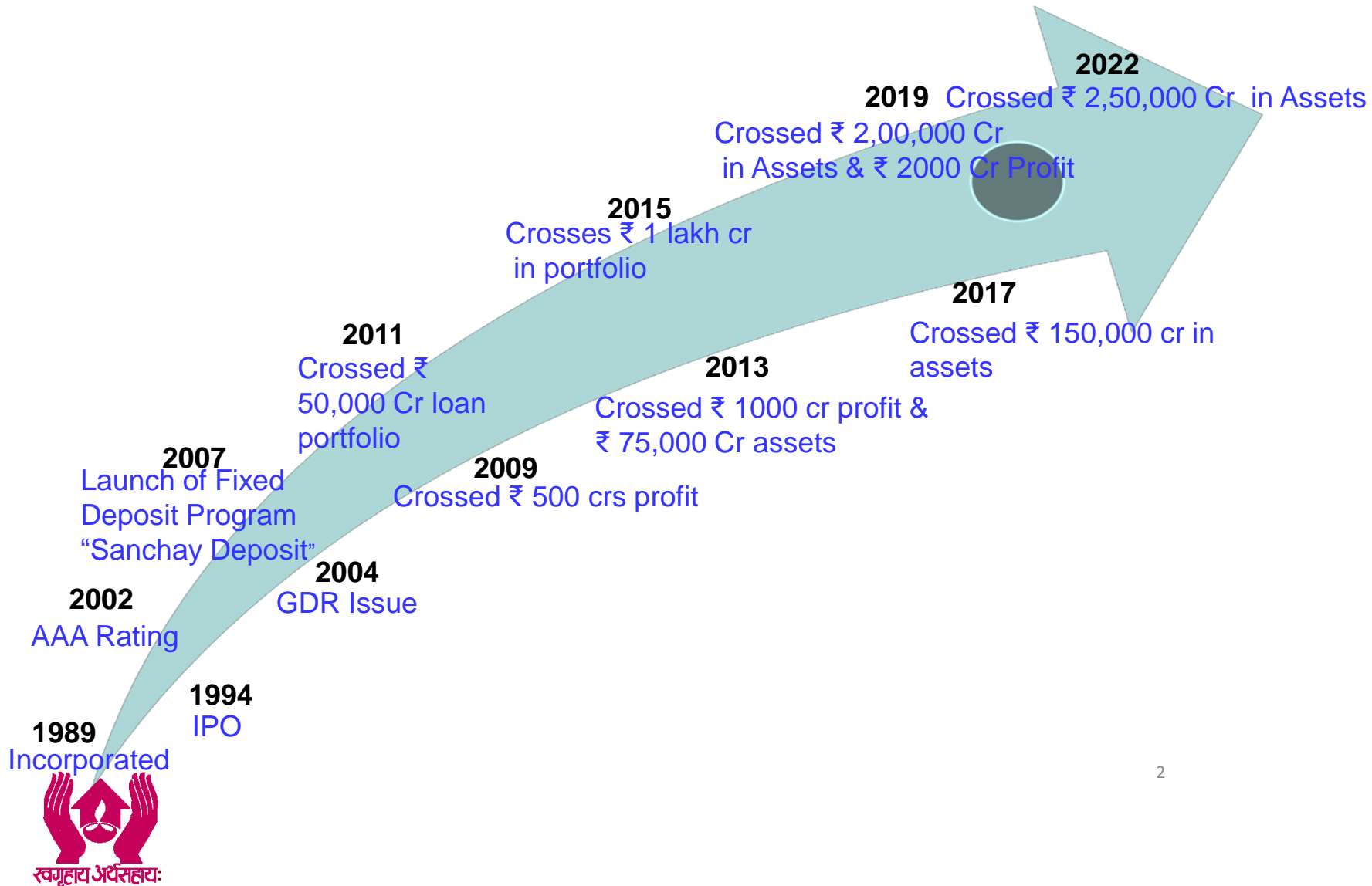




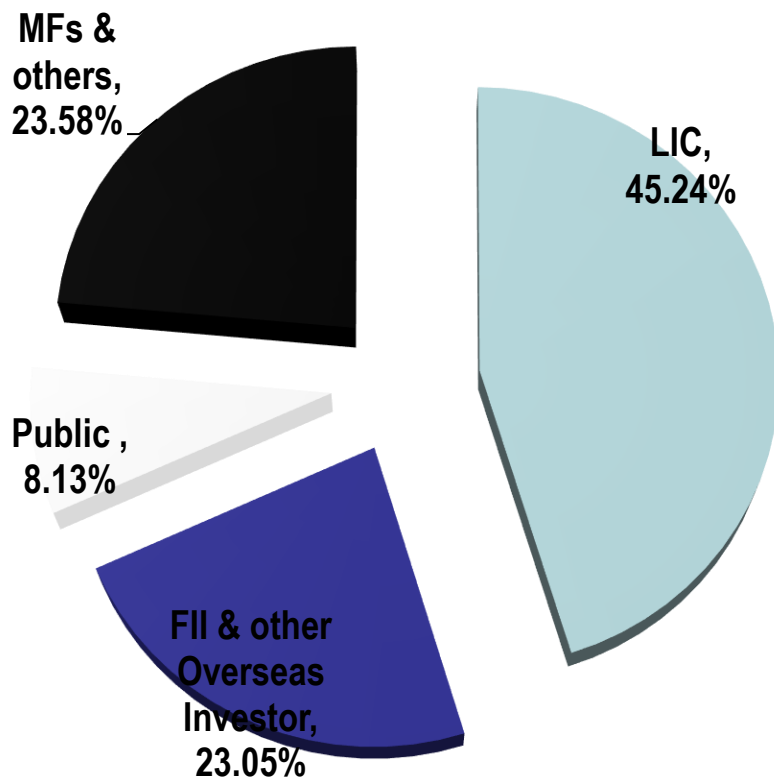
Investor Update
Q4 FY 2024

LICHFL: A Journey of 34 Years.....





March 2024

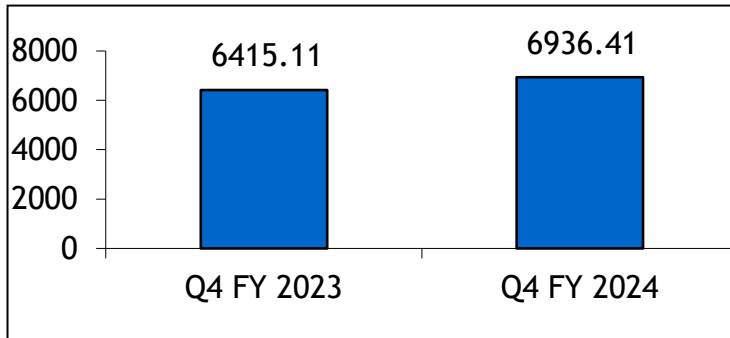


Top 10 Shareholders

Shareholder	%
Life Insurance Corporation Of India	45.24%
Government Pension Fund Global	2.62%
Bank Muscat India Fund	2.09%
Kotak Emerging Equity Scheme	1.78%
Mirae Asset Large & Midcap Fund	1.56%
SBI Small Cap Fund	1.40%
HDFC Life Insurance Company Limited	1.28%
Canara Robeco Mutual Fund A/C Canara Robeco Emerging Equities	0.98%
Mirae Asset Midcap Fund	0.97%
Mirae Asset Elss Tax Saver Fund	0.89%

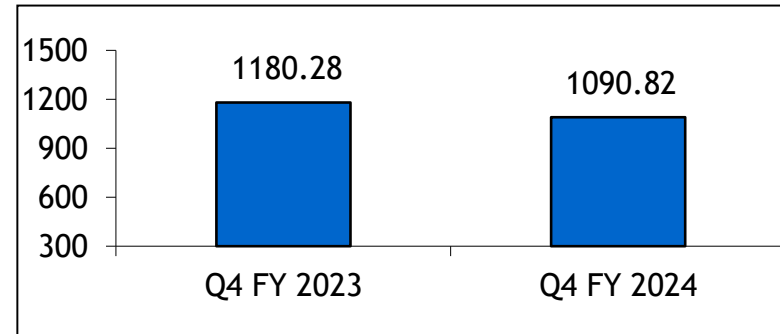
Revenue from Operations

Up by 8 %



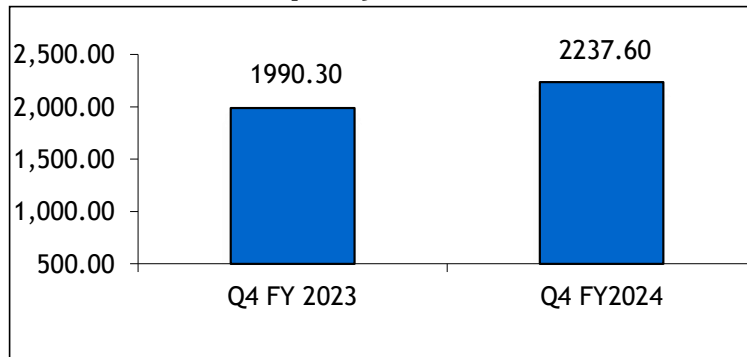
Profit After Tax

down by 8%



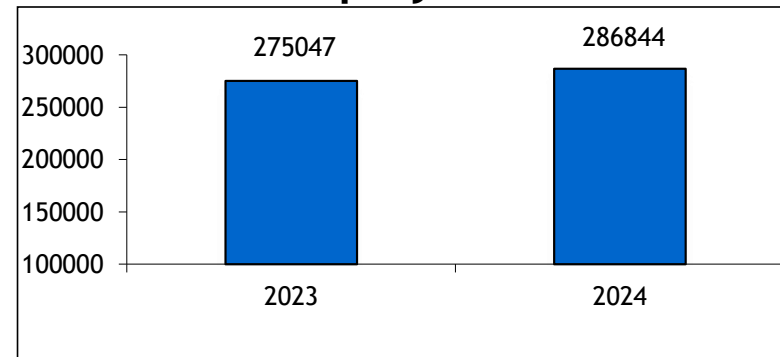
Net Interest Income

Up by 12 %



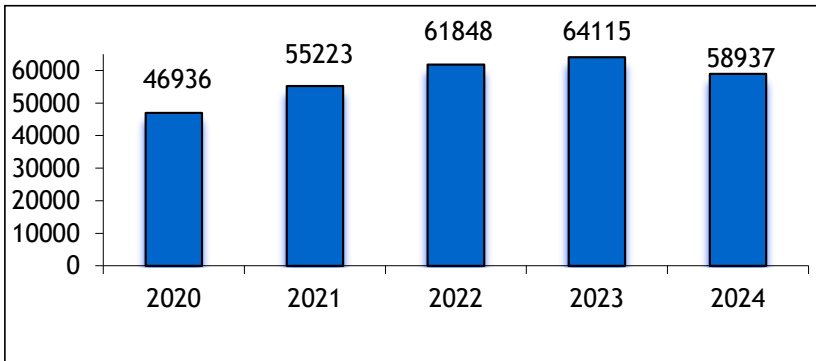
Outstanding Portfolio

Up by 4 %

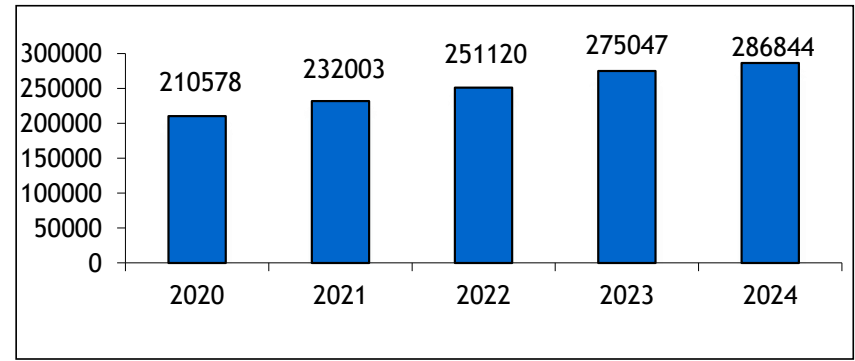


- Profit After Tax for the year stood at Rs. 4765.41 crs up by 65%.
- Q4FY 24 Loan Disbursements Rs.18232 cr against Rs. 16027 cr, Up By 14%
 - Individual Home Loan Disbursements Rs.14300 cr as against Rs.12406 cr, up by 15%.
 - FY24 Total Disbursement Rs. 58937 cr.
- Net Interest Margins 3.15 % for Q4 FY24 as against 2.93 % for Q4 FY23.
 - Net Interest Margins 3.08% for FY24 as against 2.41 % for FY23.
- Stage 3 EAD at 3.31 % as against 4.37 % as on 31.03.2023.
- Total ECL provision stood at Rs. 6270 Cr as on 31.03.2024.
- Board proposed a dividend of 450 % i.e. Rs. 9.00 per share.

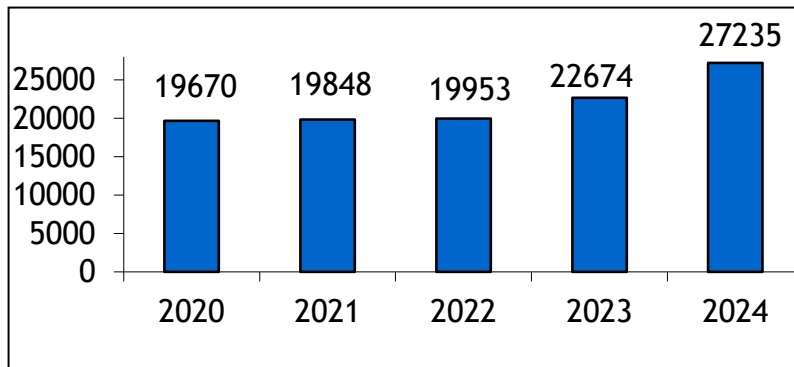
Disbursement (Rs. Cr) CAGR 6%



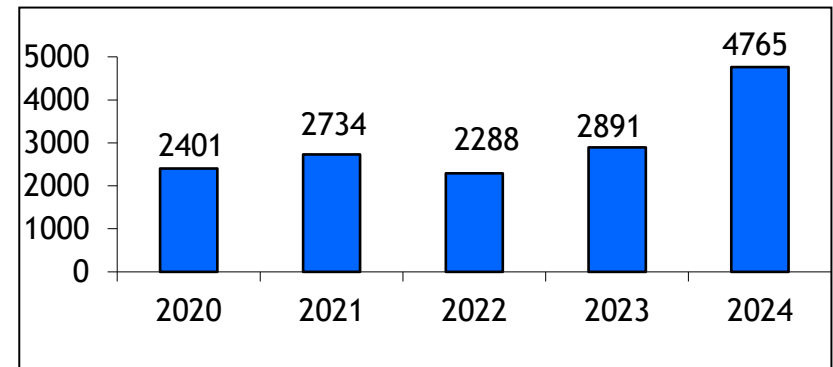
Loan Portfolio (Rs.cr) CAGR 8%



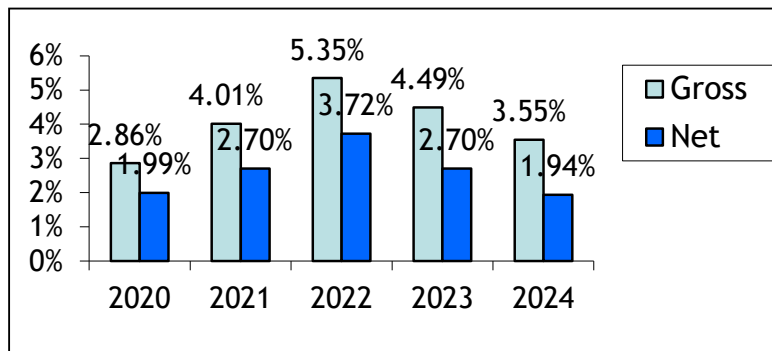
Income (Rs. cr) CAGR 8%



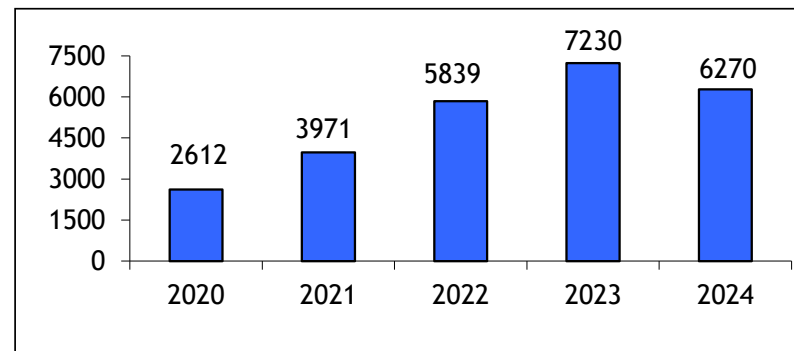
Profit After Tax (Rs. cr) CAGR 19%



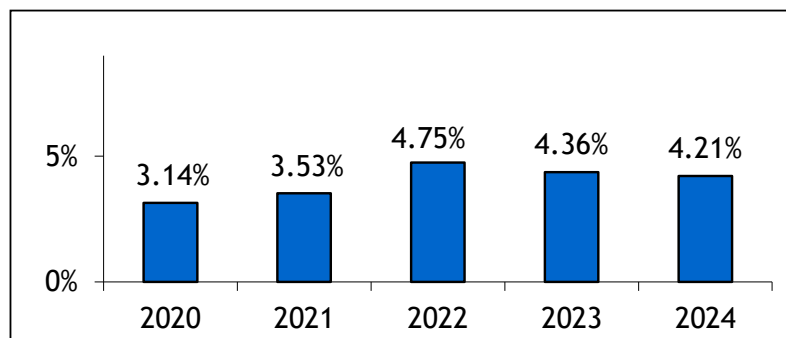
Gross & Net NPAs#



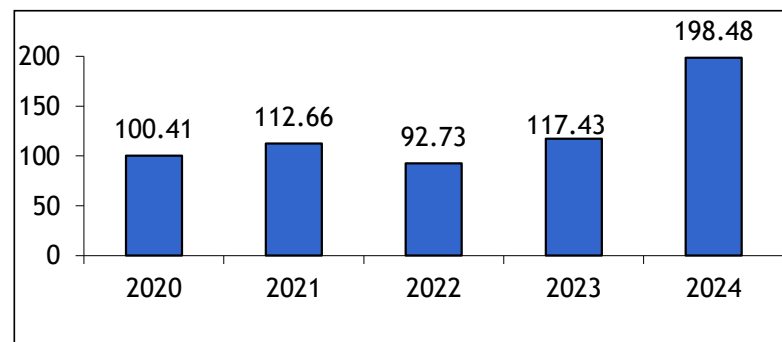
Total Provisions* (Rs cr)



Operating Expense to Total Income



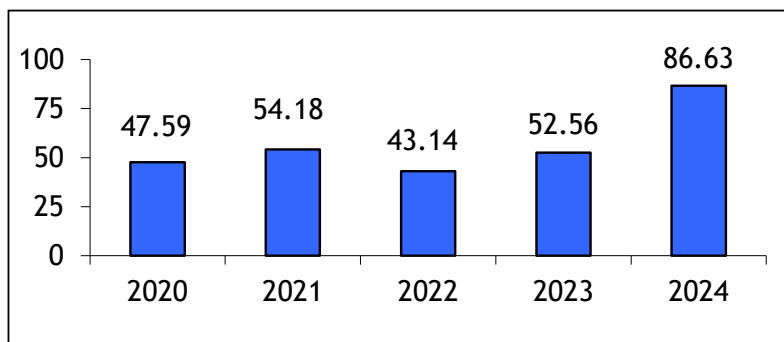
Profit per employee (Rs. lacs)



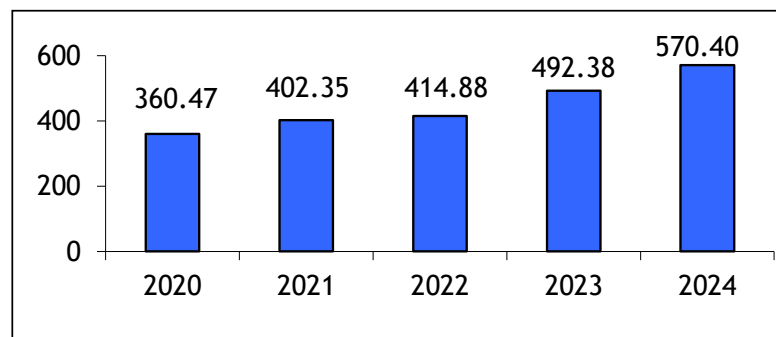
#As per IGAAP

*ECL Provisions of Stage 1,2 and 3

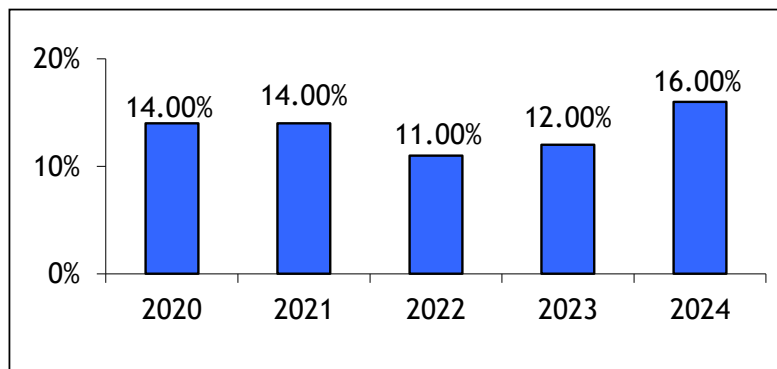
EPS (Rs) (Rs 2/- pd up)



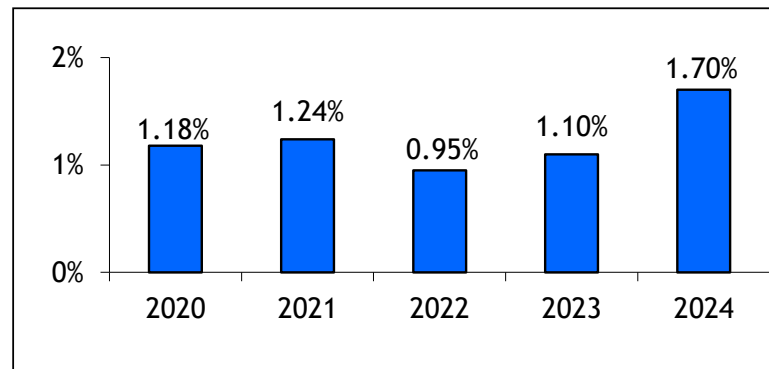
Book Value (Rs)(Rs 2/- pd up)



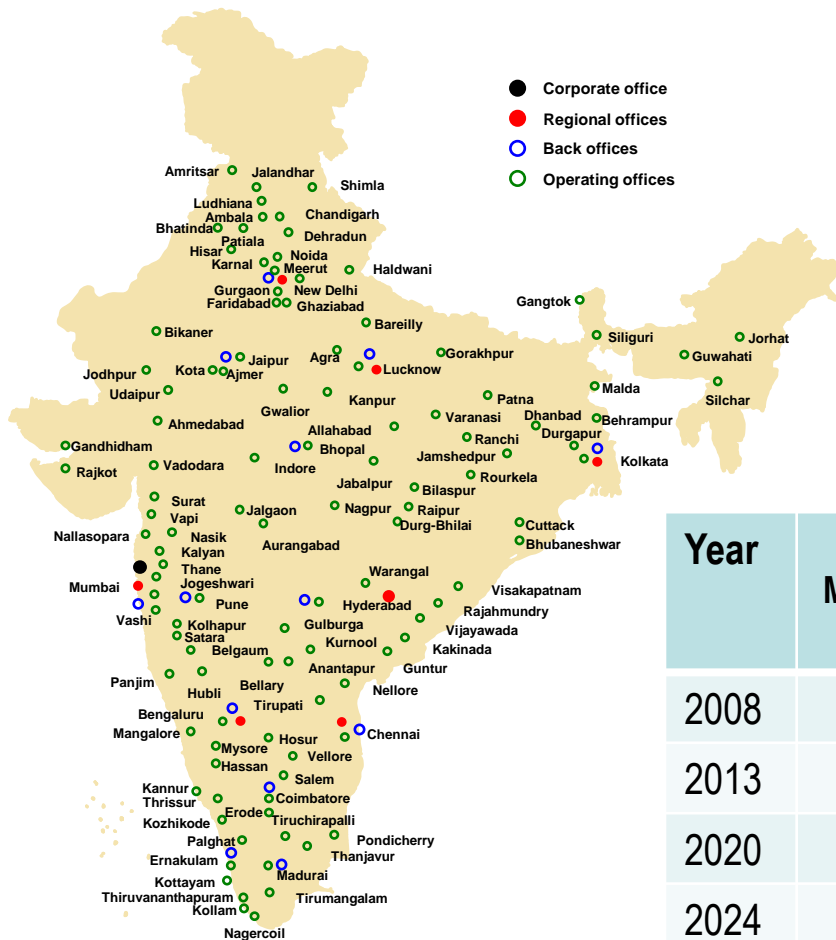
Return on Avg Equity



Return on Avg Loan Assets



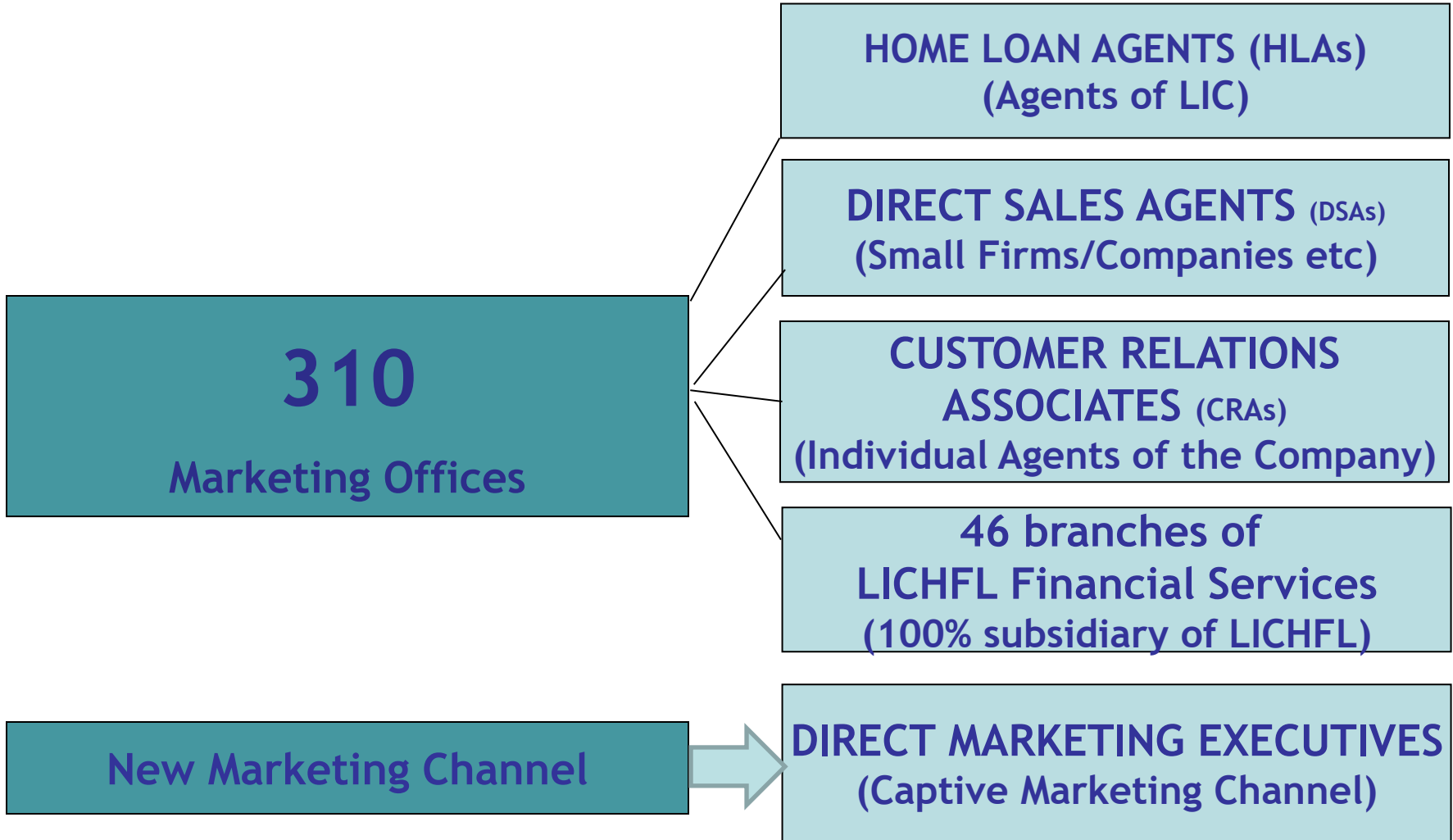
Large geographic presence



- 9 Regional Offices
- 23 Back Offices
- 44 Cluster Offices
- 310 Area Offices
- Rep office in Dubai
- Coverage of more than 450 centres
- 2401 Employees

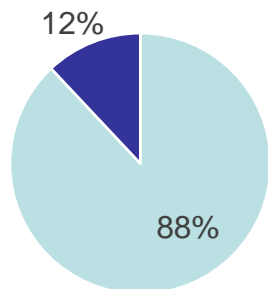
Widening footprint...improved efficiencies

Year	No of Marketing Offices	No of Back offices	No of Regional Offices	No of Employees	Lon Portfolio Rs cr
2008	125	14	6	985	21936
2013	194	16	7	1446	77812
2020	282	24	9	2392	210578
2024	310	23	9	2401	286844



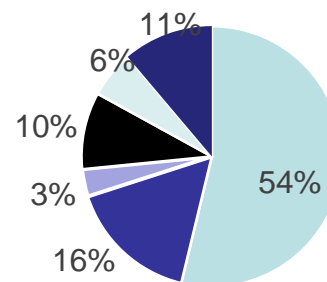
*Online Loan approvals during FY24 were Rs.2150 Cr

Customer Type (No.)



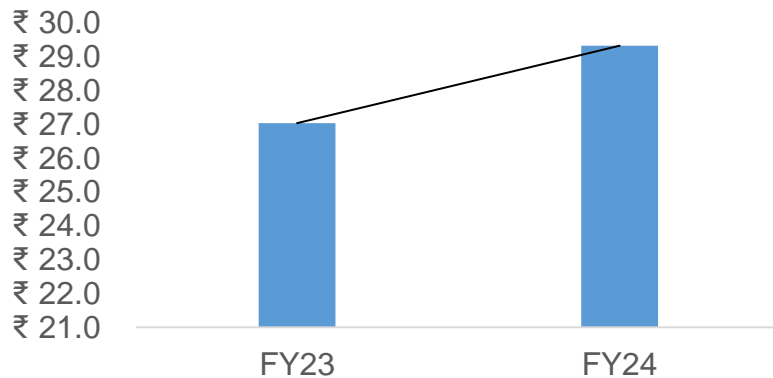
■ Salaried ■ Self Employed

Originations by source

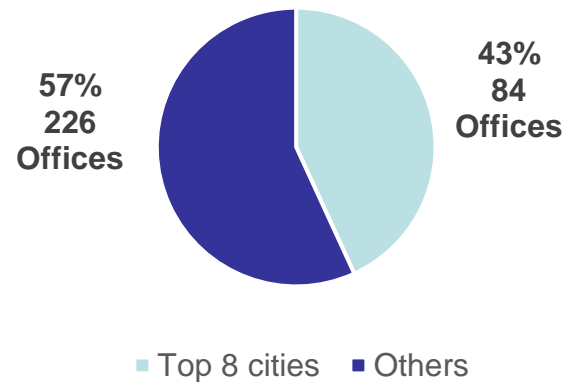


■ HLA ■ DSA ■ CRA ■ DIRECT ■ DME ■ LICHFLFSL

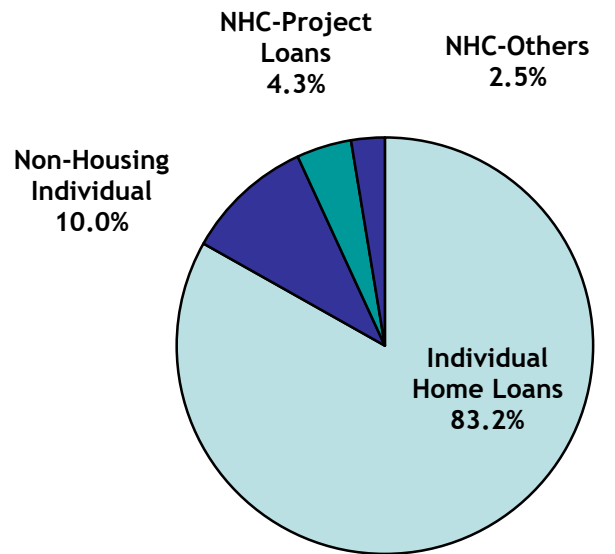
Incremental Ticket Size (Rs lacs)



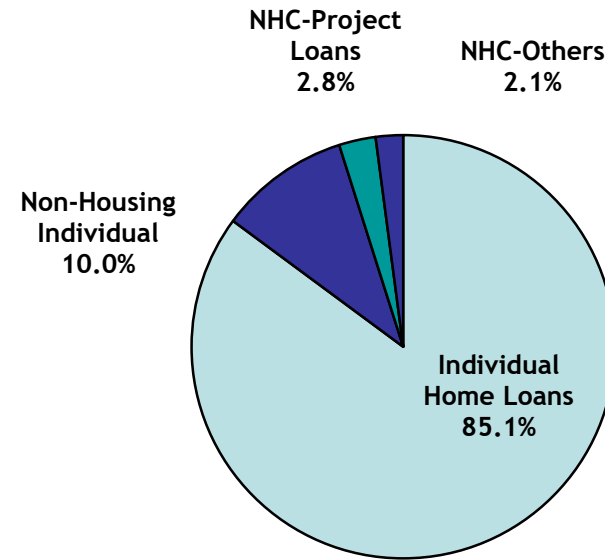
Top 8 cities & Others



Loan Book Composition



31.03.2023
O/s Portfolio Rs. 275047 cr



31.03.2024
O/s Portfolio Rs. 286844 cr

Individual Loans – Portfolio Stats

Pure Floating Rate Loans To Outstanding Portfolio	
As of FY22	95%
As of FY23	97%
As of FY24	99%

Loan To Value Ratio On Incremental Sanctions	
For FY22	48%
For FY23	47%
For FY24	52%

Prepayment Lump Sum/ opening book	
For FY22	10.9%
For FY23	9.0%
For FY24	10.4%

Installment to Net Income Ratio On Incremental Sanctions	
For FY22	29%
For FY23	30%
For FY24	31%

	FY2024	FY2023
Return on Average Equity (%)	16%	12%
Return on Average Assets (%)	1.70%	1.10%
Earnings per share (on Rs 2 pd up)	86.63	52.56
Dividend per Share (on Rs 2 pd up)	9.00	8.50
Capital Adequacy Ratio	Sept 2023	March 2023
Tier I	18.11	16.56
Tier II	1.66	1.66
Total	19.77	18.23

Particulars	Var	Q4 FY24 (Rs. Cr)	Q4 FY23 (Rs. Cr)	Var	FY24 (Rs. Cr)	FY23 (Rs. Cr)
Revenue from Operations	8%	6936.41	6415.11	20%	27228.22	22656.95
Finance cost	6%	4649.91	4387.73	14%	18390.66	16185.96
Net Interest Income	12%	2237.60	1990.30	37%	8650.89	6330.26
Impairment on Financial Instruments and Net Loss on De-recognition of Financial Instruments	39%	427.87	306.76	-15%	1643.72	1942.96
<u>Profit before Tax</u>	2%	1476.18	1444.78	70%	6053.92	3557.00
Tax Expense	46%	385.36	264.50	93%	1288.51	665.97
<u>Net Profit</u>	-8%	1090.82	1180.28	65%	4765.41	2891.03

Executive Summary – Q4/FY24

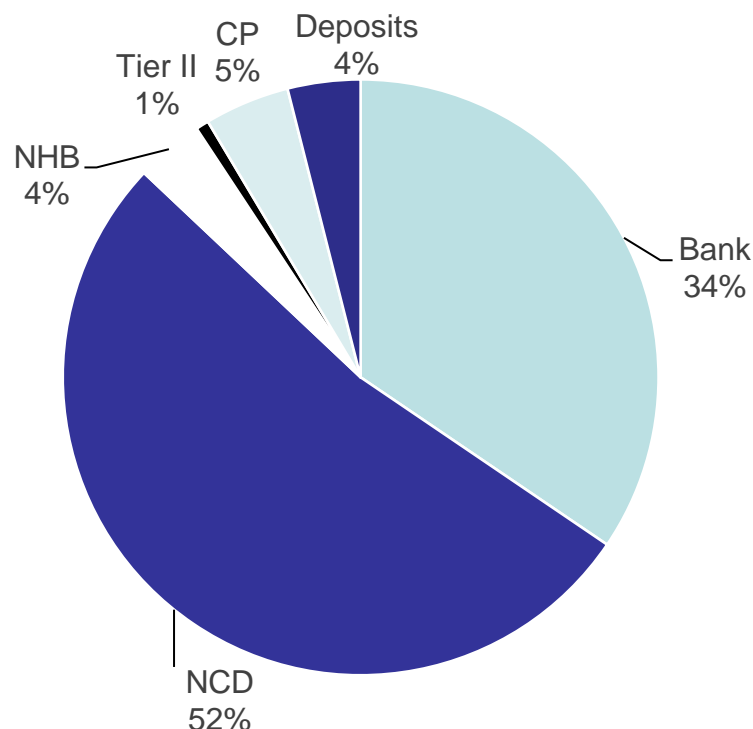
Rs. cr

Particulars	Var	Q4 FY24	Q4 FY23	Var	FY24	FY23
Disbursements						
Individual Housing Loan (IHL)	15%	14300	12406	-8%	49103	53459
Non-Housing Individual (NHI)	17%	2210	1889	-11%	6671	7459
Non-Housing Commercial (NHC)	24%	221	178	21%	603	500
Project Finance (PF)	-3%	1501	1554	-5%	2560	2697
Total	14%	18232	16027	-8%	58937	64115
Outstanding Portfolio						
Individual	6%	278808	263309			
Project	-32%	8036	11738			
Total	4%	286844	275047			
Net Interest Margins(%)		3.15%	2.93%		3.08%	2.41%
Weighted average cost of funds					7.76%	7.63%
Yield on advances annualised					9.89%	10.01%
Spreads					2.13%	2.38%

as on 31.03.2024

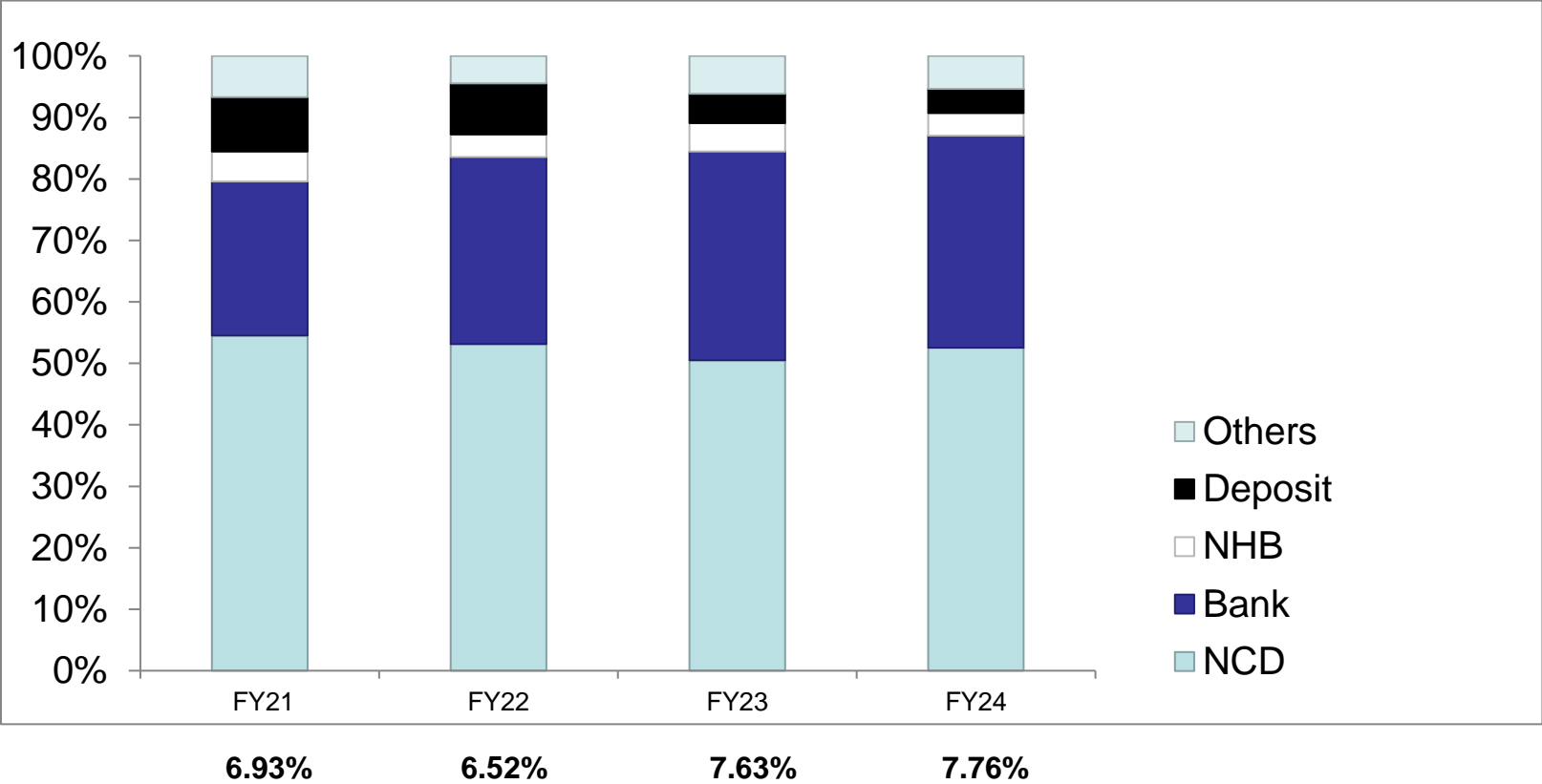
Source	Wtd Avg Cost (%)
Banks/NHB	7.95%
Non Convertible Debenture	7.64%
Tier II	7.30%
Commercial Paper	7.78%
Deposits	7.58%
Total	7.76%

Outstanding Borrowings – Rs. 253030 cr



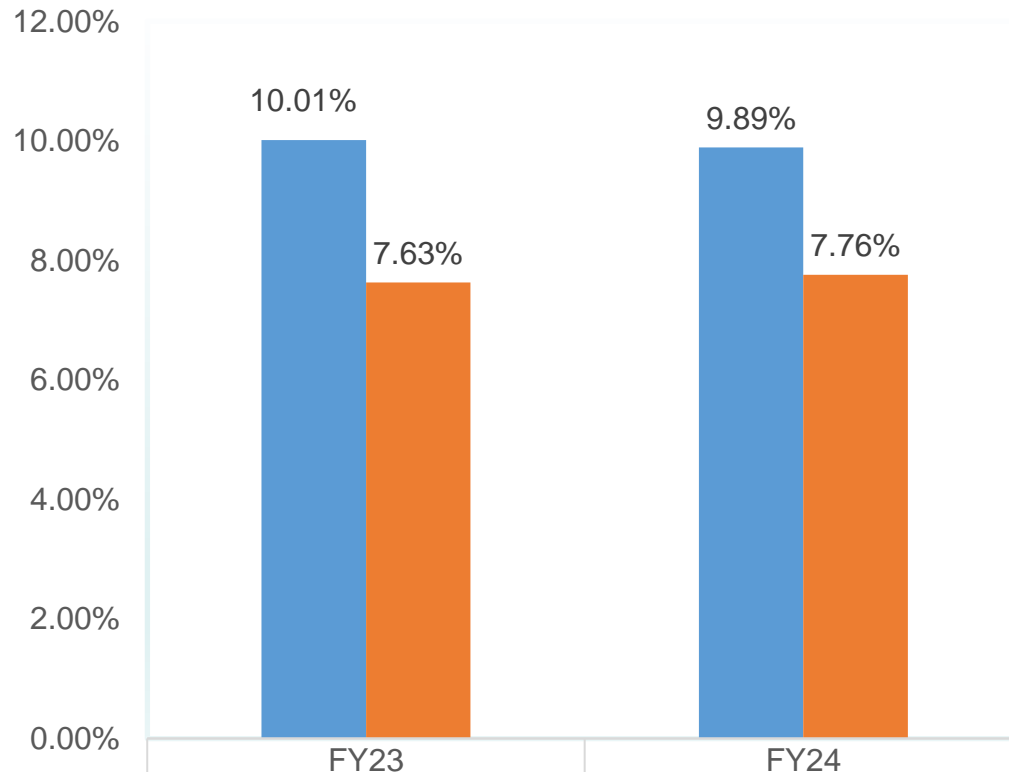
During FY24, Incremental Cost of funds was 7.84%
 During Q4 FY24, Incremental Cost of Funds was 7.90%

Change in Liability Mix- last 4 yrs



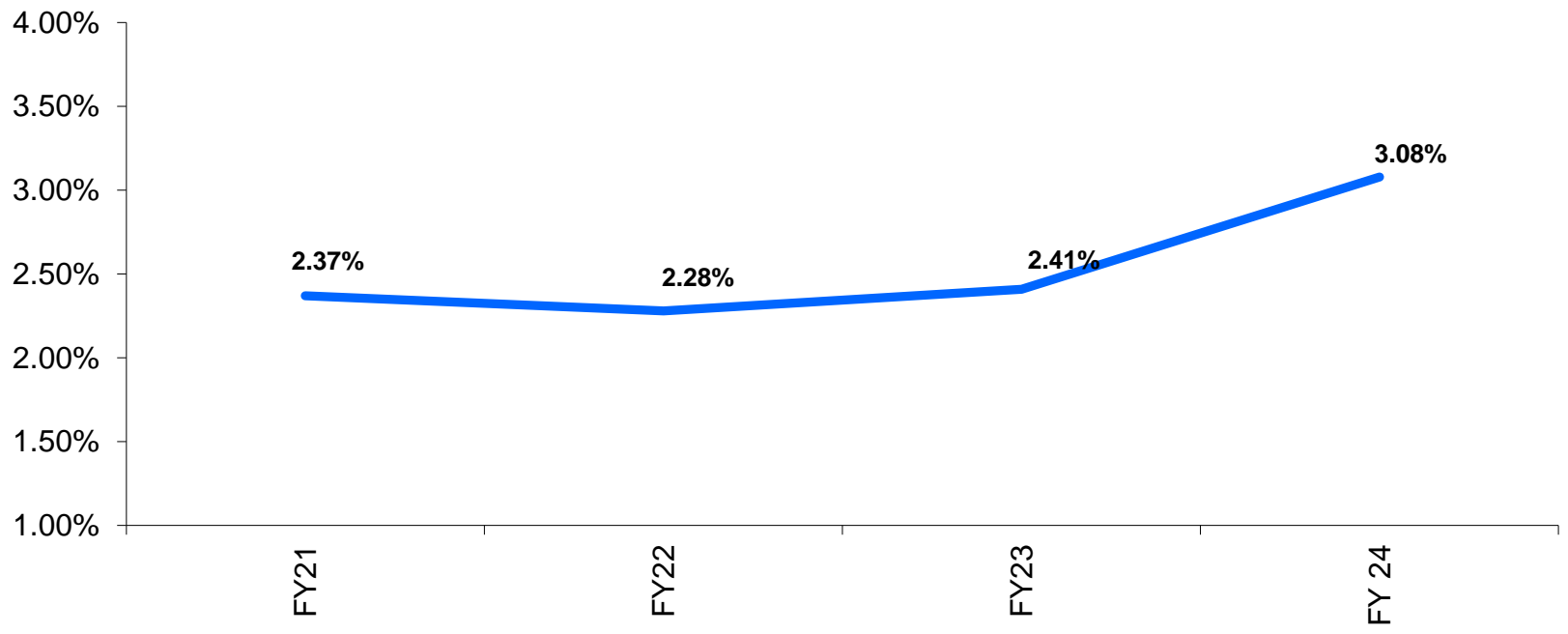
Wtd. Avg. cost of Funds

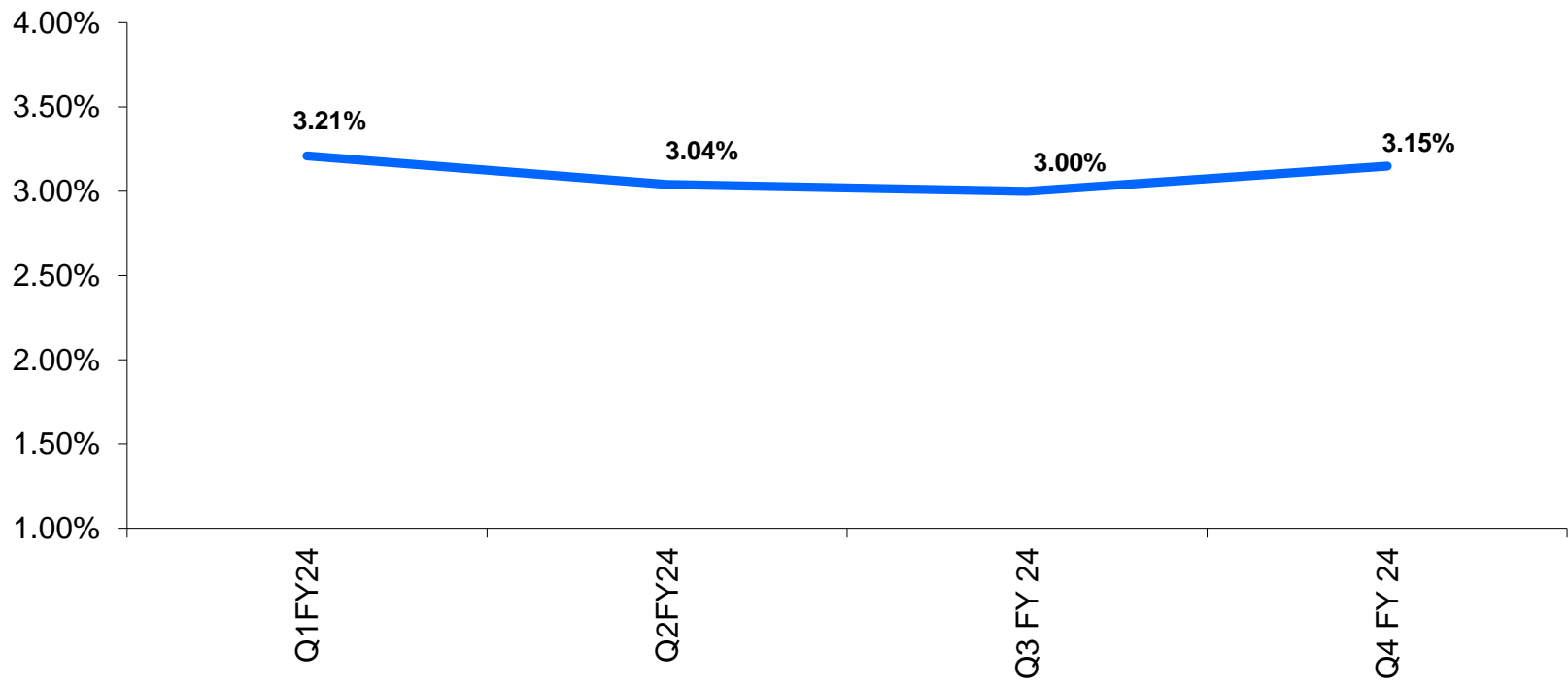
Yield & Cost of Funds on portfolio



■ Yield on Advances on Portfolio	10.01%	9.89%
■ Wtd Avg cost of funds on Total Borrowed Funds	7.63%	7.76%

NIM's for the Year





Exposure At Default %	March-24	March-23
Stage 1	92.49%	90.37%
Stage 2	4.20%	5.25%
Stage 3	3.31%	4.37%
Total	100%	100%
ECL Provision	March-24	March-23
Stage 1	Rs 625.45 Cr	Rs 677.73 Cr
Stage 2	Rs 768.35 Cr	Rs 1171.31 Cr
Stage 3	Rs 4876.76 Cr	Rs 5381.22 Cr
Stage 3-PCR	51.35 %	44.65 %

Thank you

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