



INDOSTAR CAPITAL FINANCE LIMITED

Q2FY22 Results Update

10 November 2021

This presentation and the accompanying slides (the “Presentation”) have been prepared by IndoStar Capital Finance Limited (“IndoStar” or the “Company”) solely for information purposes and do not constitute an offer to sell or, recommendation or solicitation of an offer to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever.

The information contained in this Presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the Presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.

You acknowledge and agree that the Company and/or its affiliated companies and/or their respective employees and/or agents have no responsibility or liability (express or implied) whatsoever and howsoever arising (including, without limitation for any claim, proceedings, action, suits, losses, expenses, damages or costs) which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this Presentation and neither the Company, its affiliated companies nor their respective employees or agents accepts any liability for any error, omission or misstatement, negligent or otherwise, in this Presentation and any liability in respect of the Presentation or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.

Certain statements contained in this Presentation may be statements of the Company’s beliefs, plans and expectations about the future and other forward looking statements that are based on management’s current expectations or beliefs as well as a number of assumptions about the Company’s operations and factors beyond the Company’s control or third party sources and involve known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward looking statements. Forward looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. There is no obligation to update or revise any forward looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward looking statements, which speak only as of the date of this Presentation.

Note : The figures for the previous period have been adjusted, wherever considered necessary to conform with the financial reporting requirements.

Discussion Summary

- ❖ **Quarterly Results**
- ❖ Business Update
- ❖ Strategy
- ❖ Shareholding Structure

- **PAT for Q2FY22 ₹ 394 million and H1FY22 ₹ 26 million**
- **Crossed ₹ 10,000 million Retail disbursement for the first time.**
 - **Retail disbursement for Q2FY22 ₹ 11,075 million vs ₹ 2,045 million for Q2FY21 and 6,271 million for Q1FY22**
- **Collections continue to be stable**
- **Continued reduction in Corporate lending book - Retailisation of the business remains on track**
 - **Over ₹ 8000+ million collected in last 1 year**
- **Retail Franchise ~ 80% of AUM (v/s 73% in Sep-20)**
- **Strong ALM and Robust fund mobilisation pipeline**
- **Capital Adequacy at 35%**
- **Opened 38 new branches in Q2 (60 branches during H1) leading to a total of 278 branches - Focus on expanding footprint**

Strong Liquidity & ALM

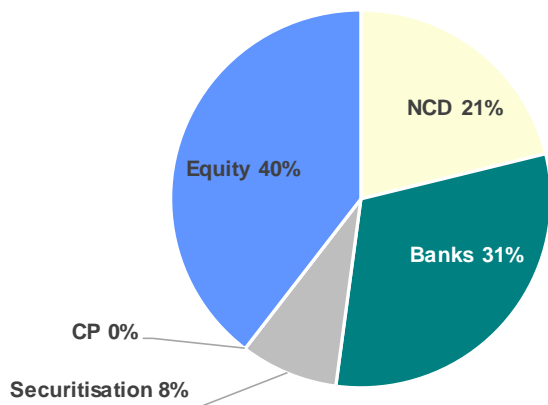
Particulars	Oct-21	Nov-21	Dec-21	Q4 FY22	Q1 FY23	Q2 FY23
Opening cash & equivalents*	15,149	14,916	13,399	11,113	7,986	4,356
Loan repayment inflows [Principal]	766	937	1,071	2,698	2,776	3,470
Total inflow	15,915	15,853	14,470	13,810	10,763	7,826
Liability repayment [Principal]						
Commercial paper	-	-	-	-	-	1,000
NCDs	400	2,000	750	2,900	3,950	2,250
Term loans & Others	600	454	2,607	2,924	2,457	3,492
Total outflow	1,000	2,454	3,357	5,824	6,407	6,742
Closing cash and equivalents	14,916	13,399	11,113	7,986	4,356	1,084

* Opening Cash & Equivalents

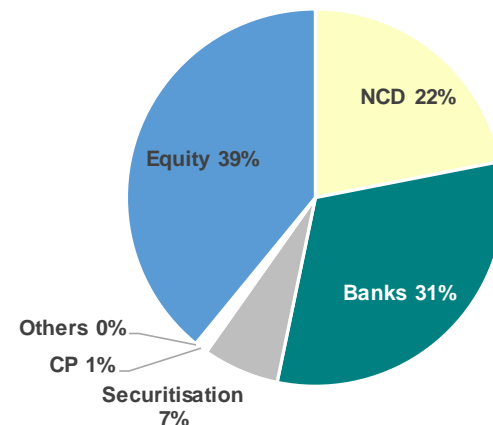
Particulars	₹ mn
Cash and Bank Balance	3,140
Liquid Debt Mutual Funds	7,822
Term Deposits with Banks	286
Investment in G-Sec	1,411
Undrawn funding Lines	2,490
Total	15,149

Diversified Funding Profile

Funding Mix - Jun 2021



Funding Mix - Sep 2021



Incremental Funding Mobilized

₹ mn	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Banks	4,250	1,500	2,060	4,000
Markets	1,500	-	4,709	3,250
Assignments	919	774	-	-
Others (ICD)	38	-	13	1
Total	6,707	2,274	6,782	7,251

* Revolving Facilities are not considered

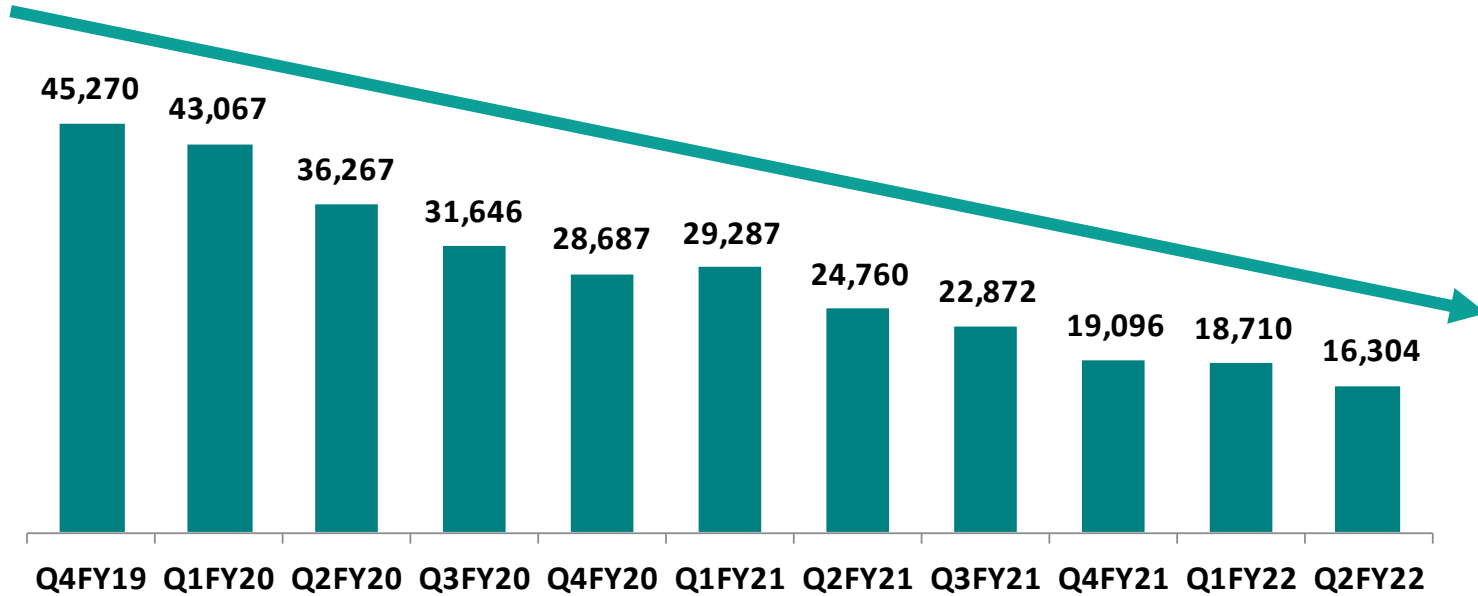
Strong Credit Ratings

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

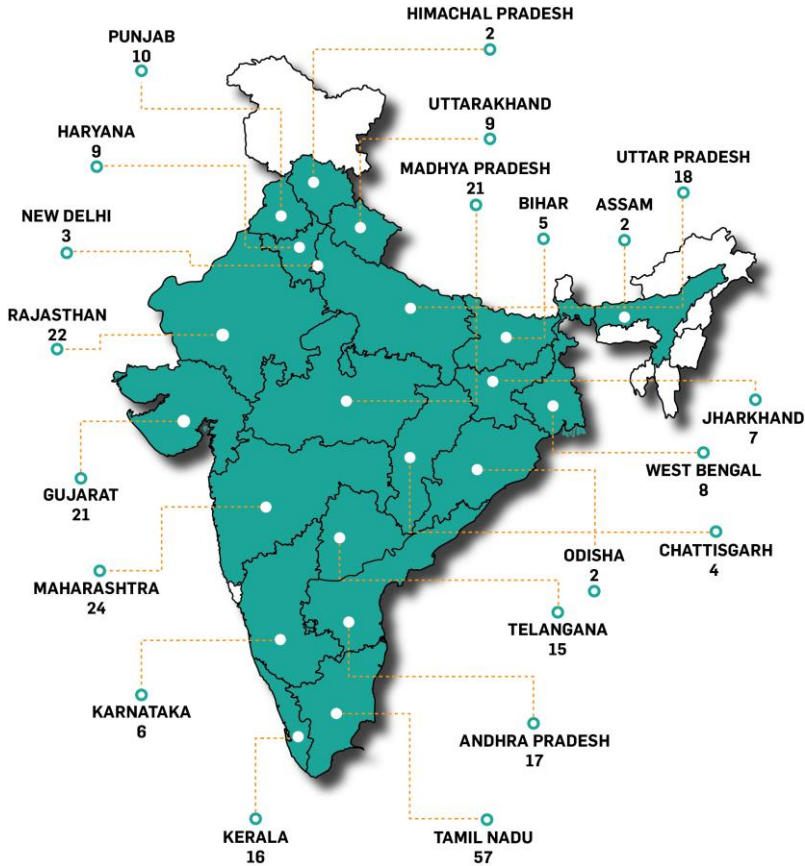
* CARE Ratings not applicable for HFC

Steady reduction in the Corporate book

Corporate Lending AUM (₹ mn)

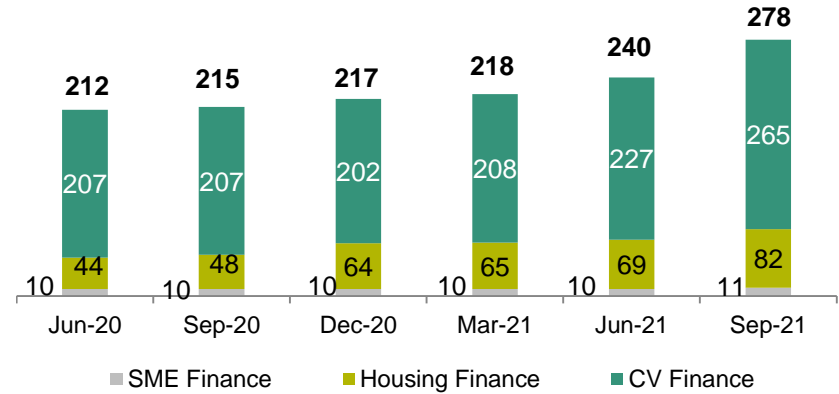


Expanding Reach

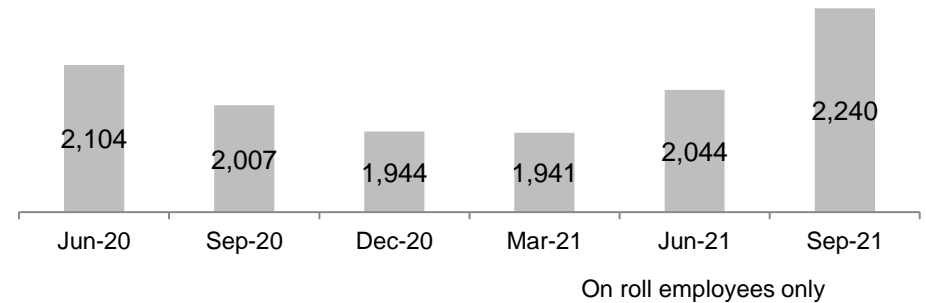


278 branches across 19 states

* Some branches have multiple operating segments



Employee Base





Execution of Retailisation Theme

- Strong Retail Franchise ~ 80% of AUM (v/s 73% in Sep-20)
- ICICI partnership AUM ~ ₹ 4,135 mn



Strong Capitalisation & Liquidity

- Comfortable liquidity; ~26% of Borrowings
- CRAR 35%
- Debt : Equity ratio of 1.6x



Financials

- Net Revenue from Operations ₹ 1,448 mn
- Cost Income ratio 58.7%*
- Pre-provision Operating Profit ₹ 502 mn

Q2FY22 & H1FY22: Consolidated Profit & Loss Statement

Particulars (₹ mn)	Q2 FY22	Q1 FY22	QoQ %	Q2 FY21	YoY %	H1 FY22	H1 FY21	YoY %
Revenue from operations	2,800	2,653	6%	3,392	(17%)	5,453	6,726	(19%)
Interest expenses	(1,352)	(1,387)	(2%)	(1,854)	(27%)	(2,739)	(3,692)	(26%)
Net revenue from operations	1,448	1,266	14%	1,538	(6%)	2,714	3,034	(11%)
People costs	533	490	9%	405	32%	1,023	888	15%
Operating expenses	412	445	(7%)	351	18%	857	614	40%
Pre-provision operating profit	502	331	52%	782	(36%)	833	1,533	(46%)
Credit costs	(28)	823	n.a.	328	n.a.	795	574	39%
Profit before tax	531	(493)	n.a.	454	17%	38	959	(96%)
Tax	136	(124)	n.a.	138	(1%)	12	171	(93%)
Profit after tax	394	(368)	n.a.	316	25%	26	788	(97%)

Key Metrics	Q2 FY22	Q1 FY22	Q2 FY21	H1 FY22	H1 FY21
Yield on loans	13.2%	13.4%	14.0%	13.3%	14.0%
Cost of borrowings	9.5%	9.4%	10.2%	9.5%	10.3%
Spread	2.0%	1.4%	2.0%	1.6%	2.5%
NIM	6.0%	5.1%	5.6%	5.5%	5.8%
Cost to income*	58.7%	58.2%	39.9%	58.5%	41.5%

* Excluding one-off costs

Consolidated Balance Sheet

Particulars (₹ mn)	Sep-21	Jun-21	QoQ %	Sep-20	YoY %
Equity	36,779	36,291	1%	39,695	(7%)
Borrowings	57,329	55,573	3%	71,427	(20%)
Other liabilities	4,040	3,960	2%	2,391	69%
Total liabilities	98,149	95,824	2%	1,13,513	(14%)
Loan assets	71,670	67,827	6%	78,000	(8%)
Treasury assets	18,307	19,446	(6%)	27,712	(34%)
Fixed assets & goodwill	3,720	3,691	1%	3,910	(5%)
Other assets	4,450	4,860	(8%)	3,891	14%
Total assets	98,149	95,824	2%	1,13,513	(14%)

Key Ratios	Sep-21	Jun-21	Sep-20
ROAA*	1.6%	(1.5%)	1.1%
Leverage	2.7x	2.7x	2.8x
ROAE*	4.3%	(4.0%)	3.2%

*Annualized

Q2 FY22: Business Segment Performance

Particulars (₹ mn)	CV Finance	SME Finance	Housing Finance	Corporate Lending	Consolidated [^]
Revenue from operations	1,120	465	288	793	2,800
Interest expenses	(443)	(220)	(150)	(268)	(1,352)
Net interest income	677	245	138	525	1,448
People costs	245	46	62	(11)	533
Operating expenses	208	13	27	41	412
Pre-provision operating profit	224	186	49	495	502
Credit costs	576	(195)	(1)	(409)	(28)
Profit before tax	(352)	381	50	904	531

Particulars (₹ mn)	CV Finance	SME Finance	Housing Finance	Corporate Lending	Consolidated [^]
Total assets	35,241	15,064	10,280	16,465	98,149

[^] Consolidated includes common corporate costs which are unallocated between segments

H1 FY22: Business Segment Performance

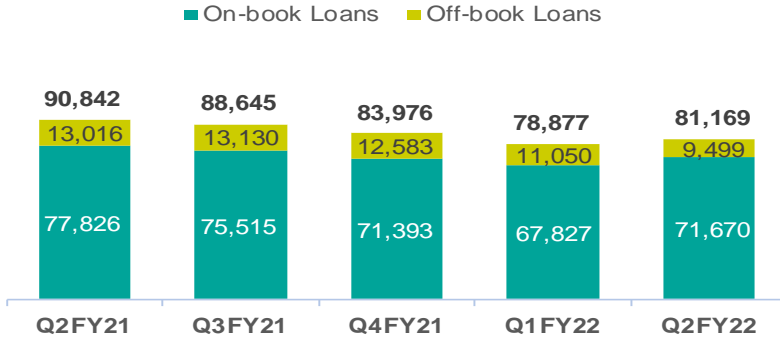
Particulars (₹ mn)	CV Finance	SME Finance	Housing Finance	Corporate Lending	Consolidated [^]
Revenue from operations	2,299	917	584	1,380	5,453
Interest expenses	(847)	(439)	(289)	(567)	(2,739)
Net interest income	1,452	478	295	813	2,714
People costs	426	84	111	29	1,023
Operating expenses	485	25	57	61	857
Pre-provision operating profit	541	368	127	723	833
Credit costs	1,062	122	13	(402)	795
Profit before tax	(521)	247	114	1,125	38

Particulars (₹ mn)	CV Finance	SME Finance	Housing Finance	Corporate Lending	Consolidated [^]
Total assets	35,241	15,064	10,280	16,465	98,149

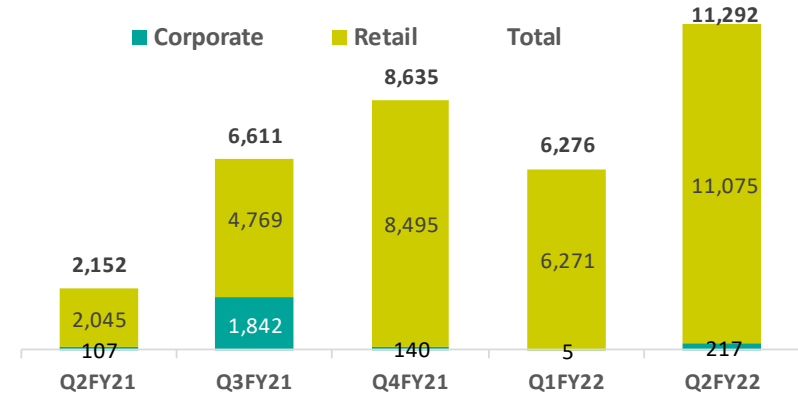
[^] Consolidated includes common corporate costs which are unallocated between segments

Q2 FY22: Quarterly Performance Trend (1/2)

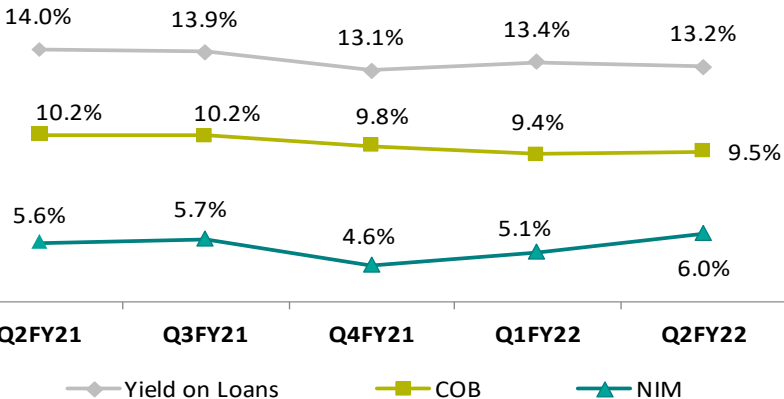
AUM (₹ mn)



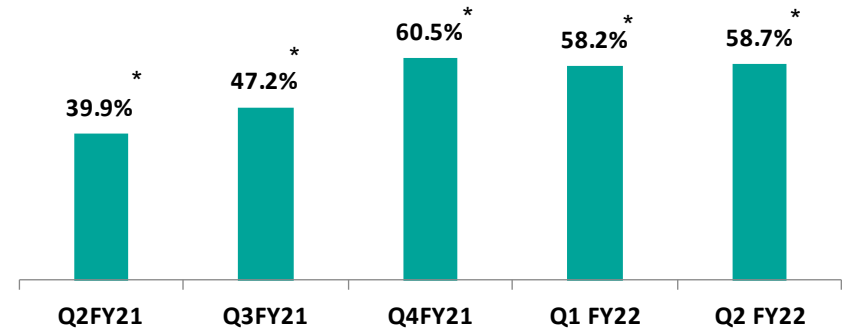
Loan Disbursements (₹ mn)



Margin Analysis (%)



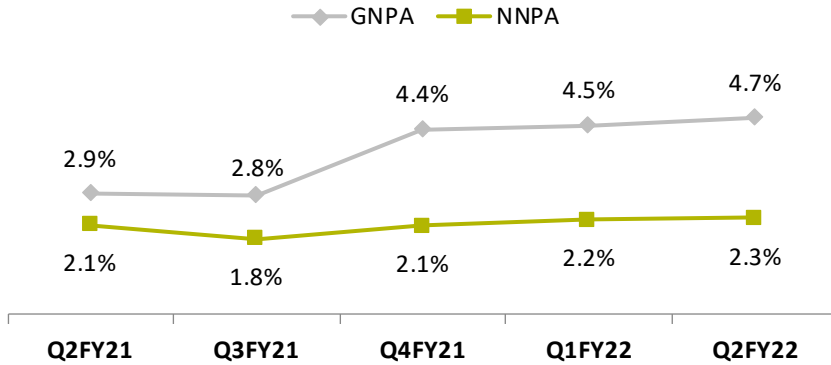
Cost to Income Ratio (%)



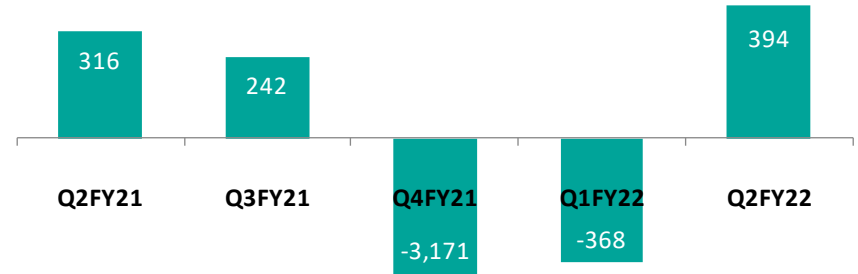
* Excluding one-offs costs

Q2 FY22: Quarterly Performance Trend (2/2)

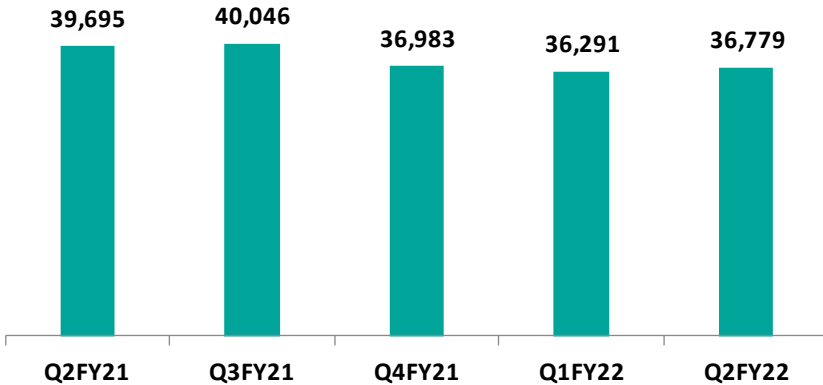
NPA (%)



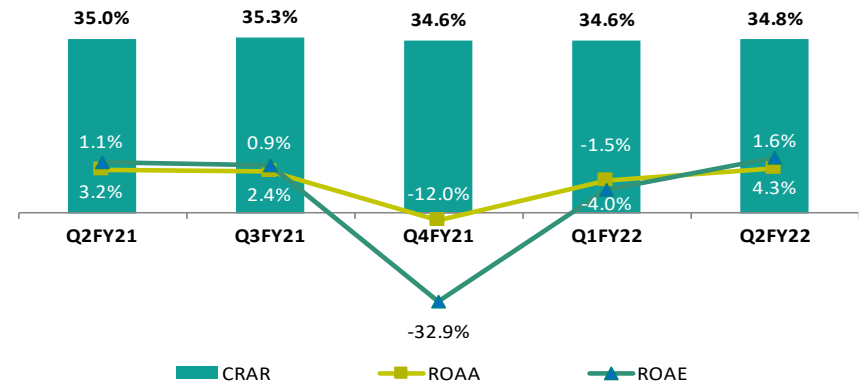
PAT (₹ mn)



Net worth (₹ mn)



Return Ratios^ & Capital Adequacy (%)



^ Annualized

Gross NPA (₹ mn)	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22
CV finance	578	805	2,900	2,613	2,775
SME finance	180	261	382	456	533
Housing finance	69	138	159	261	303
Corporate lending	1,546	1,076	-	-	-
Total	2,372	2,280	3,441	3,329	3,611

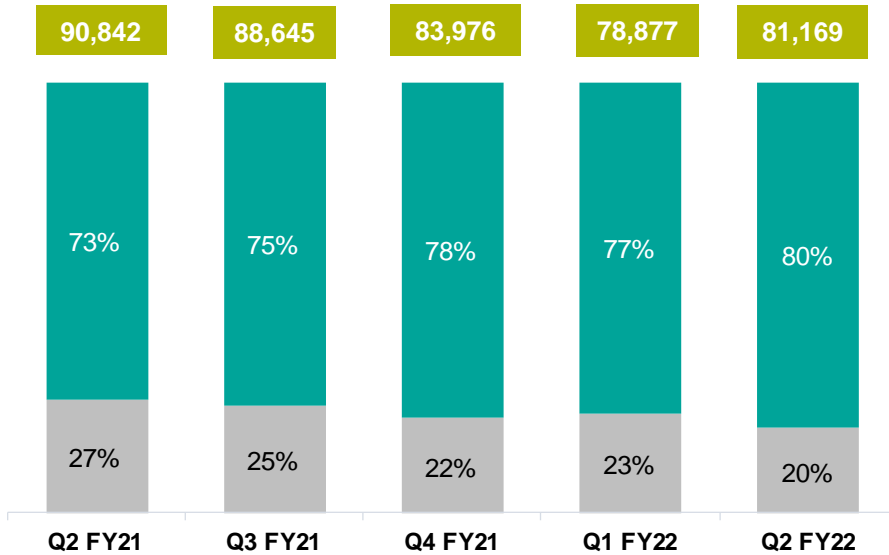
Net NPA (₹ mn)	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22
CV finance	462	634	1,216	1,148	1,207
SME finance	142	206	244	285	286
Housing finance	56	112	120	198	228
Corporate lending	1,082	470	-	-	-
Total	1,741	1,422	1,580	1,631	1,721

Discussion Summary

- ❖ Quarterly Results
- ❖ Business Update
- ❖ Strategy
- ❖ Shareholding Structure

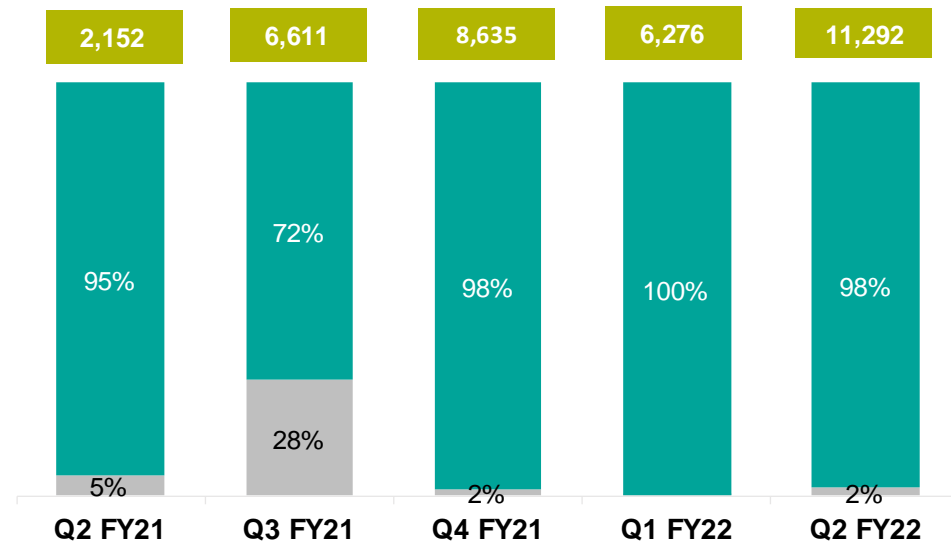
Retailisation Strategy on track

AUM: CL vs Retail (%)



■ Total AUM (₹ Mn) ■ CL ■ Retail (CV Finance, SME, HFC)

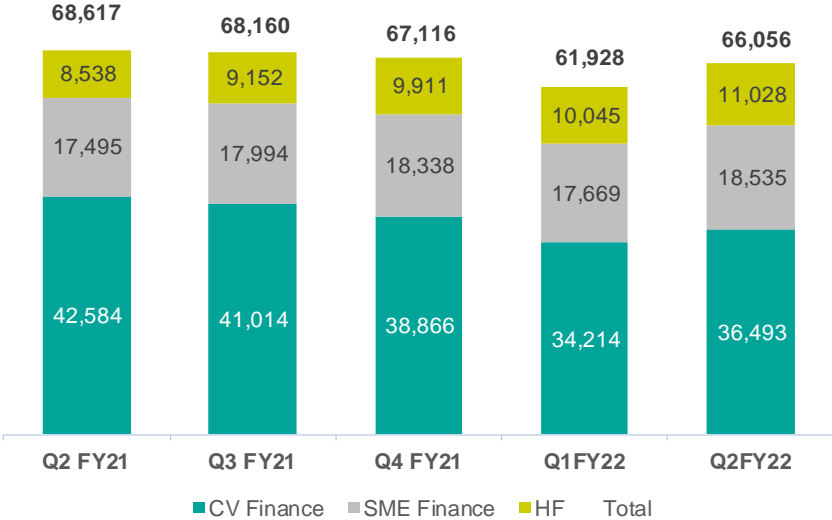
Disbursements: CL vs Retail (%)



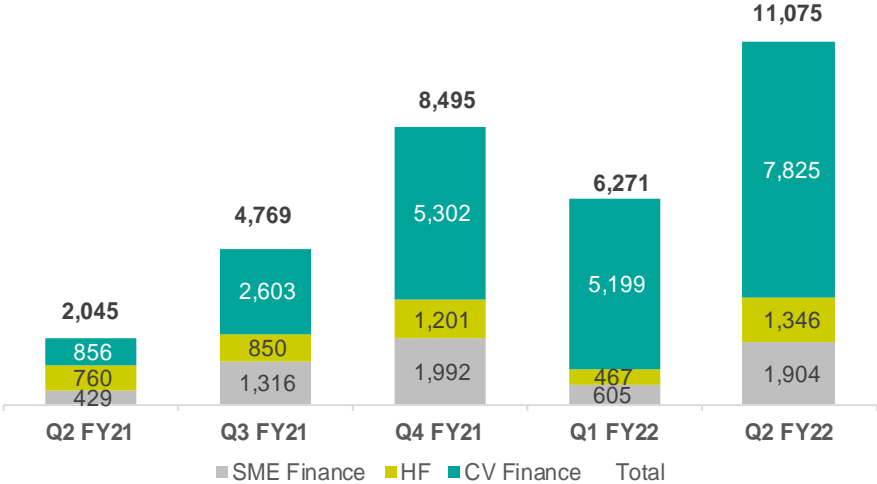
■ Total Disbursements (₹ Mn) ■ CL ■ Retail (CV Finance, SME, HFC)

Retail Business Volume

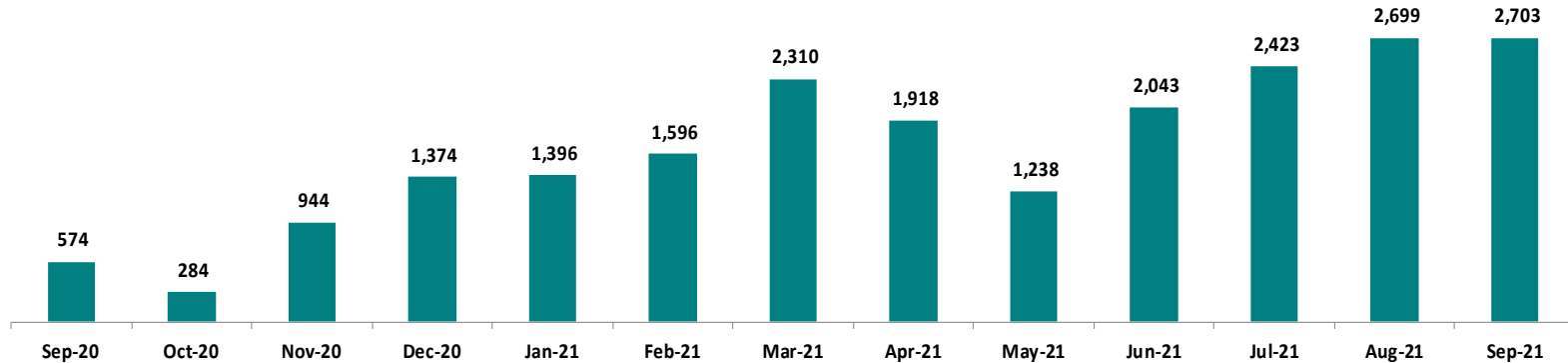
Retail AUM (₹ mn)



Retail Disbursements (₹ mn)



CV Finance – Monthly Disbursement Trend (₹ mn)



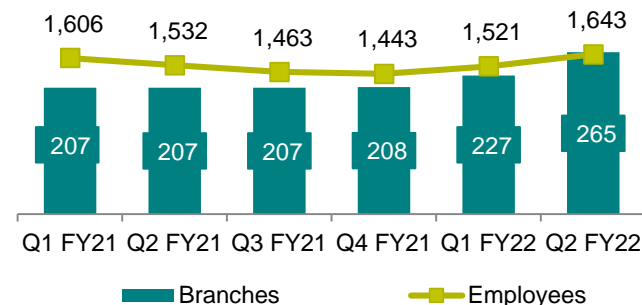
- ✓ CV Finance AUM ₹ 36,493 mn
- ✓ AUM of ICICI Bank tie-up ₹ 4,135 mn
- ✓ Stronger demand from Consumption-driven sectors and E-commerce focused logistic companies along with replacement demand will aid growth

Particulars (₹ mn)	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Revenue from operations	1,459	1,287	1,292	1,178	1,120
Interest expenses	(642)	(526)	(490)	(404)	(443)
Net interest income	817	761	802	775	677
People costs	182	184	243	181	245
Operating expenses	157	154	169	276	208
Pre-provision operating profit	478	423	390	317	224
Credit costs	87	134	2,965	486	576
Profit before tax	391	289	(2,575)	(168)	(352)
Loan assets	34,384	33,393	32,069	28,657	32,046

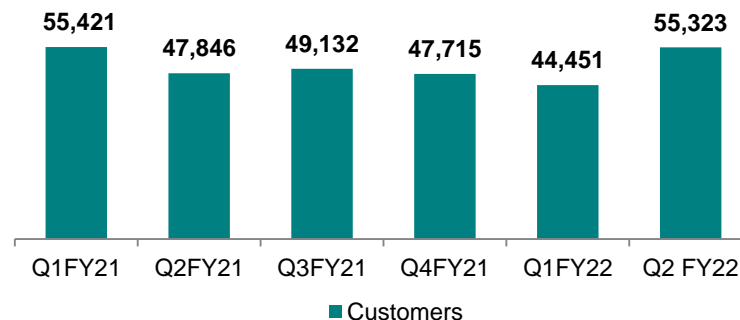
Q2 FY21 Q3 FY21 Q4 FY21 Q1 FY22 Q2 FY22

Revenue from operations*	15.7%	15.1%	15.1%	16.0%	14.1%
Net interest income*	8.8%	8.9%	9.4%	10.5%	8.5%
Operating expenses*	3.6%	4.0%	4.8%	6.2%	5.7%
Cost / Income	41.4%	44.4%	51.4%	59.0%	67.0%
Pre-provision operating profit*	5.2%	5.0%	4.6%	4.3%	2.8%
Credit costs	0.9%	1.6%	34.8%	6.6%	7.2%
GNPA	1.6%	2.3%	8.1%	8.2%	7.9%
NNPA	1.3%	1.8%	3.5%	3.8%	3.6%
ROAA ^	3.0%	2.5%	(27.5%)	(1.7%)	(3.3%)
Leverage	2.9x	3.0x	3.0x	2.9x	2.8x
ROAE ^	8.7%	7.6%	(82.4%)	(4.8%)	(9.0%)

Branches & Employees



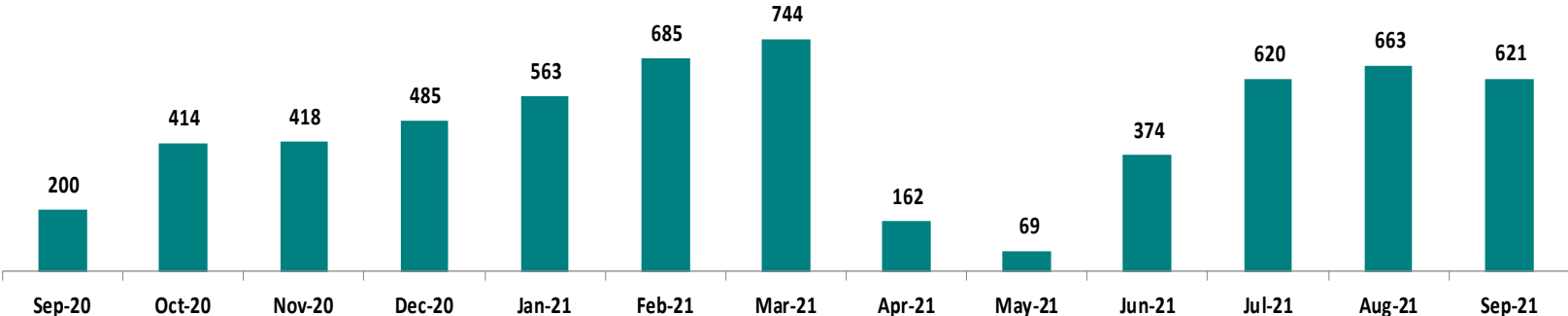
Customer Count[^]



* On daily average basis

^ Annualized

SME Finance – Monthly Disbursement Trend (₹ mn)



✓ SME Finance AUM : ₹ 18,535 mn

✓ Assigned Portfolio : ₹ 3,679 mn

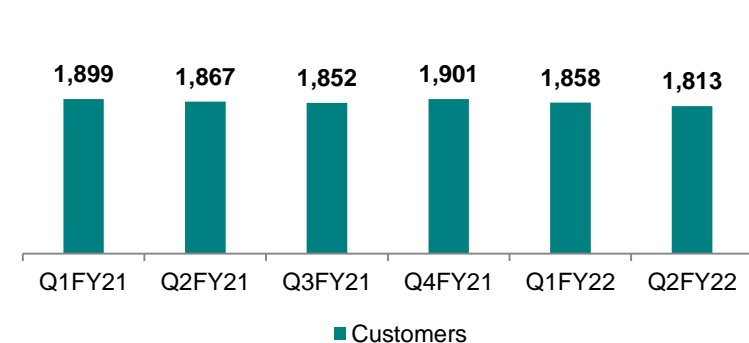
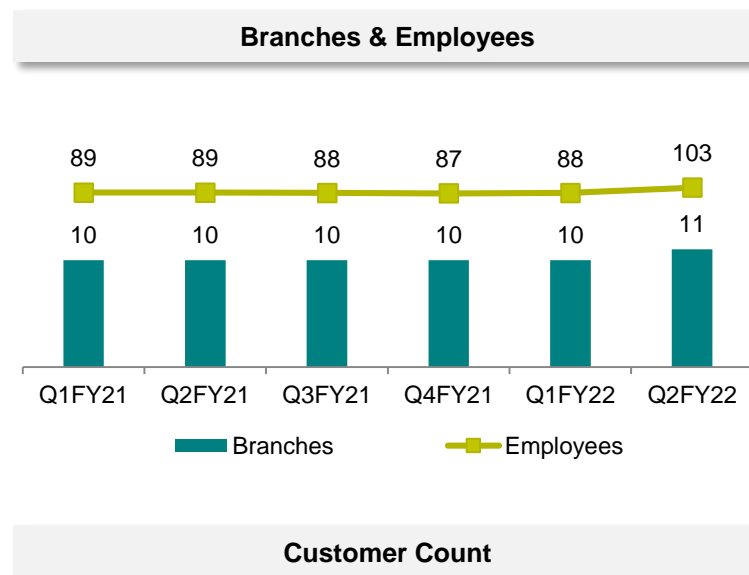
Particulars (₹ mn)	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Revenue from operations	419	432	536	452	465
Interest expenses	(232)	(242)	(227)	(219)	(220)
Net interest income	187	190	309	233	245
People costs	42	47	45	38	46
Operating expenses	16	20	37	13	13
Pre-provision operating profit	129	123	227	182	186
Credit costs	23	99	257	316	(195)
Profit before tax	106	24	(30)	(134)	381
Loan assets	13,491	14,168	14,056	13,623	14,856

SME Finance : Key ratios (3/3)

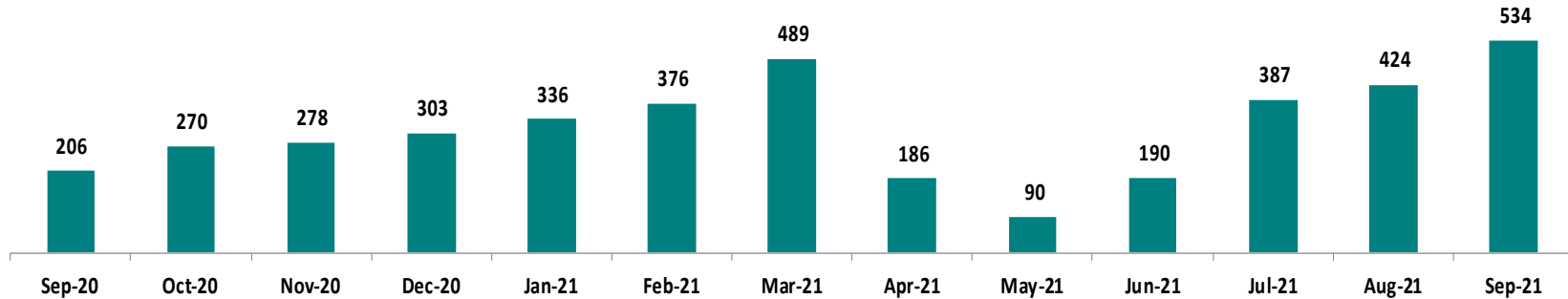
	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Revenue from operations*	12.6%	12.6%	15.3%	13.0%	12.9%
Net interest income*	5.6%	5.5%	8.8%	6.7%	6.8%
Operating expenses*	1.8%	1.9%	2.3%	1.4%	1.6%
Cost / Income	31.3%	35.2%	26.6%	21.6%	24.1%
Pre-provision operating profit*	3.9%	3.6%	6.5%	5.2%	5.2%
Credit costs	0.7%	2.9%	7.3%	9.1%	(5.4%)
GNPA	1.3%	1.8%	2.6%	3.1%	3.4%
NNPA	1.1%	1.5%	1.7%	2.0%	1.8%
ROAA ^	2.0%	0.9%	(1.6%)	(2.8%)	8.1%
Leverage	2.6x	2.6x	2.6x	2.5x	2.6x
ROAE ^	5.2%	2.4%	(4.0%)	(7.0%)	21.1%

* On daily average basis

^ Annualized



Housing Finance – Monthly Disbursement Trend (₹ mn)



✓ Housing Finance AUM : ₹ 11,028 mn

✓ Assigned Portfolio : ₹ 1,373 mn

Housing Finance: Profit and Loss (2/3)

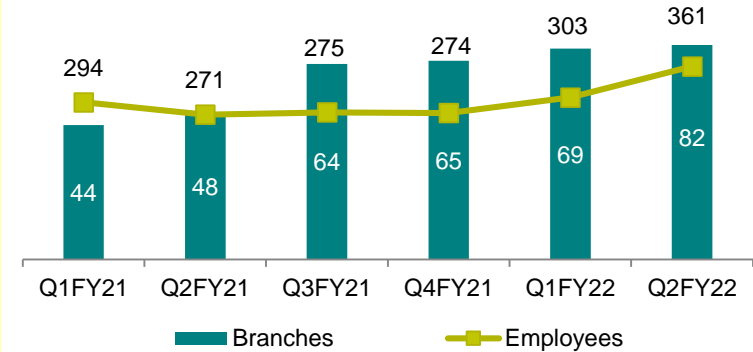
Particulars (₹ mn)	Q2 FY21	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22
Revenue from operations	285	600	192	297	288
Interest expenses	(132)	(138)	(126)	(139)	(150)
Net interest income	153	462	66	158	138
People costs	51	53	24	49	62
Operating expenses	27	26	38	30	27
Pre-provision operating profit	75	383	4	78	49
Credit costs	4	18	73	14	(1)
Profit before tax	71	365	(69)	64	50
Loan assets	7,725	7,443	8,382	8,598	9,655

Housing Finance : Key Ratios (3/3)

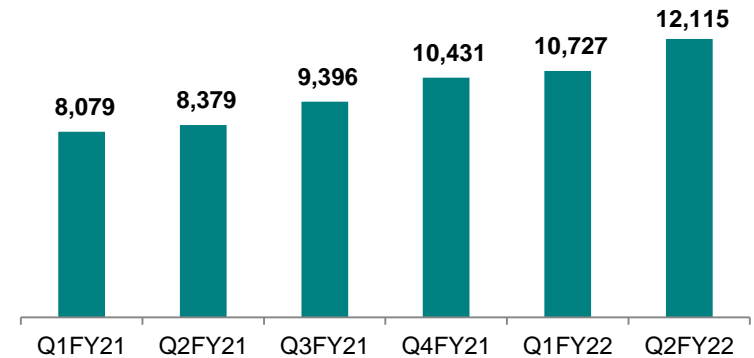
Q2 FY21 Q3 FY21 Q4 FY21 Q1 FY22 Q2 FY22

Revenue from operations*	14.7%	14.9%	9.8%	13.9%	12.8%
Net interest income*	7.9%	7.9%	3.4%	7.4%	6.1%
Operating expenses*	4.0%	4.0%	3.1%	3.7%	3.9%
Cost / Income	51.3%	50.0%	92.5%	50.5%	64.4%
Pre-provision operating profit*	3.8%	4.0%	0.3%	3.7%	2.2%
Credit costs	0.2%	0.9%	3.7%	0.7%	0.0%
GNPA	0.9%	1.8%	1.9%	3.0%	3.1%
NNPA	0.7%	1.5%	1.4%	2.3%	2.3%
ROAA ^	2.9%	1.8%	(2.8%)	2.3%	1.0%
Leverage	2.6x	2.6x	2.5x	2.3x	2.4x
ROAE ^	7.6%	4.6%	(7.1%)	5.3%	2.3%

Branches & Employees



Customer Count



* On daily average basis

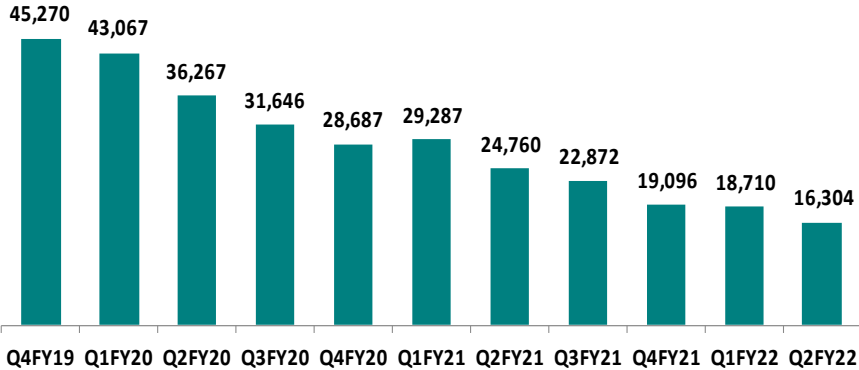
^ Annualized

FY22 Restructuring Snapshot

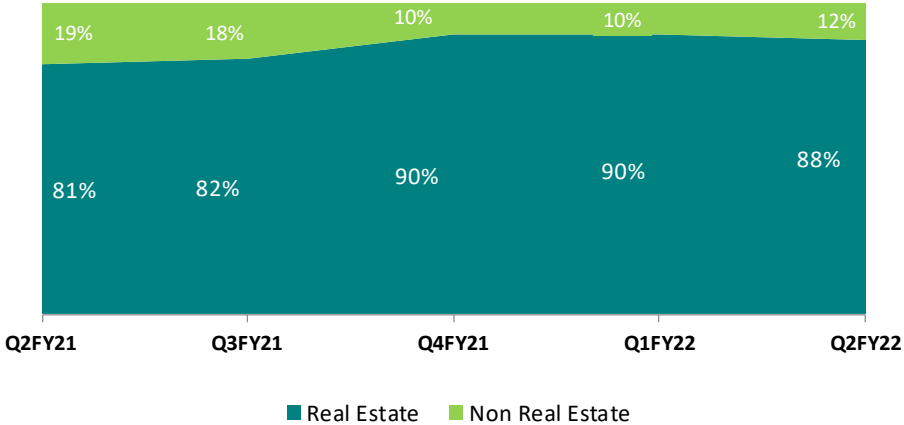
Q2FY22	Total no of Accounts	No. of Restructured accounts	Total AUM	AUM under Restructure	% of no. of Restructured accounts	% of Restructured AUM
			(INR mn)	(INR mn)		
VF	68,101	4,376	36,493	3,242	6.4%	8.9%
SME	2,637	190	18,535	2,137	7.2%	11.5%
AHF	15,902	22	11,028	17	0.1%	0.2%
Total Retail	86,640	4,588	66,056	5,396	5.3%	8.2%

Restructure accounts include all active cases as at 30th September 2021

Corporate Lending AUM (₹ mn)



AUM Breakup: RE vs. Non-RE



✓ Continued focus on reduction in exposure

Corporate Lending: Profit and Loss (2/3)

Particulars (₹ mn)	Q2 FY 21	Q3 FY 21	Q4 FY 21	Q1 FY22	Q2 FY22
Revenue from operations	991	834	577	587	793
Interest expenses	(488)	(414)	(350)	(298)	(268)
Net interest income	503	420	227	289	525
People costs	15	17	18	40	(11)
Operating expenses	59	9	32	20	41
Pre-provision operating profit	429	394	177	228	495
Credit costs	218	209	520	7	(409)
Profit before tax	211	185	(343)	221	904
Loan assets	24,760	22,872	19,096	18,710	16,304

Corporate Lending : Key ratios (3/3)

	Q2 FY 21	Q3 FY 21	Q4 FY 21	Q1 FY22	Q2 FY22
Revenue from operations*	13.7%	13.5%	10.0%	12.3%	18.2%
Net interest income*	7.0%	6.8%	3.9%	6.0%	12.1%
Operating expenses*	1.0%	0.4%	0.9%	1.3%	0.7%
Cost / Income	14.7%	6.2%	21.8%	20.9%	5.7%
Pre-provision operating profit	6.0%	6.4%	3.1%	4.8%	11.4%
Credit costs	3.0%	3.4%	9.0%	0.1%	-9.4%
GNPA	6.1%	4.5%	0.0%	0.0%	0.0%
NNPA	4.3%	2.0%	0.0%	0.0%	0.0%
ROAA[^]	1.8%	1.8%	(5.1%)	3.5%	16.1%
Leverage	2.6x	2.6x	2.5x	2.3x	2.3x
ROAE[^]	4.6%	4.8%	(12.8%)	8.2%	37.4%

* On daily average basis

[^] Annualized

Discussion Summary

- ❖ Quarterly Results
- ❖ Business Update
- ❖ Strategy
- ❖ Shareholding Structure

- **To build a 100% retail company**
- **To reduce the Corporate book to less than 10% of AUM by March 22**
- **To build a profitable retail platform with growth potential to deliver excellent value to all stakeholders**
- **To build a separate collection vertical to achieve collections efficiency and sustained asset quality**
- **To open smart branches with digitisation to enhance productivity and reduce operating expenses**
- **To expand geography, products and customer segments to gain market share**

1. Strengthened Balance Sheet

- Brought Brookfield as partner with ₹ 12,250 million primary capital and strengthened Capital adequacy and Liquidity
- Created additional provisions to overcome Covid impact

2. Reduced Corporate Lending Exposure

- On track to become 100% retail company in the next 4-6 Quarters

3. Made Affordable Housing Finance business independent

4. Building a strong Digitisation capability

5. Strengthened Senior Management team

6. Building a separate collection vertical to enhance Asset Quality

Robust equity, Comfortable liquidity and Agile operating platforms form the foundation for future growth ahead

Entrepreneurial Leadership Team with Strong Sponsor Backing

- ✓ Several years of experience and in-depth understanding of the specific industry and geographic regions
- ✓ Separate business & credit heads for each vertical
- ✓ Strong alignment through large ESOP program



R. Sridhar
Executive VC
& CEO

- 30+ years of experience in financial services industry
- Previously associated with various entities forming part of the Shriram group
- Previously served as the MD of Shriram Transport Finance Company



Deep Jaggi
Chief Business
Officer

- 20+ years of experience across Asset Finance and other retail businesses
- Previously worked with HDB, Cholamandalam Finance & Apollo Tyres



Amol Joshi
CFO

- 20+ years of leadership experience across all areas of finance in Banks and NBFCs
- Previously worked with Citicorp, Standard Chartered Bank, Amex and L&T Financial Services



Jaya Janardanan
COO

- More than 25 years of experience with banks and financial institutions
- Previously worked with Ujjivan Small Finance Bank, Aditya Birla Payment Bank, Bank Of America, JP Morgan and ICICI Bank



Mohit Mairal
Chief Risk
Officer

- 20 years of experience in Underwriting, Collections, Risk Management and Sales in banking and financial services sector
- Previously worked with ICICI Bank, HDFC Bank, GE Capital, IIFL

Entrepreneurial Leadership Team with Strong Sponsor Backing



B Ravi Kumar
Business
Head
Asset
Finance

- 20+ years of experience in financial services
- Previously worked with Cholamandalam Investment & Finance Co,



Hansraj Thakur
Business
Head
SME
Finance

- Several years of experience in SME, commercial banking, and sales
- Previously worked at IDFC Bank, Standard Chartered Bank, ICICI Bank and Development Credit Bank



Shreejit Menon
Deputy
CEO
Affordable
HF

- Several years of experience with financial Institutions
- Previously worked with Religare Housing Development Finance Corporation, HSBC and Muthoot Housing Finance



N. Ramesh
Group
Head
Operations

- 31 years of experience with banks & financial Institutions
- Previously worked with GE Countrywide, Cholamandalam Investment & Finance Co. Ltd., Shriram City Union Limited, Equitas Small Finance Bank.



Siva S.
National
Credit
Head –
Vehicle
Finance

- 24 years of experience with financial Institutions
- Previously worked with Fullerton India, Citigroup, Equitas Small Finance Bank. Also worked in Ashok Leyland Limited



Sudeep P S
National
Credit
Head - SME

- 20 years of experience with banks & financial Institutions
- Previously worked with Bharti, ICICI, Deutsche Post Bank, Edelweiss, Bajaj Finance



Shripad Desai
National
Credit
Head –
Housing
Finance

- 21 years of experience with banks & financial Institutions
- Previously worked with IDBI Bank, Reliance Capital, ICICI Bank, Deutsche Bank and others



Salil Bawa
Head – IR &
Marketing

- 20 years of experience in Investor Relations, Strategy and Fund Raising
- Previously worked with Bharti, Tata Group, Edelweiss Financial Services, Manappuram

Strong & Distinguished Board

- ✓ 14 committees composed of independent and non-independent directors and also employees¹
- ✓ Distinct and delineated responsibilities to ensure good corporate governance
- ✓ Strong capital sponsorship also providing access to best industry practices and international corporate governance standards

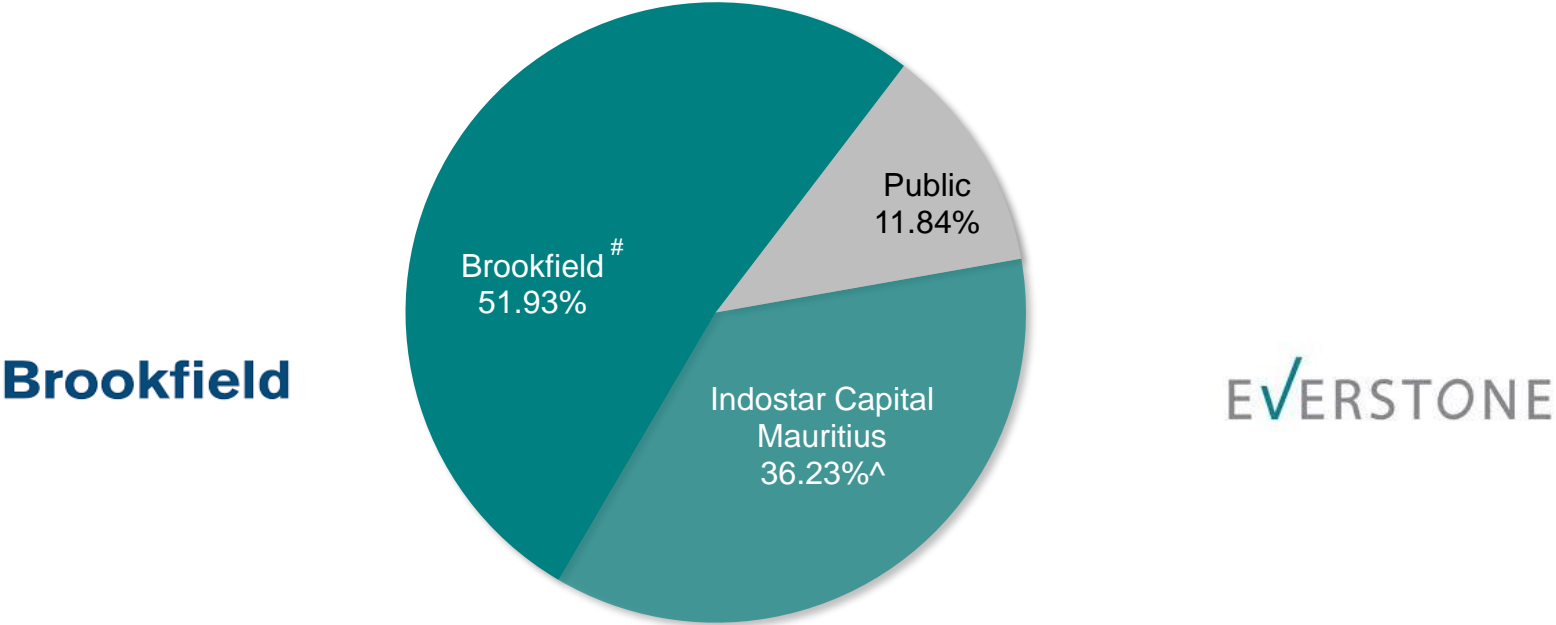
Name	Designation	Description
 Bobby Parikh	Chairman & Non-Executive Independent Director	<ul style="list-style-type: none"> Director since 2011 Several years of experience in finance
 R.Sridhar	Executive Vice Chairman & CEO	<ul style="list-style-type: none"> 30+ years of experience in financial services industry Previously associated with various entities forming part of the Shriram group
 Dhanpal Jhaveri	Non-Executive Director	<ul style="list-style-type: none"> Director since 2010; Partner at Everstone Capital Experience in investing, corporate strategy, mergers and acquisitions and investment banking Previously worked with Vedanta Group, ICICI Securities, KPMG India
 Vibhor Talreja	Non-Executive Director	<ul style="list-style-type: none"> Managing Director at Everstone Capital since 2019 Previously worked at Temasek India, JM Morgan Stanley and Tata Administrative Services
 Aditya Joshi	Non-Executive Director	<ul style="list-style-type: none"> Managing Director at Brookfield Private Equity Group and heads the private equity business for Brookfield in India Previously worked with Apax Partners, The Blackstone Group and JM Morgan Stanley
 Munish Dayal	Non-Executive Director	<ul style="list-style-type: none"> Managing Director at Brookfield Asset Management India and has over three decades of experience in financial services. Before joining Brookfield, was Senior Operating Partner at Baring Private Equity Partners India Limited
 Hemant Kaul	Non-Executive Independent Director	<ul style="list-style-type: none"> Several years of experience in the fields of banking and insurance Previously worked with Axis Bank and Bajaj Allianz General Insurance
 Naina Krishna Murthy	Non-Executive Independent Director	<ul style="list-style-type: none"> She has more than two decades of experience in the legal sector Founder of India law firm K Law

1. 14 committees include Audit Committee, Nomination and Remuneration Committee, Stakeholders Relationship Committee, Corporate Social Responsibility Committee, Asset Liability Management Committee, Risk Management Committee, Credit Committee, Management Committee, Corporate Lending Committee, Retail Lending Committee, IT Strategy Committee, Grievance Redressal Committee, Banking Committee and Debenture Committee

Discussion Summary

- ❖ Strategy
- ❖ Quarterly Results
- ❖ Business Update
- ❖ **Shareholding Structure**

Shareholding# as on 30 September 2021



Excluding CCPS

^ including Everstone Capital Partners II LLC & ECP III FVCI Pte Ltd

ESOP is 4.3% of diluted shares capital (excluding CCPS)

Source – NSE, Company data

For Further Queries



Salil Bawa
Head Investor Relations
Contact No: +91 9987644008
Email – sbawa@indostarcapital.com
Email - investor.relations@indostarcapital.com

Media Contact

Snigdha Nair
Adfactors PR
Email - snigdha.nair@adfactorspr.com; indostar@adfactorspr.com