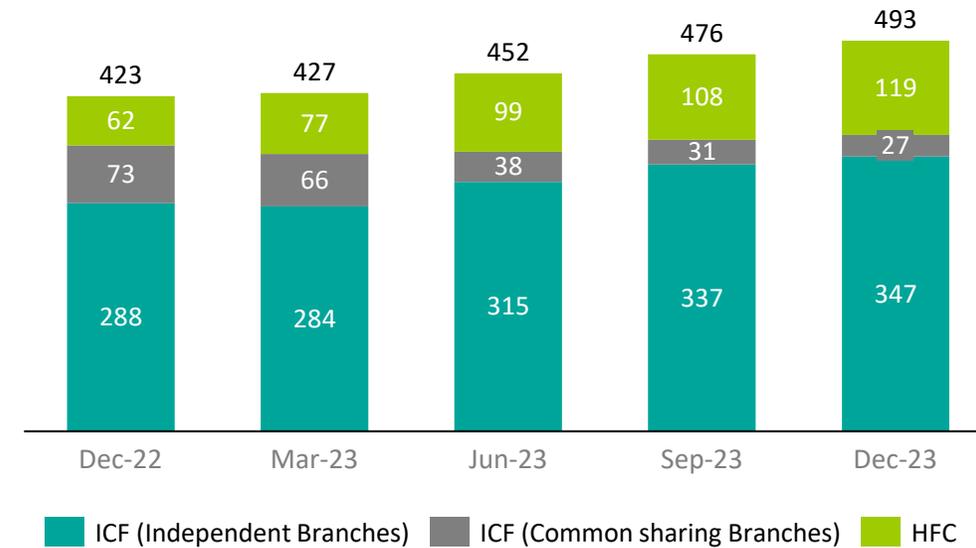
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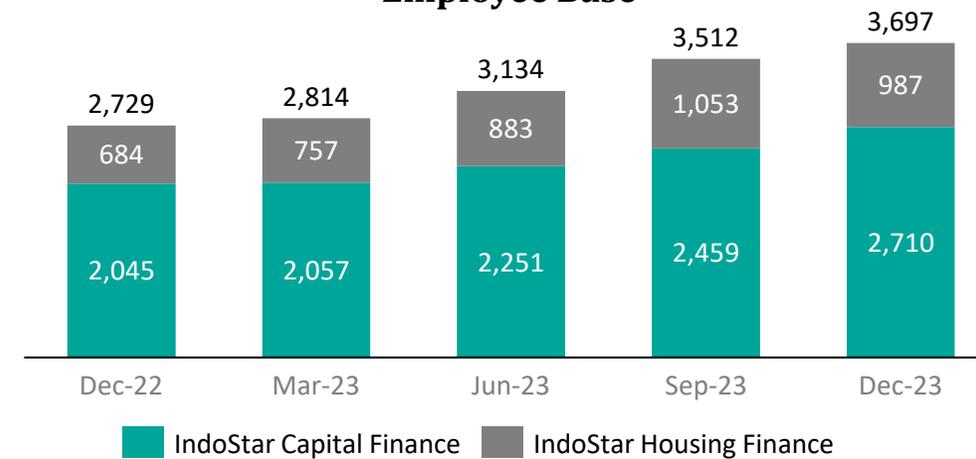
No	States
1	HIMACHAL PRADESH – 2
2	PUNJAB – 10
3	UTTARAKHAND – 9
4	HARYANA – 11
5	NEW DELHI – 2
6	UTTAR PRADESH- 31
7	RAJASTHAN – 33
8	GUJARAT – 34
9	MADHYA PRADESH – 30
10	CHATTISGARH – 7
11	BIHAR – 13
12	JHARKHAND – 11
13	WEST BENGAL – 26
14	ASSAM – 9
15	MEGHALAYA – 1
16	ODISHA – 6
17	TELANGANA – 29
18	MAHARASHTRA – 54
19	KARNATAKA – 16
20	ANDHRA PRADESH – 45
21	TAMIL NADU – 94
22	KERALA – 20



493 Branches Across 22 States

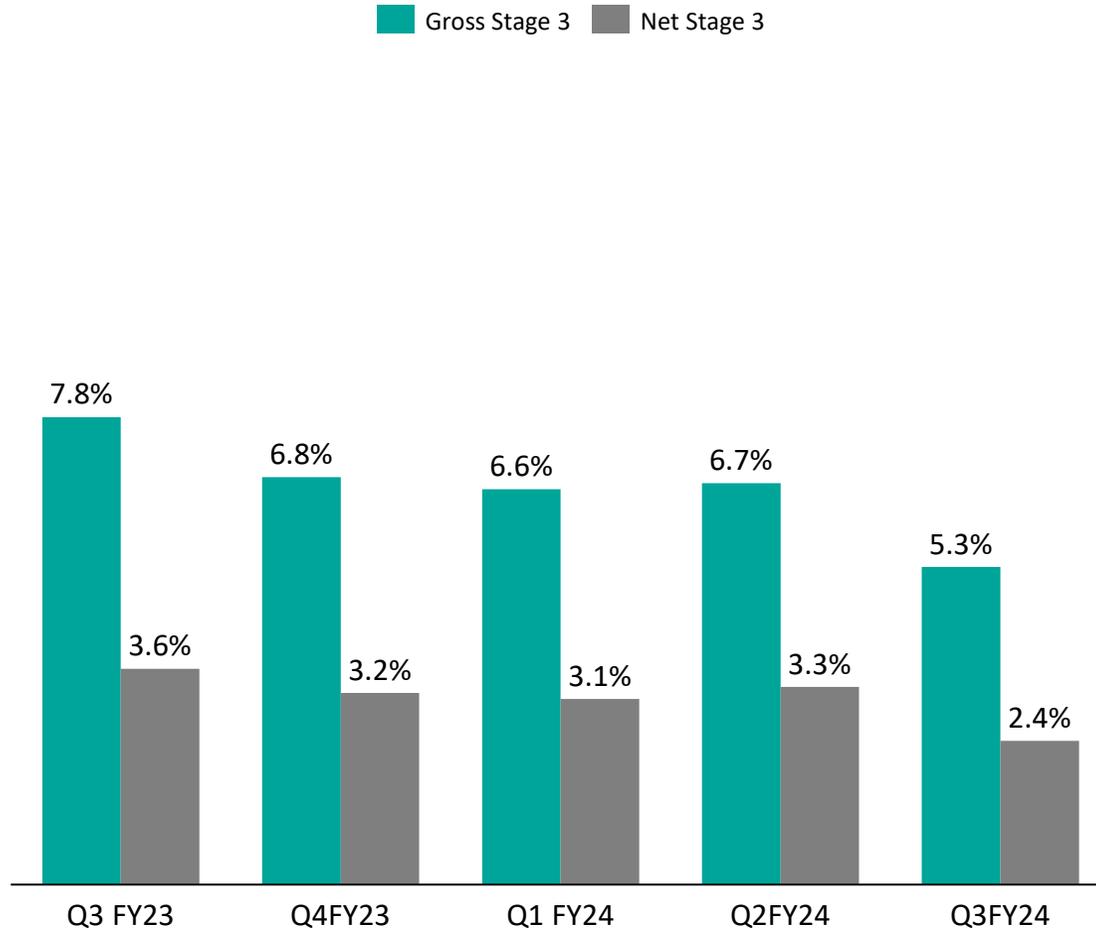


Employee Base*

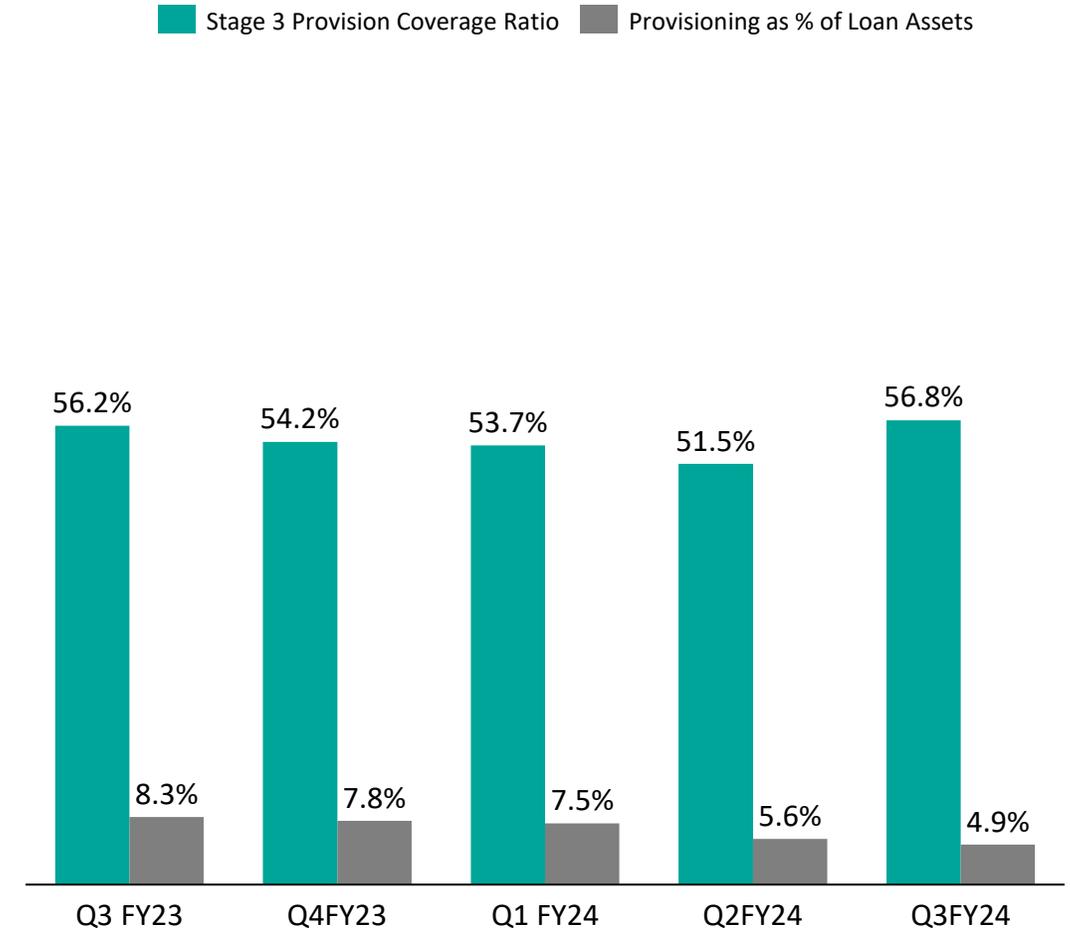


*On Roll Employees only

Consolidated NPA Trends (%)

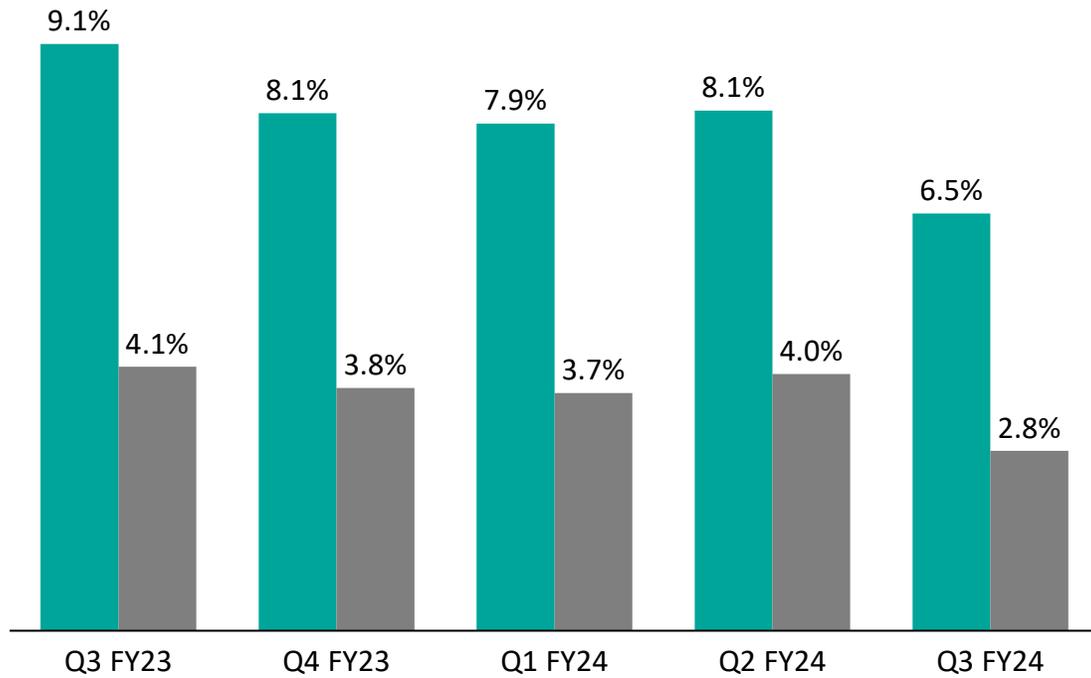


Total Provisioning as % of Loan Assets



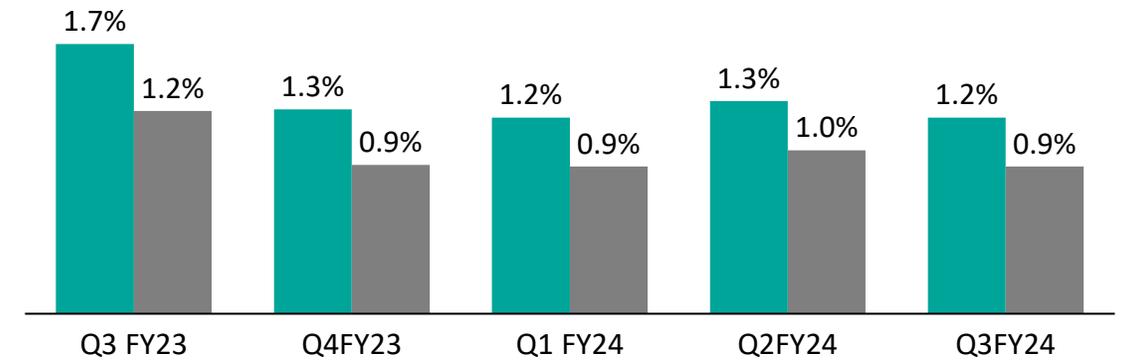
IndoStar Capital Finance (%)

Gross Stage 3 Net Stage 3



IndoStar Housing Finance (%)

Gross Stage 3 Net Stage 3



Decrease in Stage 3 from Q3FY24 on account of reduction in AUM due to sale of stressed SME portfolio

Improving Stage 3 % in FY24

Consolidated

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Particulars (₹ crs)	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23
Gross Stage 1 & 2	6,991	6,553	6,905	6,591	6,308
ECL Stage 1 & 2	140	152	292	294	265
Net Stage 1 & 2	6,851	6,401	6,613	6,297	6,043
ECL Provision %	2.0%	2.3%	4.2%	4.5%	4.2%

Particulars (₹ crs)	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23
Gross Stage 3	390	468	485	479	537
ECL Stage 3	222	241	260	260	301
Net Stage 3	168	227	225	219	235
ECL Provision %	56.8%	51.5%	53.7%	54.2%	56.2%

Particulars (₹ crs)	Q3FY24	Q2FY24	Q1FY24	Q4FY23	Q3FY23
Total ECL Provision	362	393	552	554	566
Gross Stage 3 %	5.3%	6.7%	6.6%	6.8%	7.9%
Net Stage 3 %	2.4%	3.3%	3.1%	3.2%	3.6%

Decrease in Stage 3 from Q3FY24 on account of reduction in AUM due to sale of stressed SME portfolio

Collection Efficiency

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Particulars (₹ crs)	EMI Billing	EMI collected	Billing efficiency %	Collection incl Overdue	Collection efficiency (incl overdue) %	Overall Collection	Overall Collection efficiency %
Jan-23	221	180	81.6%	214	96.8%	297	134.3%
Feb-23	269	178	66.3%	198	73.7%	280	104.0%
Mar-23	239	195	81.4%	242	101.1%	342	142.9%
Apr-23	237	175	74.0%	262	110.7%	383	161.5%
May-23	242	185	76.4%	249	102.8%	334	138.1%
Jun-23	270	205	75.8%	235	87.1%	323	119.4%
Jul-23	259	197	76.3%	240	92.7%	344	133.1%
Aug-23	224	199	89.1%	214	95.5%	303	135.6%
Sep-23	233	206	88.3%	224	96.1%	315	135.4%
Oct-23	236	211	89.5%	228	96.7%	335	142.3%
Nov-23	244	218	89.4%	235	96.3%	310	127.1%
Dec-23	258	231	89.6%	256	99.0%	351	136.2%
Q3FY23	685	563	82.1%	636	92.8%	937	136.7%
Q4FY23	729	553	75.9%	654	89.7%	918	126.0%
FY23	2,784	2,276	81.8%	2,450	88.0%	3,016	108.3%
Q1FY24	749	565	75.4%	747	99.6%	1,040	138.8%
Q2FY24	715	602	84.2%	677	94.7%	963	134.6%
Q3FY24	738	660	89.5%	718	97.4%	997	135.1%

EMI collection efficiency in Q3FY24 for Commercial Vehicle loan portfolio is 90 % and Housing Finance loan portfolio is 95 %

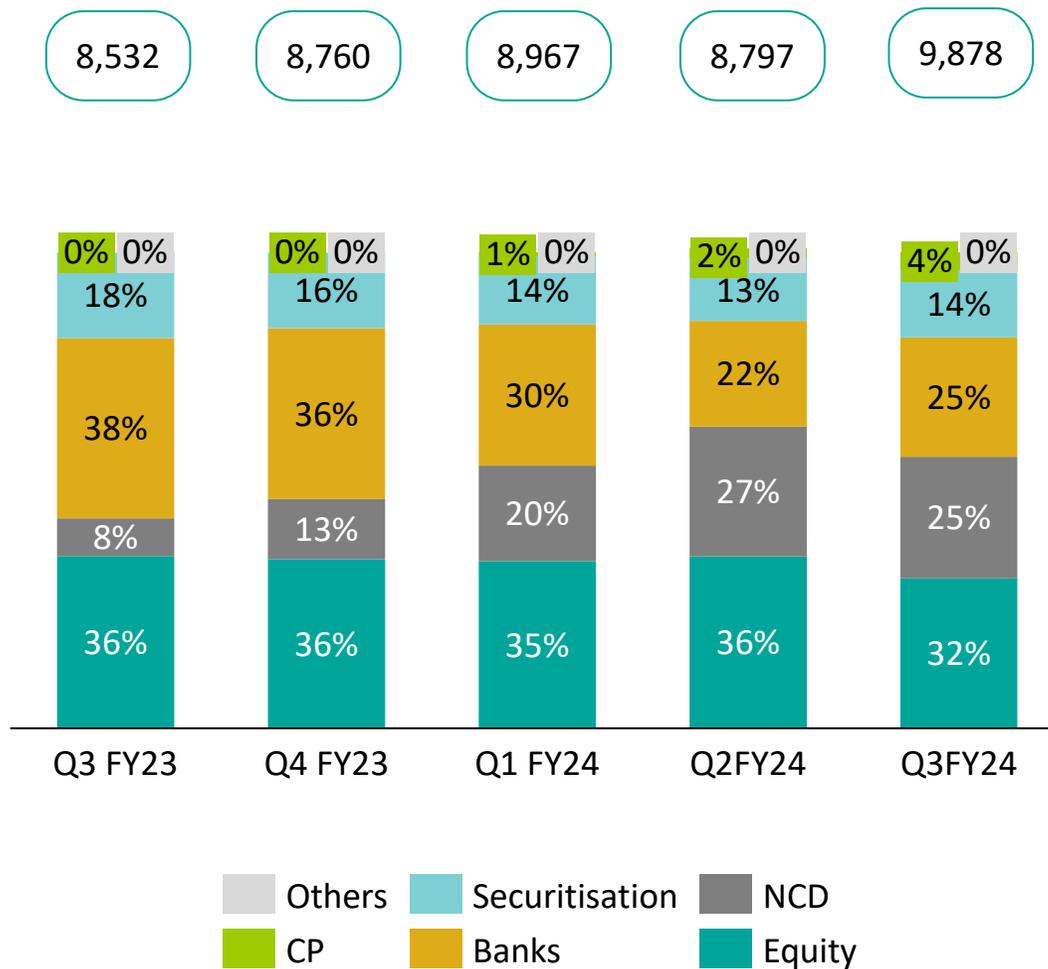
Collection Efficiency = Total Collection/EMI Billing

Diversified Borrowing Profile Supported by Capital Adequacy

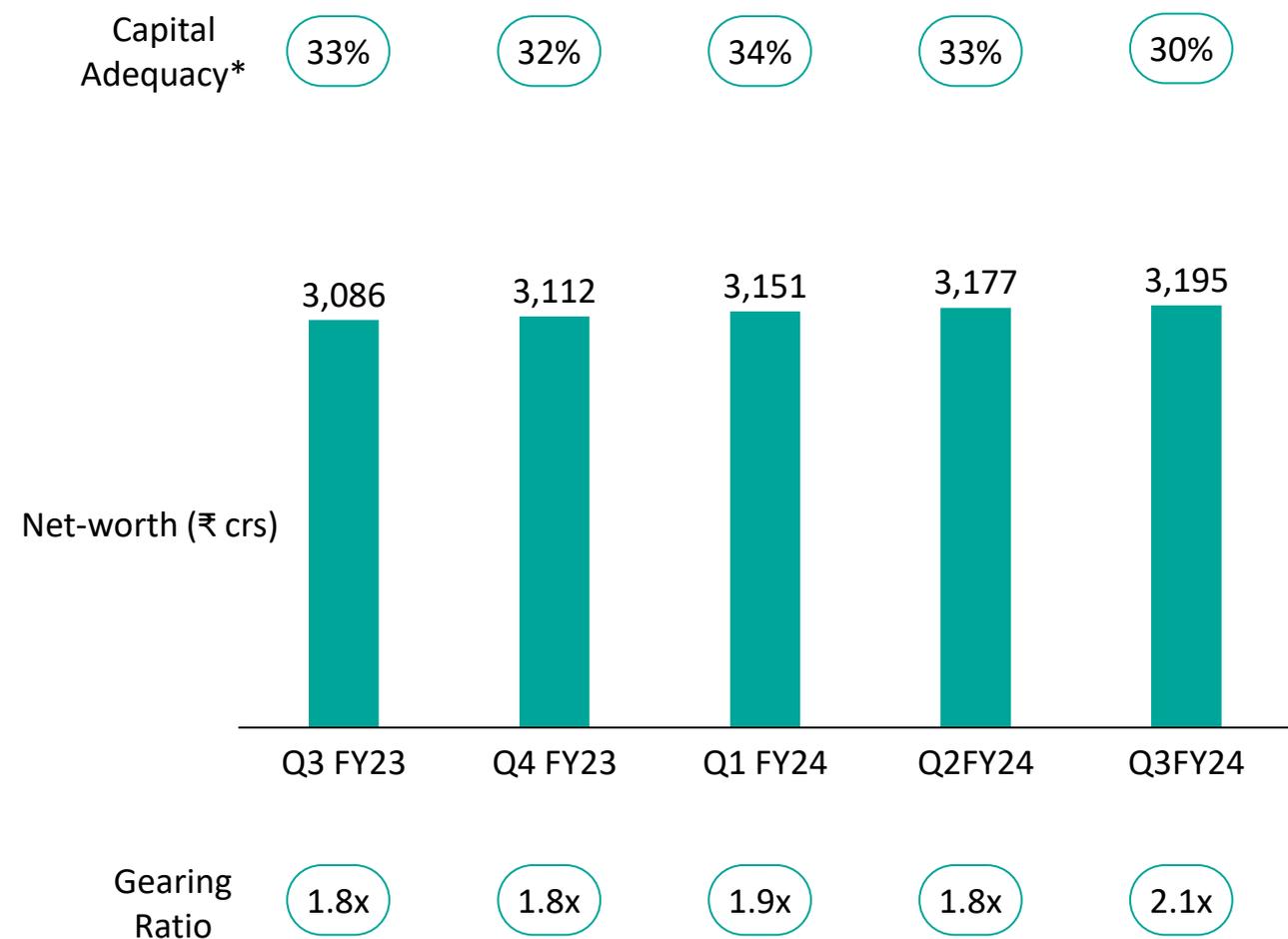
Consolidated

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Diversified Funding Mix (Dec 2023)



Net-worth and Capital Adequacy



* ICF Standalone

Key Rating Drivers

- ✓ Demonstrated support from majority shareholders, Brookfield & Everstone
- ✓ Strong capitalisation with healthy net worth base
- ✓ Increased granularity of loan book owing to retail focus, albeit low seasoning
- ✓ Continued strong performance of housing finance subsidiary

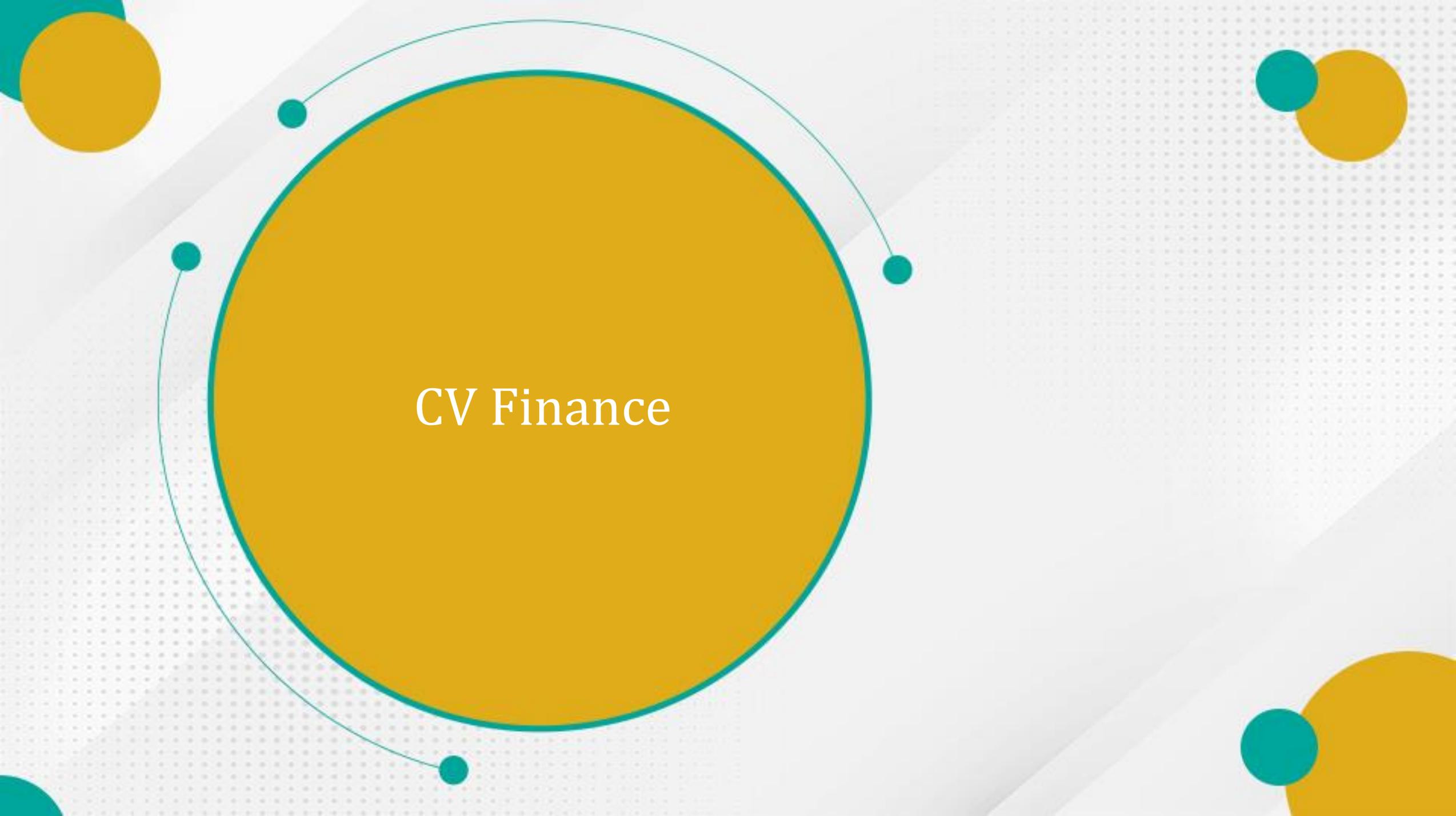
Strong Credit Ratings

Borrowing Type	Rating Firm	Ratings
Term Loans	CRISIL	AA (-)
	CARE	AA (-)
Redeemable NCDs	CRISIL	AA (-)
	CARE	AA (-)
CPs	CRISIL/CARE	A1 (+)

Note: CARE ratings has upgraded rating from A+ to AA- while retaining outlook as “Stable”. Long term rating by CARE is applicable only for IndoStar Capital Finance Limited.

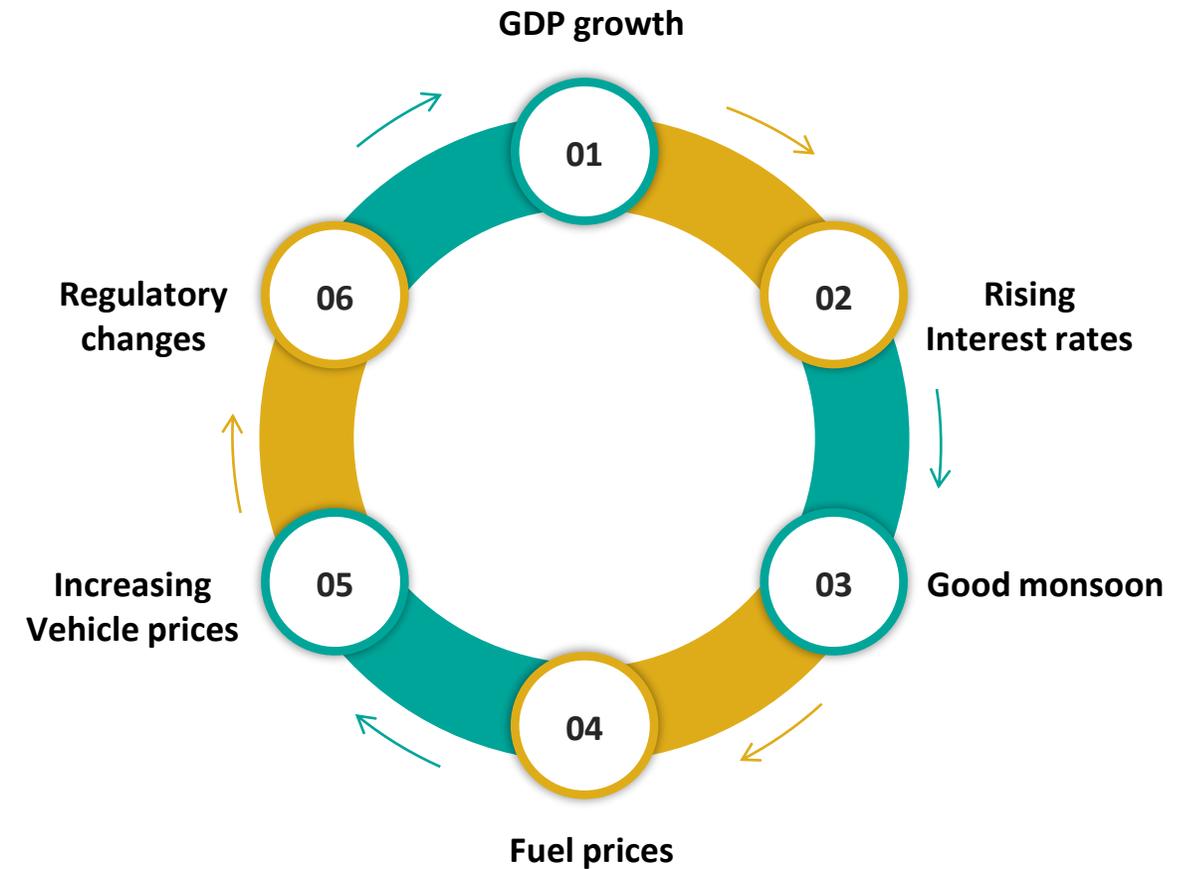
CRISIL while re-affirming the AA- Credit Rating, has modified the Outlook from “Rating Watch with Negative Implications” to AA-/Negative.

- CRISIL rated long-term rating at **AA-/Negative** and short-term rating at A1+ on 28th July 2023 (Rating watch with negative implications removed).
- CARE upgraded long-term rating to **AA- / Stable** and short term rating re-affirmed at A1+ on 28th Nov 2023



CV Finance

- Commercial Vehicles are a proxy for economic growth
- Provides direct / indirect employment to more than 50 Mn people
- Over 70% of the goods/ people movement is by Road Transport
- GDP Growth of 6%+, Robust Tax collections, Transparent / focused policies are spurring growth across CV segments
- CV Sales have seen robust Growth of 34% in FY23. Likely to post 20% growth in FY24



Used Vehicle potential ₹ 1.50 Lakh crore per annum



Age of Vehicle --->



Year	FY13	FY14	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22	FY23
MHCV (units)	2,68,263	2,00,618	2,32,755	3,02,397	3,02,529	3,27,254	3,63,888	2,05,851	1,03,048	1,47,853	2,53,869
LCV (units)	5,24,887	4,32,233	3,82,206	3,83,307	4,11,703	5,45,954	6,43,249	5,11,313	4,13,818	5,07,794	6,54,118
Total (Units)	7,93,150	6,32,851	6,14,961	6,85,704	7,14,232	8,73,208	10,07,137	7,17,164	5,16,866	6,55,647	9,07,987

Year of Manufacture	Vehicle Sales (in Lakh Units)	Used Vehicle Transactions (in Lakh Units)	Value (in ₹ crs)	Funding Value (in ₹ crs)
2018-22	26	5	₹ 60,000	₹ 45,000
2011-17	29	20	₹ 1,40,000	₹ 1,05,000
Total	55	25	₹ 2,00,000	₹ 1,50,000

AUM of ₹ 4,850 crs

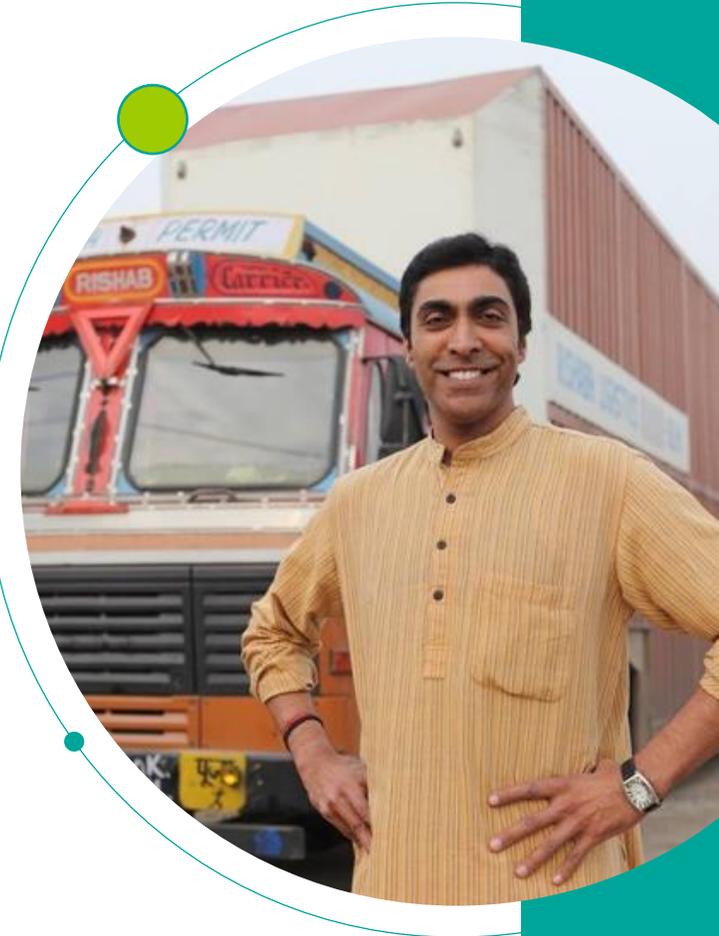
Average Ticket Size of
₹ 8.2 Lakhs

Used Vehicle
Disbursement of 98% in
Q3FY24 vs 95% in Q2FY24

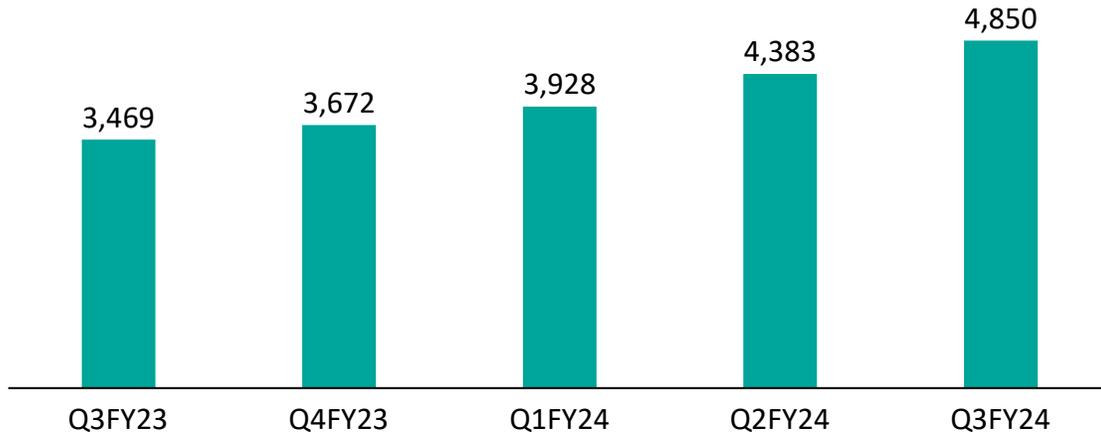
Presence across
22 States

Average Loan to Value
Ratio is 73.0% in Q3FY24
vis-à-vis 78.0% in Q2FY24

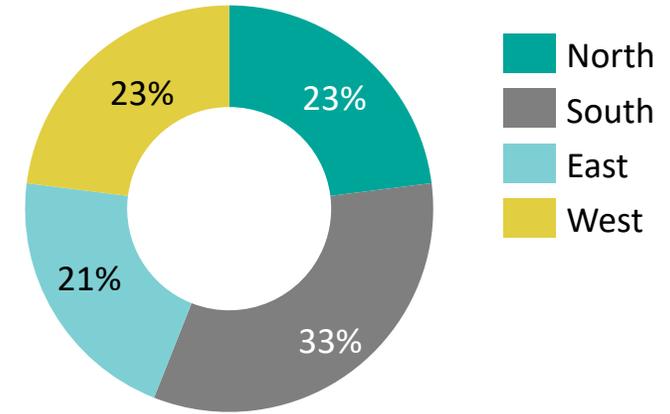
Disbursements Yield (including
processing fees) ~18.9%
Gross Stage 3 of 6.6% & Net
Stage 3 of 2.7%



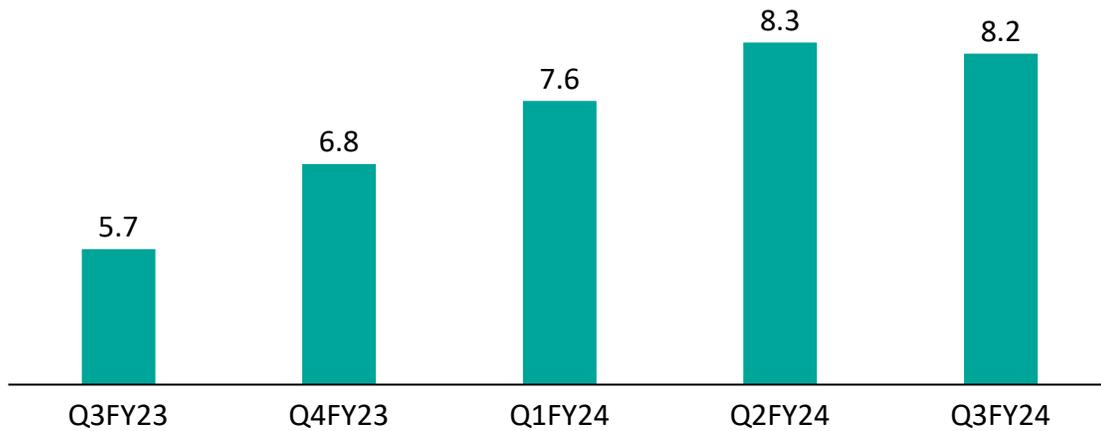
AUM (₹ crs)



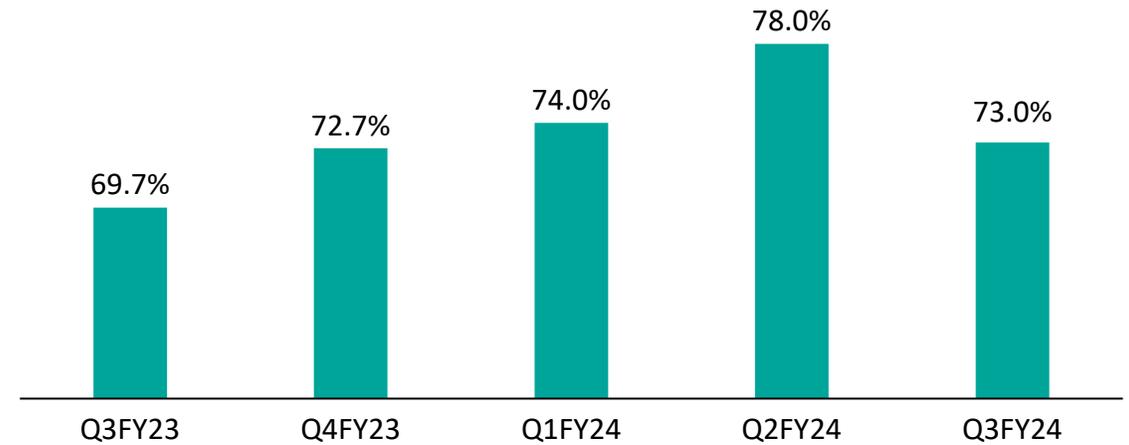
AUM Mix (Geography -Wise) (%)



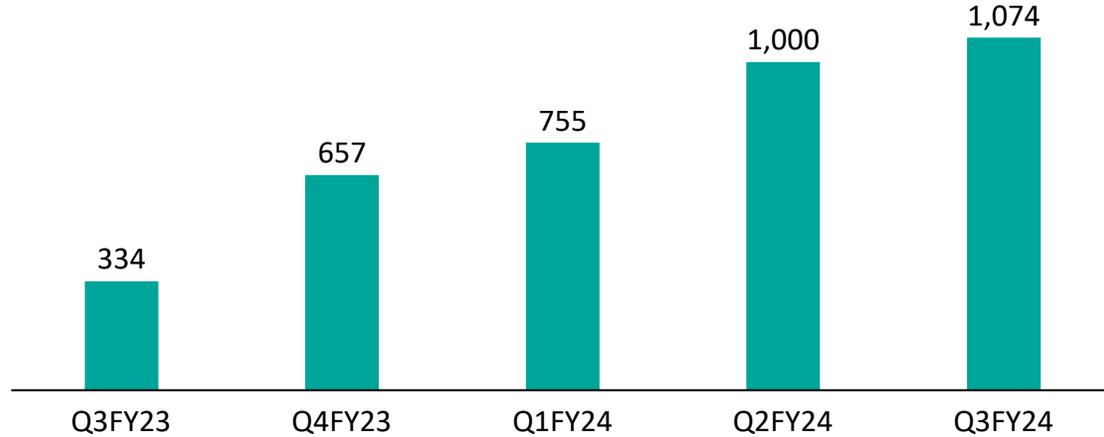
Average Ticket Size (₹ lakhs)



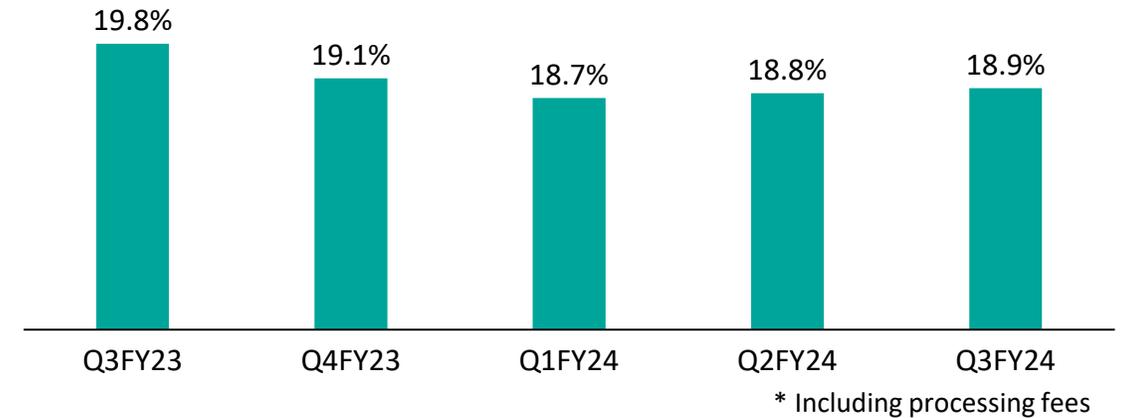
Loan to Value (%)



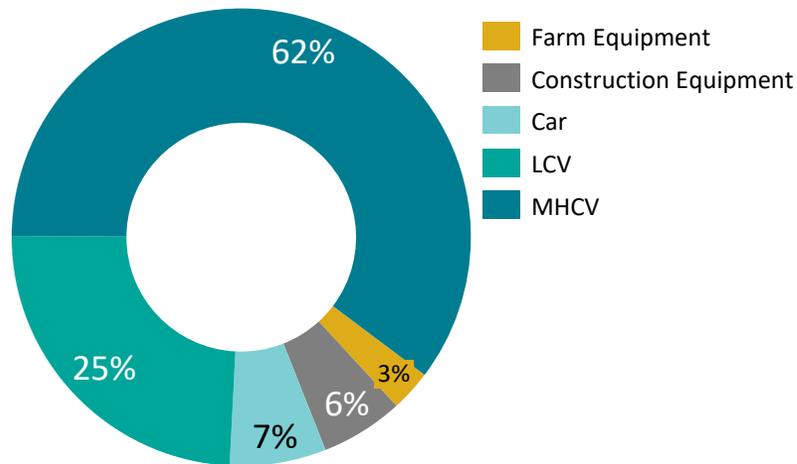
Disbursements (₹ crs)



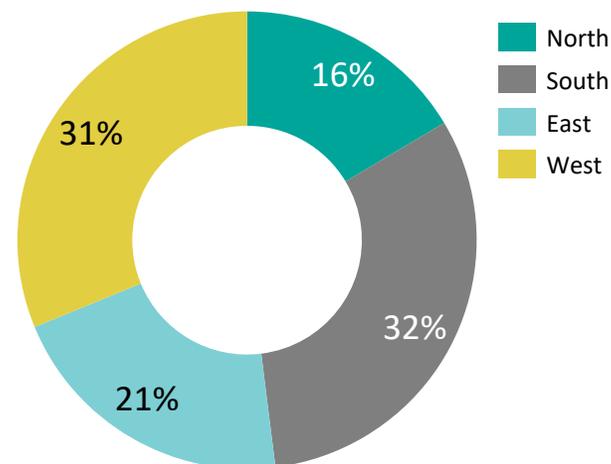
Disbursements Yield (%) *



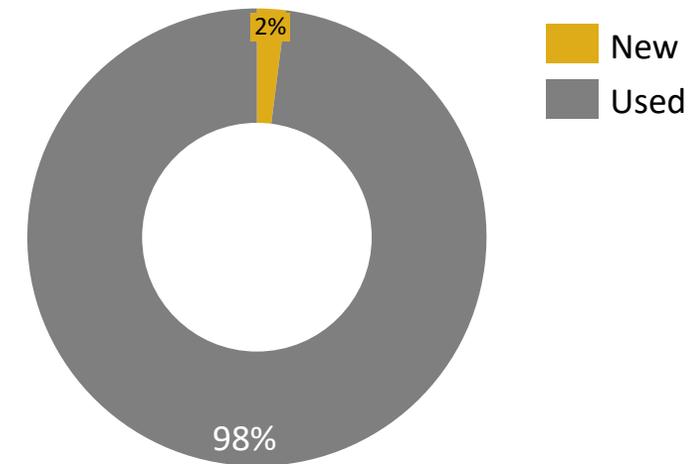
Disbursement Mix (Product) (%)



Disbursement Mix (Geography) (%)

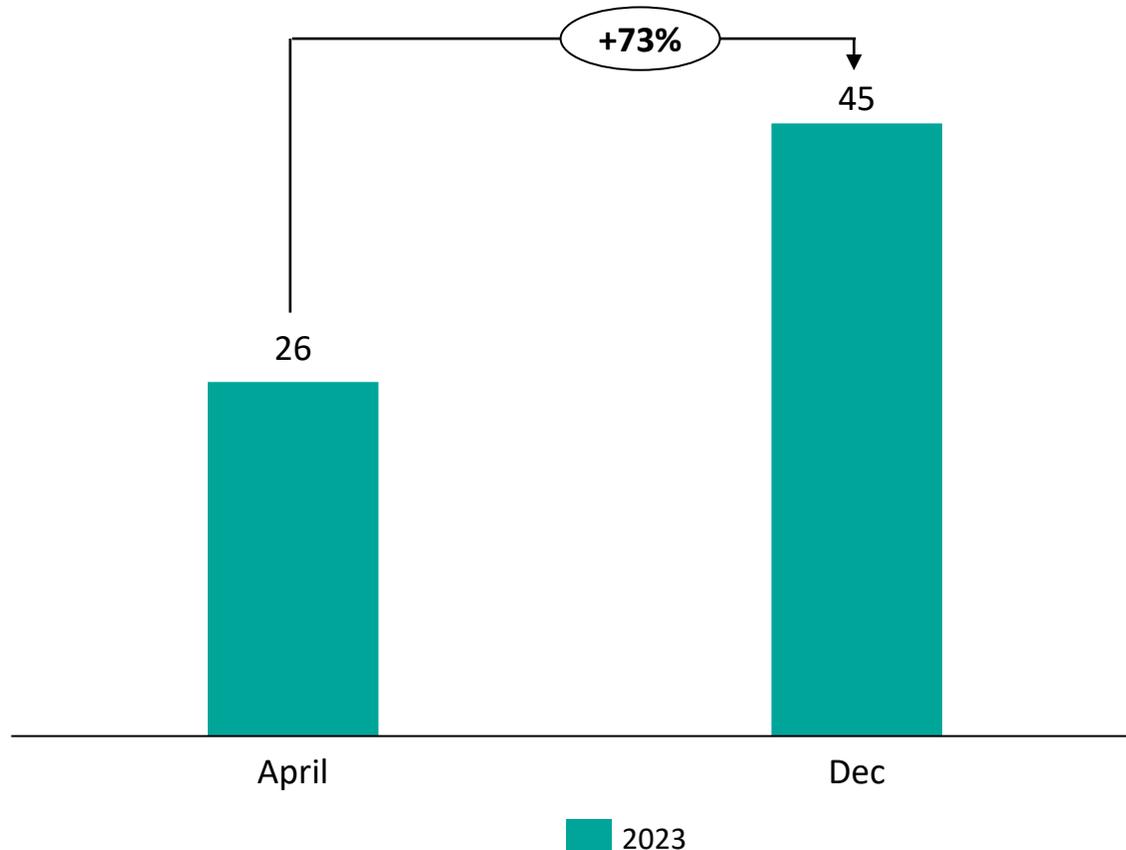


Disbursement Mix (New/ Used) (%)



Digitization: Early impact on sales productivity

Loan value disbursed/salesperson/month (INR lakhs)



Driven by new Loan Origination System (LOS) launch in March'23

Key features that reduced processing time:



One-click: API driven address, identity proof and vehicle check



Instant credit score check: Go / No Go Decision



Automated bank statement analysis and repayment track record check



Straight through processing of disbursement loan to customer bank account



Digital credit assessment memo (CAM) prepared by Credit Team with inbuilt approval matrix and viability assessed by micro-market

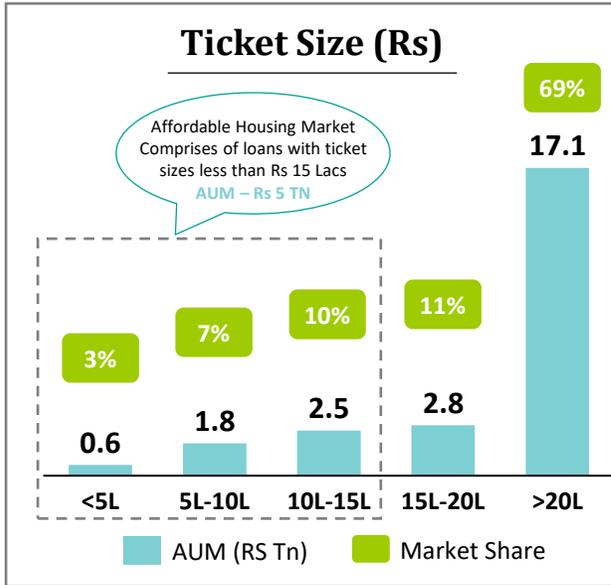
- **Impact on turnaround time:** Reduction in typical turn-around time per file from 7 days to 2 days

- **Delivering 65% jump in productivity in 6 months:**
- Avg. employee productivity scaled from INR 26 L/month in April'23 to INR 43 L/ month within 6 months
- Sales KRA redesigned with minimum threshold of INR.40 L/ month

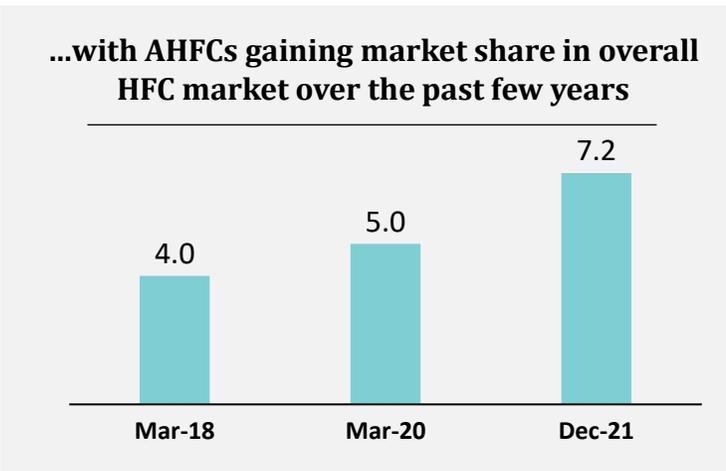
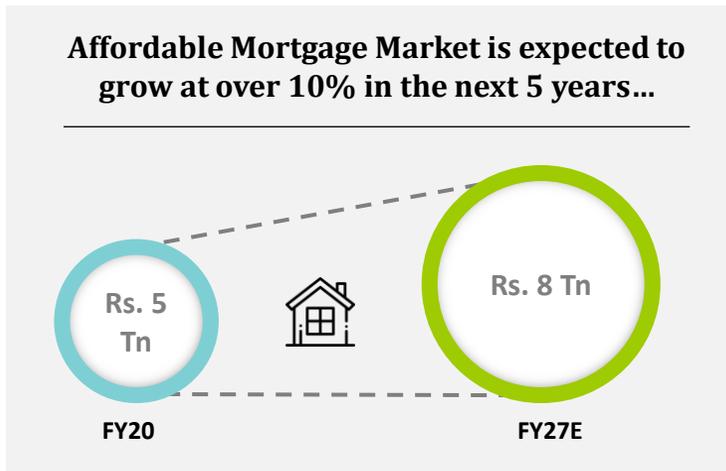
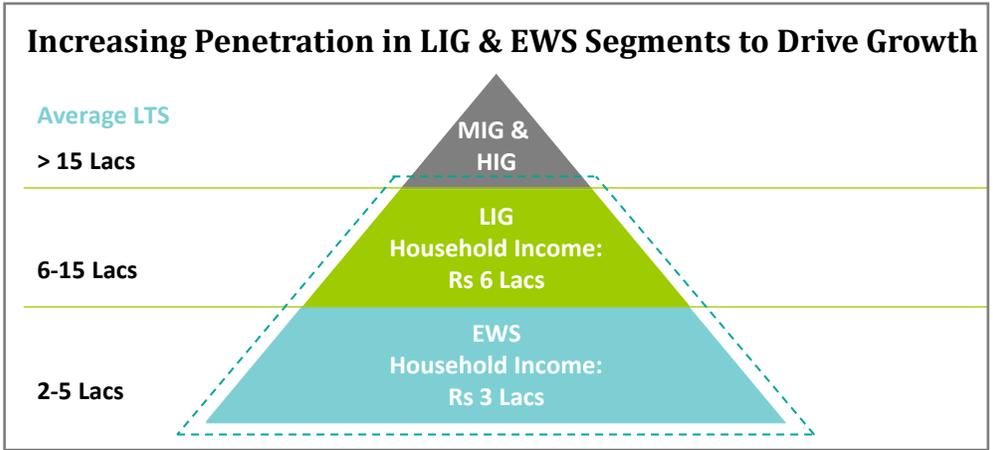
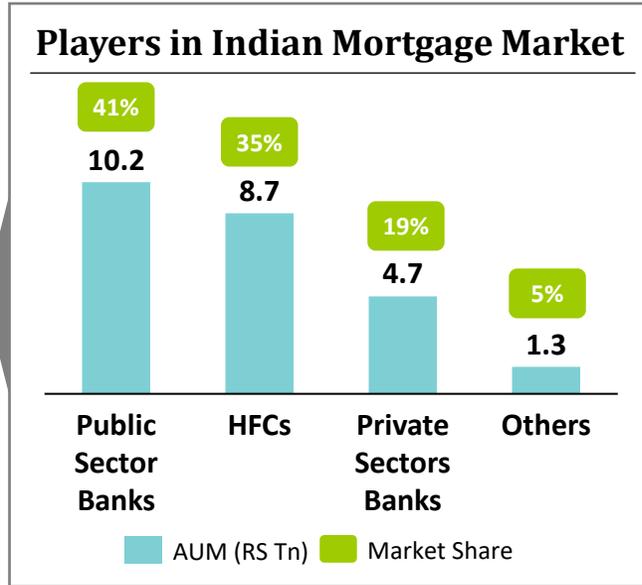


IndoStar Home Finance
Private Limited

Indian Affordable Housing Finance Market Expected To Show Significant Growth



Rs 25 Tn
Indian Mortgage Market (FY22)



Indian Mortgage Market	Tier II and Below	~20 Mn Units	Metros and Tier I
Financed Units	10 Mn	Significant room to grow →	10 Mn
Financed Units	1,100 Mn / 220 Mn		230 Mn / 46 Mn
Financed Units	~5%		~22%

Housing Shortage

- In 2022, housing shortage in India was 100 Mn units with LIG & EWS contributing 95% to the same
- Incremental housing loan demand from above shortage is Rs 50-6- Tn indicating huge potential for growth

Significant Tailwinds In Favour Of Affordable Housing Helping Affordable Housing Finance Companies ('AHFC') Gain Market Share

Source: CRIF High Mark Report, ICRA, Prospectus of Listed Peers

Ecosystem Play

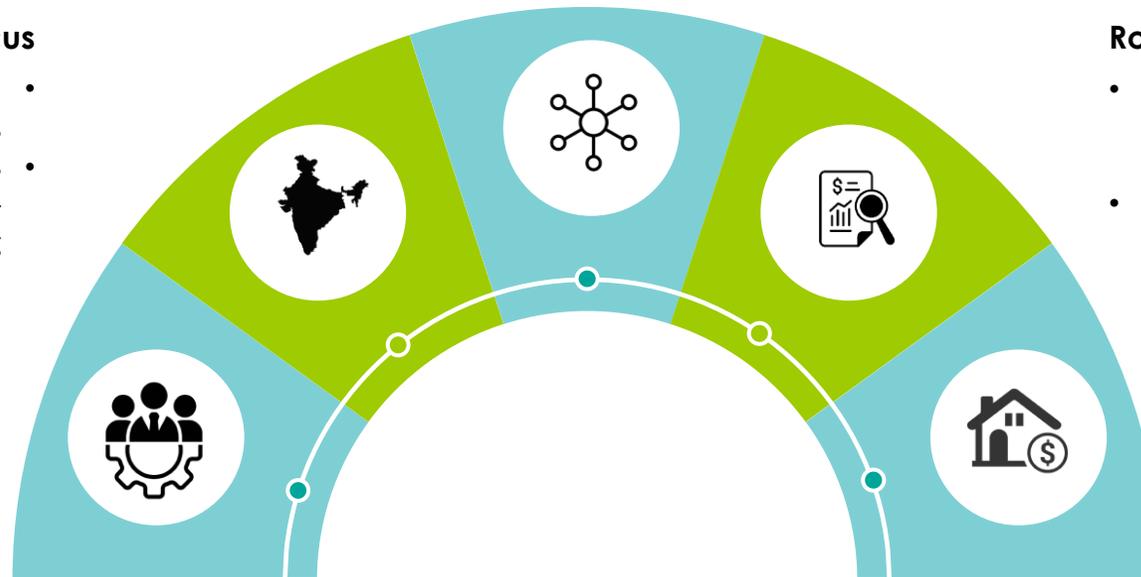
Remote access to customers through Home Hub app
Fully enabled payment methods for customer leading to cash component using 3-4% of overall transactions

Geographical Focus

- Geographical focus on South & West India with the cluster-based approach to address concentration challenges
- Targeting states with the highest demand-supply gap for affordable housing

Management Team

- Seasoned management team supported by regional teams with conservative background recruited from other affordable housing finance companies



Robust Underwriting

- Centralized underwriting framework with informal income underwriting play developed from start
- Aversion to categories such as 'plot + construction' and other with higher delinquency probabilities

Micro LAP Play

- Presence in tier 3 and 4 towns in southern states with large Micro LAP opportunity

IndoStar Home Finance Private Limited

AUM of ₹ 2,047 crs

Portfolio Average
Ticket Size of ₹ 9 Lakhs

Salaried: 49% and Self
Employed 51%
HF:68% and LAP: 32%

Presence across
10 States

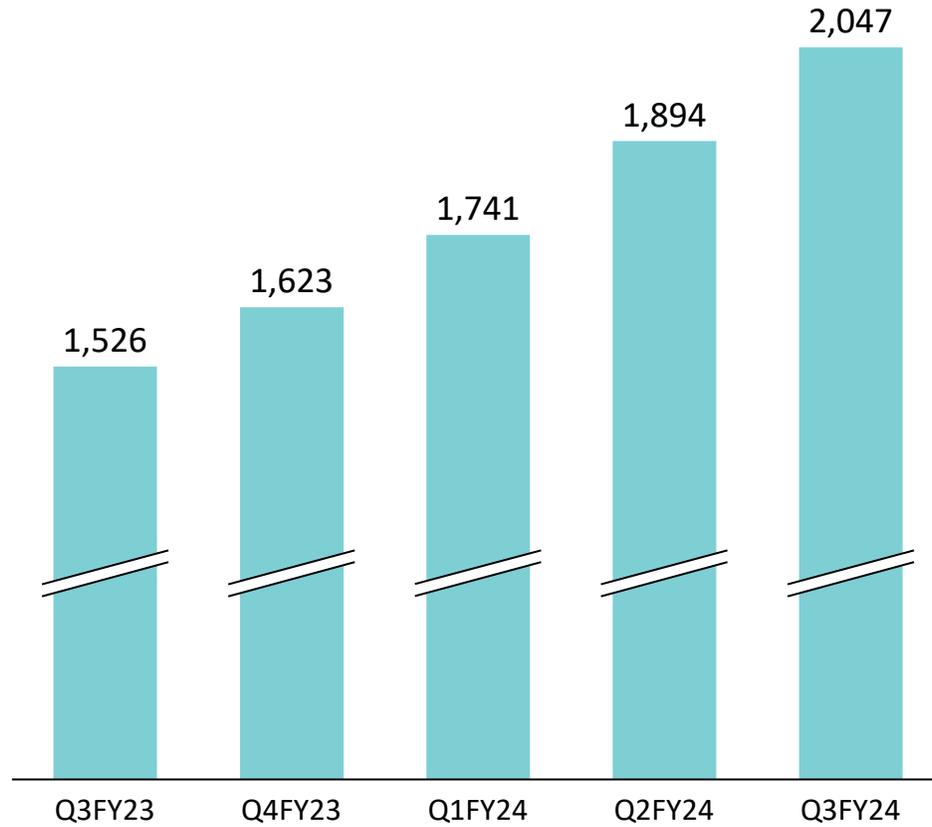
Average Loan to Value
Ratio: 47.48%

Blended Yield ~15.1%
Gross Stage 3 of 1.2% & Net
Stage 3 of 0.9%



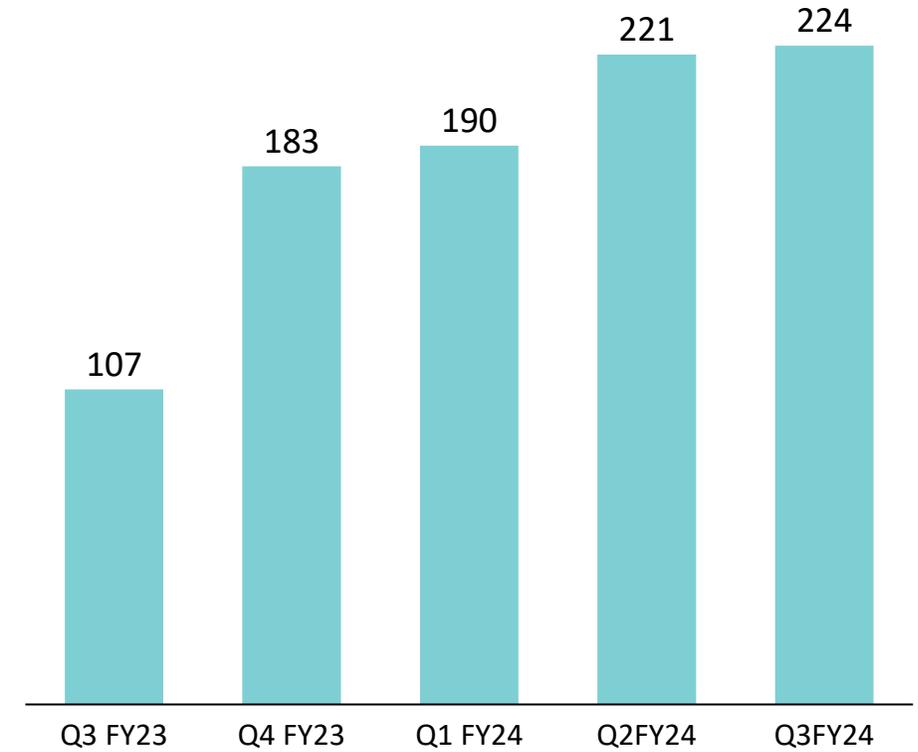
Housing Finance – AUM

(₹ crs)

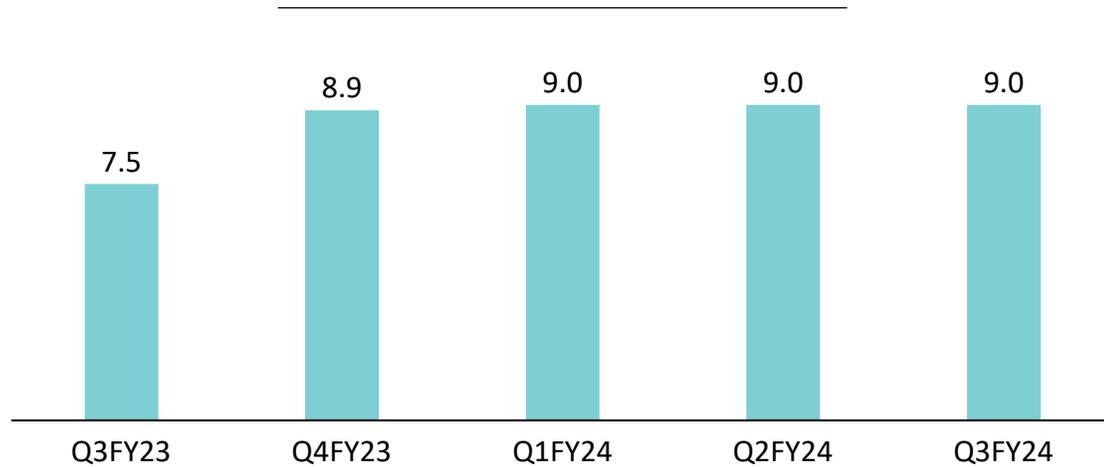


Housing Finance – Disbursements

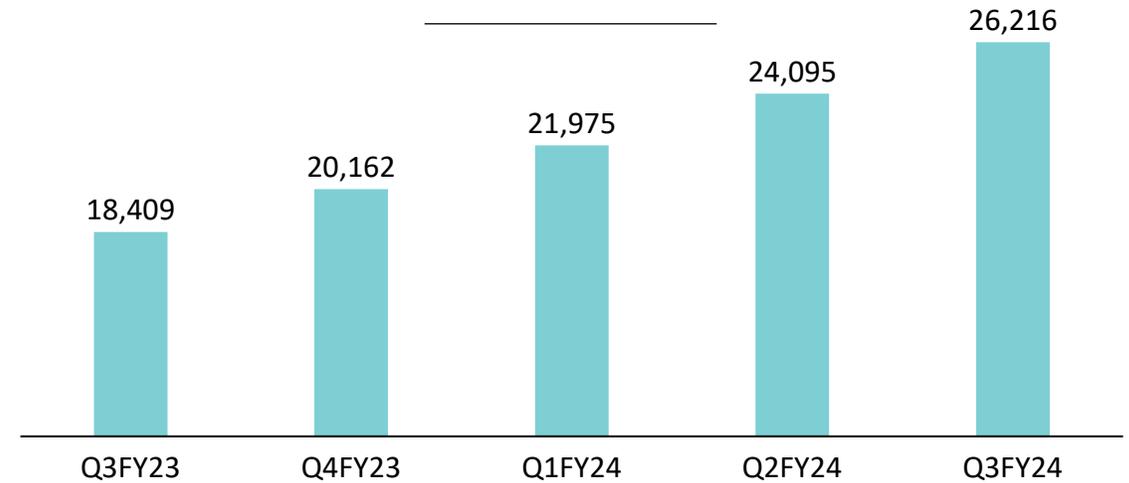
(₹ crs)



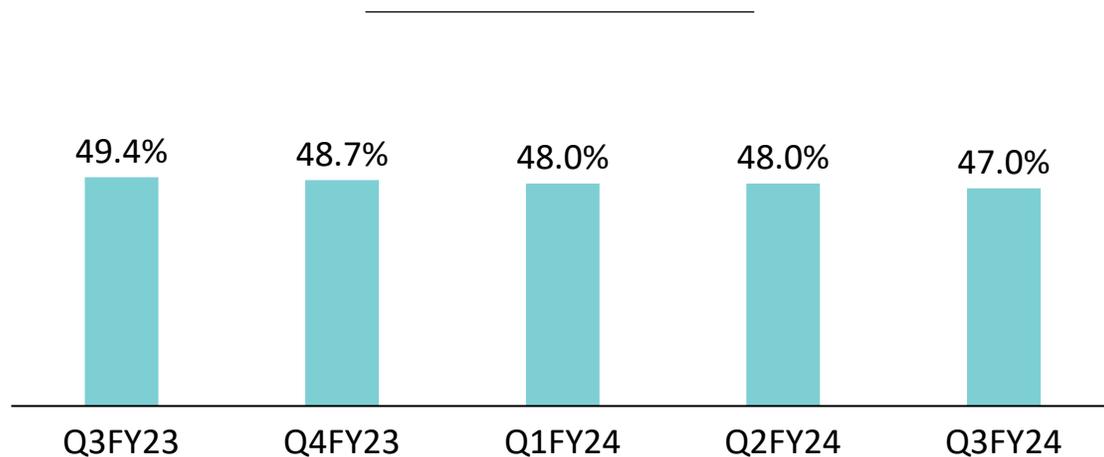
Average Ticket Size (₹ lakhs)



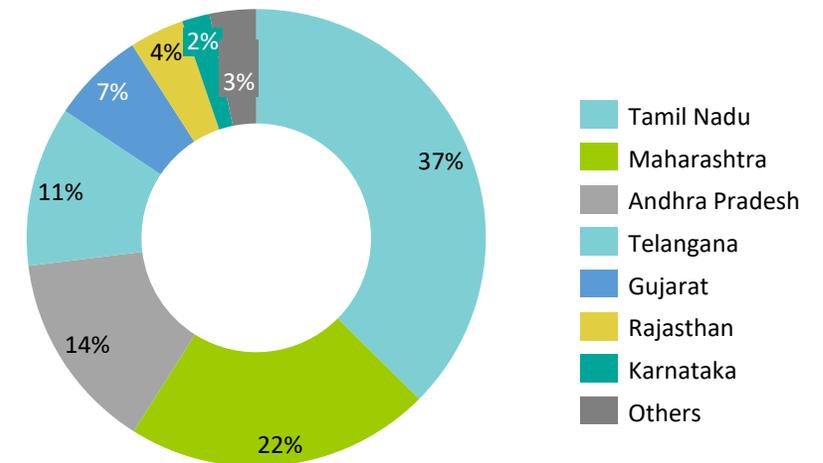
Live Accounts



Loan to Value (%)

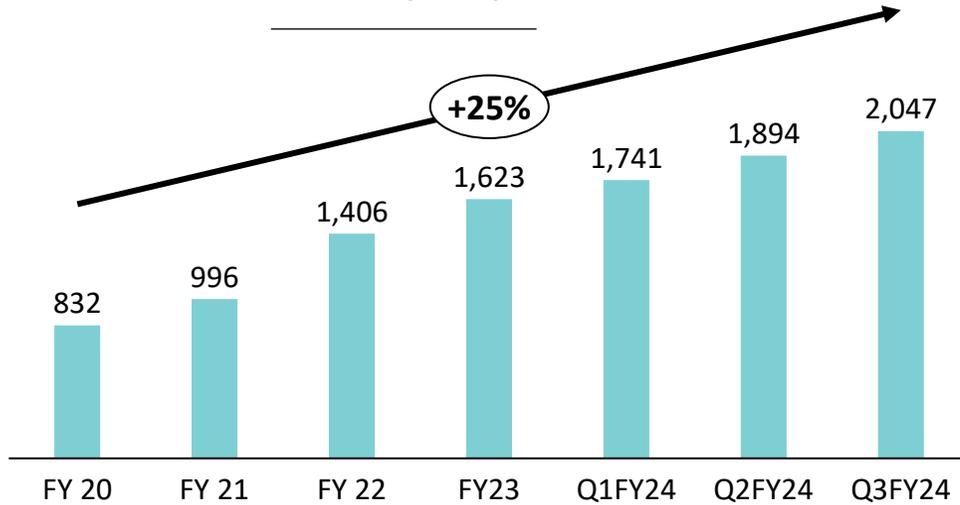


Geographical Distribution (Value -Wise) (%)

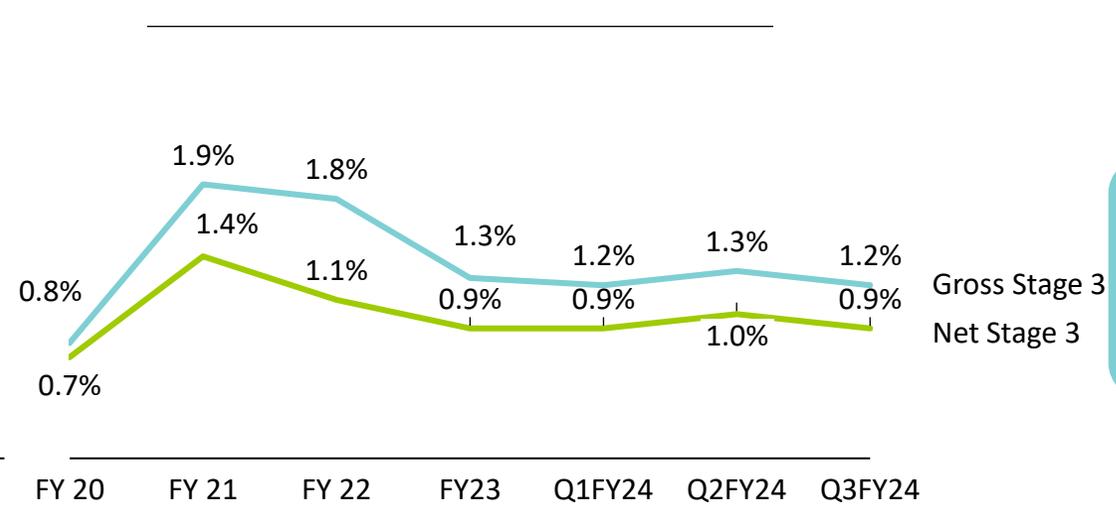


Housing Finance : Key Financial Parameters

AUM (₹ crs)

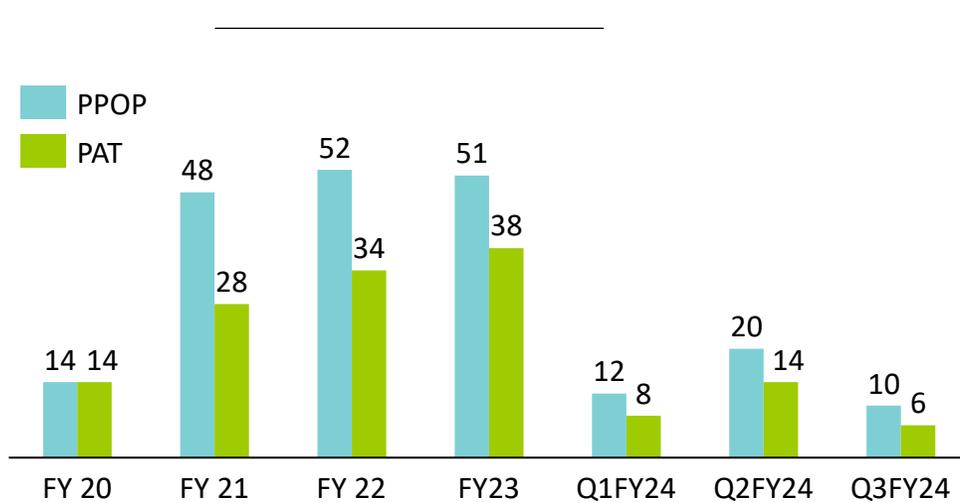


Gross Stage 3 & Net Stage 3 (%)

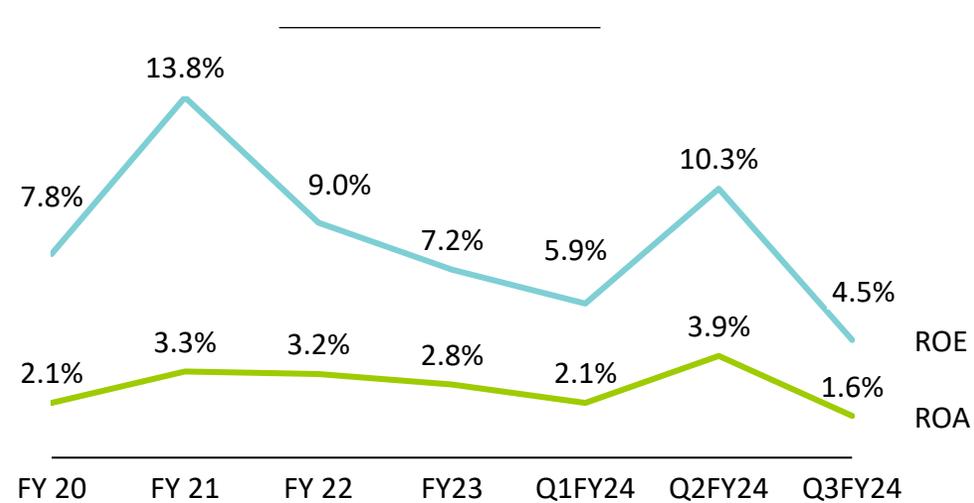


CRAR
66.6%
Q3 FY24

PPOP & PAT (₹ crs)

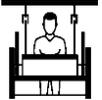


ROA & ROE (%)



D/E Ratio
2.4x
Q3 FY24

Catering to Underpenetrated Segments Across Product Types

Characteristics	Salaried	Self Employed
Profession	<div data-bbox="545 396 963 511">  Textile loom workers </div> <div data-bbox="970 396 1388 511">  Retail workers </div> <div data-bbox="545 544 963 658">  FMCG workers </div> <div data-bbox="970 544 1388 658">  School teachers </div> <div data-bbox="545 691 963 805">  Manual labourers </div> <div data-bbox="970 691 1388 805">  Helpers </div> <div data-bbox="545 838 963 952">  Factory labourers </div> <div data-bbox="970 838 1388 952">  Class IV government employees </div>	<div data-bbox="1424 396 1842 511">  Small traders </div> <div data-bbox="1849 396 2267 511">  Kirana shop owners </div> <div data-bbox="1424 544 1842 658">  Tea & snack vendors </div> <div data-bbox="1849 544 2267 658">  Vegetable vendors </div> <div data-bbox="1424 691 1842 805">  Small time manufacturers </div> <div data-bbox="1849 691 2267 805">  Micro scale milk vendors </div> <div data-bbox="1424 838 1842 952">  Textile loom </div> <div data-bbox="1849 838 2267 952">  Small contractors </div>
Annual Household Income	< Rs 6 Lacs	
Formal Credit Experience	35-40% are New to Credit; Others may have some credit history largely on account of consumer durable loans	

Evaluation of Profile and Property Risk

- Collecting KYCs -Aadhar, PAN, Credit history checks with bureaus. Assessment of LTV, FOIR
- Assessment of employment / business stability
- Banking Flows, establishing surrogates
- RCU/FI checks
- Legal & Technical checks

Assessment of Total Income (Individual & Household)

- Verification of assets wherever applicable
- Detailed cash flow assessment done including income inflows and cost of running household/business
- Personal discussion with applicant and family member
- Verification of assets wherever applicable
- Arriving at disposable income

CREDIT & UNDERWRITING

Evolving Underwriting Processes

- Building self learnings in the credit programs
- Continuous improvement in the underwriting process to factor in profile risk and property risk
- Introducing centralized underwriting
- Property score card development under process



Excluded from Portfolio



Builder under Construction



Plot + Construction



Balance Transfer + Top up

Collection Process

Pre Bounce / Delinquency

- Use of Bounce prediction tool which provides with the pool of customers with high probability where focused efforts are put in to collect advance EMIs to avoid bounce
- Sales team is responsible for collections with less than 500 loan count and bounce ratio of less than 10%
- Pre due calling on entire portfolio through External Bot Vendor

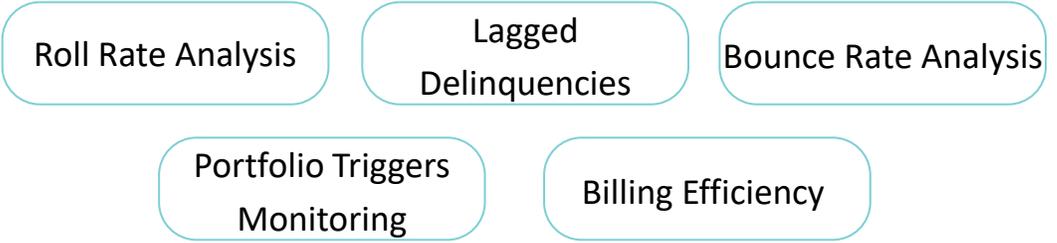
Post Bounce / Delinquency

- Cases are allocated to branch sales RM/collections officers
- Repeated follow-ups and hand-holding with the customers on case to case basis
- Special focus on contracts in 31-60 dpd bucket to stop flow forward
- Enforcement of SARFAESI with the help of an external agency in deep bucket cases

- Continuous monitoring from corporate office with the help of robust dashboard system developed with the help of Tableau.
- These dashboards provide real-time details of bounces, collections status, dpd details etc

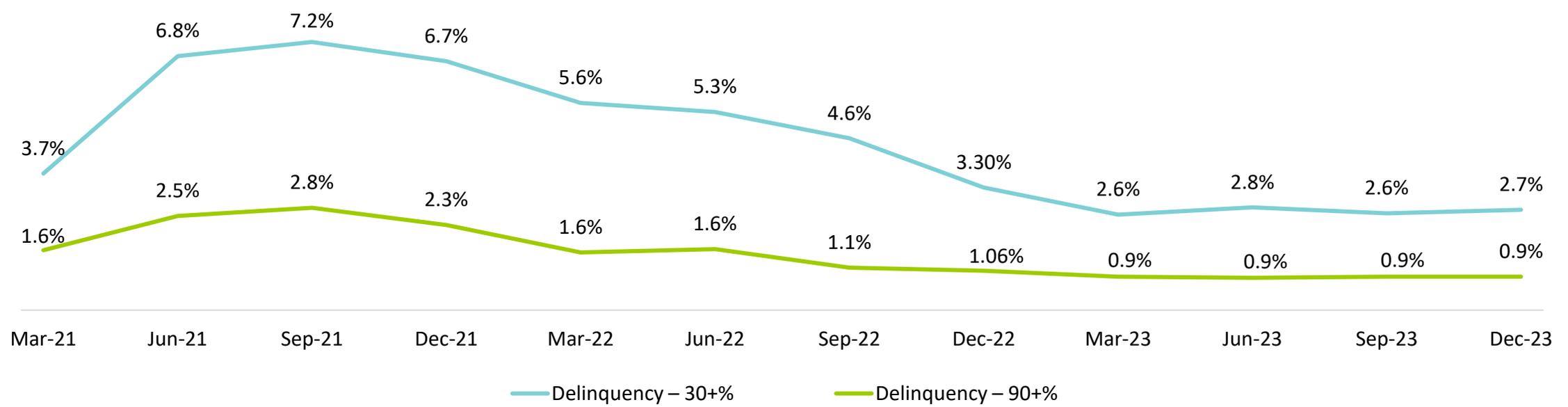
- In house collections team
- Collections legal person is in place
- Collections Responsibility on sales employees ensure right customer sourcing
- Strict adherence to code of conduct prescribed by regulator in collections

Key Risk Management Aspects Monitored



- ✓ Robust dashboards developed in the system to enable real time monitoring of mentioned parameters
- ✓ Dashboards are sent to branch managers to enable them to monitor their originated portfolio and take corrective action as necessary
- ✓ Rigorous review mechanism in place to conduct regular reviews at branch, state, region and corporate level to ensure proper monitoring and action
- ✓ Origination and underwriting parameters are continuously watched and improved based on the dashboard results

Bounce and 30+ & 90+ Delinquency Trends





Financial Performance

ICF Standalone - Income Statement

Particulars (₹ in crs)	Q3FY24	Q2FY24	Q-o-Q	Q3FY23	Y-o-Y	9MFY24	9MFY23	Y-o-Y
Revenue from operations	238.1	234.2		237.2		713.5	732.9	
Interest expenses	145.3	140.8		120.7		419.2	383.8	
Net Interest Income	92.8	93.4	(1%)	116.5	(20%)	294.3	349.2	(16%)
Other Income	0.7	0.1		0.2		0.9	0.5	
Total Income	93.5	93.5	-	116.7	(20%)	295.2	349.7	(16%)
Employee Benefits Expense*	50.4	48.4		48.6		147.9	139.2	
Depreciation and Amortization Expense	7.2	6.4		9.4		20.3	28.1	
Other Expenses	30.5	29.3		41.4		94.1	107.1	
Total operating expenses	88.1	84.1	5%	99.4	(11%)	262.2	274.4	(4%)
Pre-provision operating profit	5.4	9.4	(43%)	17.4	(69%)	33.0	75.3	(56%)
ECL Provision	(5.9)	(132.6)		(11.7)		(157.9)	(517.3)	
Write offs	0.7	131.5		(2.0)		138.8	478.4	
Credit costs	(5.2)	(1.1)	382%	(13.7)	(62%)	(19.1)	(38.9)	(51%)
Profit before tax	10.6	10.5	1%	31.1	(66%)	52.0	114.2	(54%)
Tax	0.0	0.0		0.0		0.0	0.0	
Profit after tax	10.6	10.5	1%	31.1	(66%)	52.0	114.2	(54%)

ICF Standalone - Balance Sheet

Equity & Liabilities (₹ in crs)	Dec'23	Sep'23	Dec'22
Financial Liabilities			
Trade payables	0.0	0.1	0.7
Debt Securities	2,830.1	2,548.0	681.2
Borrowings other than debt securities	2,497.8	2,089.6	4,034.9
Other financial liabilities	240.7	172.3	283.8
Total financial liabilities	5,568.6	4,810.0	5,000.6
Non- Financial Liabilities			
Provisions	5.1	5.0	5.3
Other non - financial liabilities	5.4	5.3	7.3
Total non-financial liabilities	10.5	10.3	12.6
Equity			
Equity share capital	136.1	136.1	136.1
Other equity	2941.8	2,929.3	2,863.3
Total equity	3077.9	3,065.4	2,999.4
Total Liabilities & Equity	8657.0	7,885.7	8,012.6

Assets (₹ in crs)	Dec'23	Sep'23	Dec'22
Financial Asset			
Cash and cash equivalents	386.3	110.4	216.0
Bank balance other than cash & cash equivalent	209.4	209.8	246.0
Loans	5,378.3	5,136.4	5,104.8
Investments	1,566.6	1,329.2	1,292.8
Other financial assets	305.0	306.3	318.2
Total financial assets	7,845.6	7,092.0	7,177.7
Non-Financial assets			
Current tax assets (Net)	69.8	66.4	99.4
Deferred tax assets (Net)	316.4	316.4	316.7
Property, plant and equipment	56.9	39.5	54.2
Assets held for sale	13.0	13.0	13.0
Goodwill	300.2	300.2	300.2
Intangible assets	12.9	15.4	8.9
Other non-financial assets	42.3	42.8	42.5
Total non-financial assets	811.4	793.7	834.9
Total Assets	8,657.0	7,885.7	8,012.6

HFC - Income Statement

Particulars (₹ in crs)	Q3FY24	Q2FY24	Q-o-Q	Q3FY23	Y-o-Y	9MFY24	9MFY23	Y-o-Y
Revenue from operations	68.1	79.0		45.5		206.4	157.7	
Interest expenses	27.1	24.4		16.1		74.2	47.5	
Net Interest Income	41.0	54.6	(25%)	29.4	40%	132.2	110.2	20%
Other Income	(0.0)	0.0		0.2		0.2	0.6	
Total Income	41.0	54.6	(25%)	29.5	39%	132.4	110.8	20%
Employee Benefits Expense	17.3	16.7		12.8		48.4	35.1	
Depreciation and Amortization Expense	1.4	1.3		0.8		4.0	2.3	
Other Expenses	12.4	16.4		7.9		38.4	23.1	
Total operating expenses	31.1	34.4	(10%)	21.5	45%	90.8	60.5	50%
Pre-provision operating profit	9.8	20.2	(52%)	8.0	22%	41.6	50.3	(17%)
ECL Provision	1.4	0.8		1.1		0.5	(3.2)	
Write offs	0.0	0.3		(0.3)		2.9	6.7	
Credit costs	1.4	1.1	22%	0.8	64%	3.4	3.5	(3%)
Profit before tax	8.4	19.1	(56%)	7.2	17%	38.2	46.8	(18%)
Tax	2.2	4.9		1.9		9.8	12.1	
Profit after tax	6.3	14.2	(56%)	5.3	19%	28.4	34.7	(18%)

HFC - Balance Sheet

Equity & Liabilities (₹ in crs)	Dec'23	Sep'23	Dec'22
Financial Liabilities			
Trade payables	0.3	23.3	0.0
Debt Securities	27.5	31.3	0.0
Borrowings other than debt securities	1,327.0	982.5	796.4
Other financial liabilities	48.3	70.6	44.4
Total financial liabilities	1,403.1	1,107.7	840.8
Non- Financial Liabilities			
Current tax liabilities (Net)	0.0	0.0	0.0
Provisions	1.3	1.2	1.0
Deferred tax liabilities (Net)	10.6	8.5	4.2
Other non - financial liabilities	0.9	0.7	0.7
Total non-financial liabilities	12.8	10.4	5.9
Equity			
Equity share capital	450.0	450.0	450.0
Other equity	115.5	109.2	84.0
Total equity	565.5	559.2	534.0
Total Liabilities & Equity	1,981.4	1,677.3	1,380.7

Assets (₹ in crs)	Dec'23	Sep'23	Dec'22
Financial Asset			
Cash and cash equivalents	206.0	11.3	3.1
Bank balance other than cash & cash equivalent	46.2	36.3	25.9
Loans	1,640.7	1,492.1	1,239.0
Investments	0.0	54.0	60.0
Other financial assets	56.5	57.2	40.5
Total financial assets	1,949.4	1,651.0	1,368.5
Non-Financial assets			
Current tax assets (Net)	7.9	5.6	2.1
Property, plant and equipment	11.3	10.7	4.9
Intangible assets	2.6	3.0	2.4
Other non-financial assets	10.2	7.0	2.8
Total non-financial assets	32.0	26.3	12.2
Total assets	1,981.4	1,677.3	1,380.7

Consolidated - Income Statement

Particulars (₹ in crs)	Q3FY24	Q2FY24	Q-o-Q	Q3FY23	Y-o-Y	9MFY24	9MFY23	Y-o-Y
Revenue from operations	306.2	313.3		281.3		918.6	889.2	
Interest expenses	172.4	165.2		135.4		492.0	429.8	
Net Interest Income	133.8	148.1	(10%)	145.9	(8%)	426.7	459.3	(7%)
Other Income	0.7	0.1		0.4		1.1	1.3	
Total Income	134.5	148.2	(9%)	146.3	(8%)	427.7	460.6	(7%)
Employee Benefits Expense	67.7	65.1		61.4		196.3	174.3	
Depreciation and Amortization Expense	8.7	7.7		10.2		24.3	30.4	
Other Expenses	42.8	45.7		49.2		132.4	130.2	
Total operating expenses	119.2	118.5	1%	120.9	(1%)	353.0	334.9	5%
Pre-provision operating profit	15.3	29.7	(49%)	25.4	(40%)	74.7	125.7	(41%)
ECL Provision	(4.6)	(131.7)		(10.9)		(157.4)	(520.7)	
Write offs	0.7	131.8		(2.3)		141.7	485.1	
Credit costs	(3.8)	0.1	(7760%)	(13.2)	(71%)	(15.7)	(35.7)	(56%)
Profit before tax	19.1	29.7	(36%)	38.6	(51%)	90.4	161.3	(44%)
Tax	2.2	4.9		2.0		9.9	12.1	
Profit after tax	16.9	24.8	(32%)	36.7	(54%)	80.6	149.2	(46%)

Consolidated - Balance Sheet

Equity & Liabilities (₹ in crs)	Dec'23	Sep'23	Dec'22
Financial Liabilities			
Trade payables	0.0	0.1	0.7
Debt Securities	2,857.6	2,579.3	681.2
Borrowings other than debt securities	3,824.8	3,072.1	4,765.3
Other financial liabilities	274.2	231.2	328.3
Total financial liabilities	6,956.6	5,882.6	5,775.5
Non- Financial Liabilities			
Current tax liabilities (Net)	0.0	0.0	0.0
Provisions	6.4	6.2	6.3
Deferred tax liabilities (Net)	10.6	8.5	4.2
Other non - financial liabilities	6.3	6.0	8.1
Total non-financial liabilities	23.3	20.7	18.6
Equity			
Equity share capital	136.1	136.1	136.1
Other equity	3,059.3	3,040.6	2,949.5
Total equity	3,195.4	3,176.7	3,085.5
Total Liabilities & Equity	10,175.3	9,080.0	8,879.6

Assets (₹ in crs)	Dec'23	Sep'23	Dec'22
Financial Asset			
Cash and cash equivalents	597.0	126.3	223.7
Bank balance other than cash & cash equivalent	255.5	246.1	271.9
Loans	7,019.1	6,628.5	6,278.0
Investments	1,113.9	930.6	900.2
Other financial assets	346.4	328.4	358.7
Total financial assets	9,331.8	8,259.9	8,032.5
Non-Financial assets			
Current tax assets (Net)	77.7	72.0	101.5
Deferred tax assets (Net)	316.4	316.4	316.7
Property, plant and equipment	68.2	50.2	59.1
Assets held for sale	13.0	13.0	13.0
Goodwill	300.2	300.2	300.2
Intangible assets	15.5	18.4	11.3
Other non-financial assets	52.5	49.9	45.3
Total non-financial assets	843.5	820.1	847.1
Total Assets	10,175.3	9,080.0	8,879.6

Historical - Consolidated Income Statement

Particulars (₹ in crs)	FY23	FY22	FY21	FY20
Revenue from operations	1,174.3	1,162.7	1,279.8	1,597.5
Interest expenses	580.3	539.5	708.6	863.4
Net Interest Income	594.0	623.2	571.2	734.1
Other Income	5.3	11.6	7.4	1.5
Total Income	599.3	634.8	578.6	735.5
Employee Benefits Expense	177.8	205.0	173.7	188.7
Depreciation and Amortization Expense	39.6	35.4	33.5	30.1
Other Expenses	183.7	132.3	128.3	93.2
Total operating expenses	401.1	372.7	335.5	312.0
Pre-provision operating profit	198.2	262.1	243.1	423.5
ECL Provision	(527.0)	578.9	169.1	362.8
Write offs	486.6	579.6	292.9	497.4
Credit costs	(40.4)	1,158.5	462.0	860.2
Profit before tax	238.6	(896.4)	(218.9)	(436.7)
Tax	13.4	(159.9)	(4.8)	(112.1)
Profit after tax	225.2	(736.5)	(214.1)	(324.6)

Historical - Consolidated Balance Sheet

Assets (₹ in crs)	Mar'23	Mar'22	Mar'21	Mar'20
Financial Asset				
Cash and cash equivalents	179.7	80.3	279.2	168.4
Bank balance other than cash & cash equivalent	236.0	409.4	241.0	376.7
Loans	6,515.7	7,706.9	7,139.3	8,293.1
Investments	1,039.4	547.7	1,591.4	230.6
Other financial assets	351.6	101.0	143.8	339.3
Total financial assets	8,322.4	8,845.3	9,394.6	9,408.1
Non-Financial assets				
Current tax assets (Net)	56.1	69.0	120.5	133.9
Deferred tax assets (Net)	316.4	316.7	145.2	129.8
Property, plant and equipment	53.5	72.7	60.9	78.6
Assets held for sale	13.0	13.0	20.9	38.7
Goodwill	300.2	300.2	300.2	300.2
Intangible assets	23.5	13.1	4.5	3.8
Other non-financial assets	37.1	31.6	37.0	35.5
Total non-financial assets	799.8	816.2	689.2	720.5
Total Assets	9,122.2	9,661.5	10,083.8	10,128.6

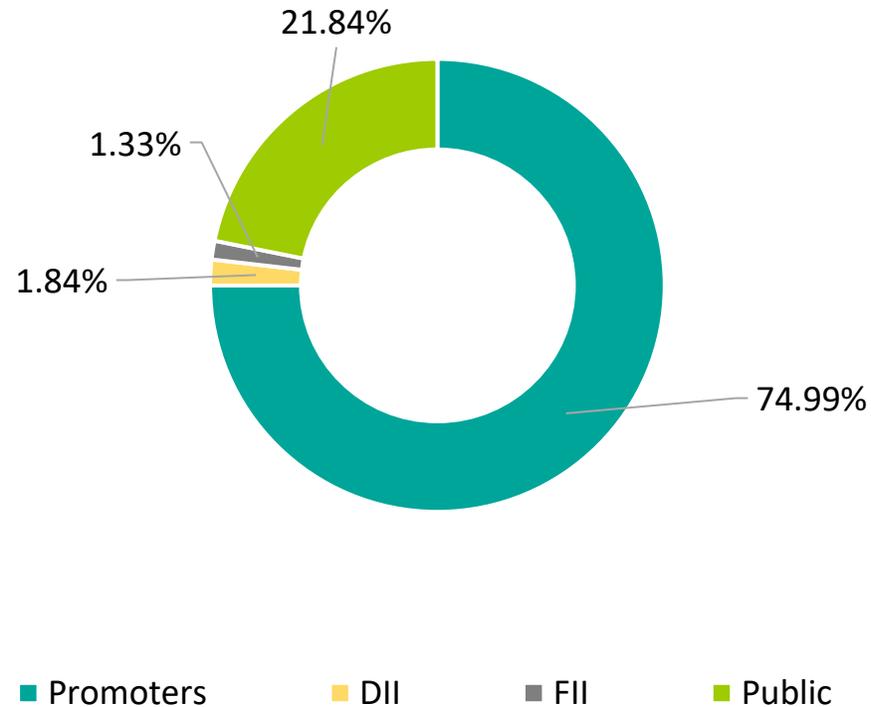
Historical - Consolidated Balance Sheet

Equity & Liabilities (₹ in crs)	Mar'23	Mar'22	Mar'21	Mar'20
Financial Liabilities				
Trade payables	7.9	2.7	3.9	11.1
Debt Securities	1,108.9	1,977.9	2,012.8	2,089.5
Borrowings other than debt securities	4,539.2	4,245.5	3,994.8	5,052.5
Other financial liabilities	332.1	491.4	357.2	256.4
Total financial liabilities	5,988.1	6,717.5	6,368.7	7,409.5
Non- Financial Liabilities				
Provisions	5.6	7.0	7.5	9.1
Deferred tax liabilities (Net)	5.8	0.8	2.3	0.0
Other non - financial liabilities	11.1	7.1	7.0	29.4
Total non-financial liabilities	22.5	14.9	16.8	38.5
Equity				
Equity share capital	136.1	136.1	123.7	92.5
Preference share capital	0.0	0.0	12.1	0.0
Other equity	2,975.5	2,793.0	3,562.5	2,588.1
Total equity	3,111.6	2,929.1	3,698.3	2,680.6
Total Liabilities & Equity	9,122.2	9,661.5	10,083.8	10,128.6

A large teal circle with a thin yellow-green border is centered on the page. Inside the circle, the text "Ownership Structure and Management Team" is written in white, serif font. The circle is surrounded by a thin teal line with four small teal dots at the top, bottom, left, and right. The background features a light gray dot grid pattern and several overlapping geometric shapes: a large teal circle in the top-left, a smaller teal circle in the top-right, and a large teal circle in the bottom-right. There are also smaller teal and yellow-green circles scattered around the main circle.

Ownership Structure and Management Team

Shareholding Pattern (As on December 2023)



Shareholders	%
Promoters	74.99
BCP V Multiple Holdings Pte Ltd (Brookfield)	56.20
Everstone Group	18.79
Domestic Institutional Investors	1.84
ICICI Prudential Life Insurance Company Limited	1.36
Foreign Institutional Investors	1.33
Foreign Portfolio Investors Category I & II	1.33

Note: Everstone Group have completed the sale of 14.21% of the total paid-up equity share capital of the Company through an Offer for Sale, to comply with the minimum public shareholding requirements as per SEBI. Pursuant to the same Everstone Group's holding stands at 18.8% and public shareholding in the company increased to 25% w.e.f. 05th May 2023



Karthikeyan Srinivasan

Chief Executive Officer - ICF

- He has over 25 years of experience in the areas of Retail Sales, Client Servicing, Credit/Portfolio Management and People Management in BFSI sector and have handled a wide range of financial products including CV Loans, Construction Equipment Loan, Tractor Loans, Two-wheeler Loans etc.
- He has worked with various Banks like ICICI Bank Ltd, Kotak Mahindra Finance Limited, Cholamandalam Investment and Finance Company Ltd.



Vinodkumar Panicker

Chief Financial Officer - ICF

- He has a career span of over 35 years serving in Banking & Financial Services and has a rich experience in managing & handling finance & accounts, legal & secretarial, investors & analysts, board members etc.
- In his last assignment with Muthoot Capital Services, Vinod was designated as CFO



Shreejit Menon

Chief Executive Officer - HFC

- He is a Commerce Graduate and has a Master's degree in Management Studies from University of Mumbai
- He has several years of experience with financial institutions like Religare Housing Development Finance Corporation Limited, Muthoot Housing Finance Company Limited and HSBC Limited



Pushkar Joshi

Chief Financial Officer - HFC

- He has over 13 plus years of experience in Treasury & Corporate Finance domain with expertise in fund raising & fund management, asset liability management & cash flow management.
- He has also worked with Avanse Financial Services Ltd, Tata Motors Finance Ltd & was Industrial Trainee (Financial Controls) at Hon-Kong & Shanghai Banking Corporation (HSBC).



Shikha Jain

Company Secretary and Compliance Officer - ICF

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



Nidhi Sadani

Chief Compliance Officer - HFC

- She has more than 7 years of experience in Compliance Management
- She has earlier worked with Intelligent Money Manager Pvt Ltd



BOBBY PARIKH

Chairman and Non-Executive Independent Director

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



Naina Krishna Murthy

Non-Executive Independent Director

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



Hemant Kaul

Non-Executive Independent Director

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



Dhanpal Jhaveri

Non-Executive Director

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



Vibhor Talreja

Non-Executive Director

- He joined Everstone in 2019 as a Managing Director to lead the financial services sector along with other responsibilities
- He has extensive experience in Financial Services, Industrial/Consumer, Real Estate & Telecom sectors and has worked with JM, Morgan Stanley and Tata Administrative Services. He is an alumnus of IIT Kanpur and IIM Bangalore



Aditya Joshi

Non-Executive Director

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



Devdutt Marathe

Non-Executive Director

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

COMPANY



INDOSTAR

"Your Path To A Better Life"

Indostar Capital Finance Limited

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Orient Capital (a division of Link Group)

Mr. Nikunj Jain

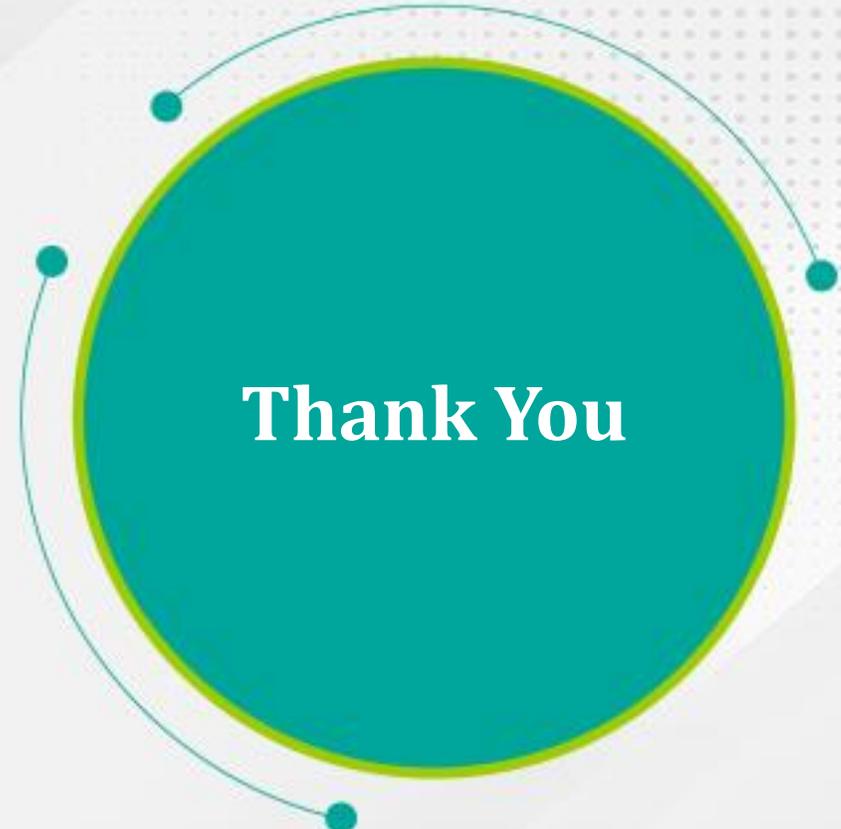
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Thank You