



## **INDOSTAR CAPITAL FINANCE LIMITED**

Q1FY21 Results Update 12 August 2020

#### **Disclaimer**



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**

- Brookfield Investment
- Quarterly Results
- Moratorium and Collections Update
- Business Update
- Shareholding Structure

#### **Brookfield transaction completed**



#### Strong Endorsement of IndoStar's Business Model, Management Capability and

#### **Quality of Retail Lending Franchise**

- Brookfield has invested growth capital of ₹ 12,250 mn via equity shares and CCPS
- Transactions fully completed on 8<sup>th</sup> July 2020
- Brookfield now holds ~57% stake
  - Designated as co-promoter, along with IndoStar Capital Mauritius
  - Nominated two members to IndoStar's Board of Directors
- Brookfield investment expected to act as a catalyst for additional liquidity from banks



#### **Discussion Summary**

- Brookfield investment
- Quarterly Results
- Moratorium and Collections Update
- Business Update
- Shareholding Structure

# Q1FY21 performance: Key Highlights





- Strong retail franchise ~ 71% of AUM (63% in Jun-19)
- ICICI partnership AUM ~ ₹ 7,158 Mn



- Comfortable liquidity cash and equivalents ₹ 21,278 Mn;
   ~30% of Borrowings
- CRAR 37.7%; Tier 1 CRAR 33.4%
- Debt : Equity ratio of 1.8x



- Net Revenue from Operations ₹ 1,496mn, +8% QoQ
- Cost Income ratio 43%\*
- Pre-provision Operating Profit ₹ 751 mn, +30% QoQ

\* Excluding front-ended costs

#### **Q1FY21: Consolidated Profit & Loss Statement**



Particulars (₹ mn)	Q1FY21	Q4FY20	QoQ %	Q1FY20	YoY %
Revenue from Operations	3,223	3,206	1%	4,191	-23%
Interest Expenses	(1,727)	(1,814)	-5%	(2,253)	-23%
<b>Net Revenue from Operations</b>	1,496	1,391	8%	1,937	-23%
People Costs	482	502	-4%	476	1%
Operating Expenses	263	311	-16%	269	-2%
<b>Pre-provision Operating Profit</b>	751	578	30%	1,192	-37%
Credit Costs	246	6,207	-96%	608	-60%
Profit before Tax	505	(5,629)	n.a.	585	-14%
Tax	33	(1,416)	n.a.	114	-71%
Profit after Tax	472	(4,214)	n.a.	471	0%

Key Metrics	Q1FY21	Q4FY20	Q1FY20
Yield on Loans	14.3%	14.0%	14.0%
Yield on Total Assets	13.1%	13.9%	14.4%
Cost of Borrowings	10.4%	10.6%	10.3%
Spread	2.7%	3.3%	4.1%
NIM	6.1%	6.2%	6.7%
Cost to Income	43.1%*	58.5%	38.5%
* Excluding front-ended costs			

Excluding front-ended costs

#### **Consolidated Balance Sheet**



Particulars (₹ mn)	Jun-20	Mar-20	QoQ%	Jun-19	YoY %
Equity	39,512	26,806	47%	30,591	29%
Borrowings	69,187	66,798	4%	80,863	-14%
Other Liabilities				1,159	
Total Liabilities	108,699	93,603	16%	112,613	-3%
Loan Assets	79,778	78,019	2%	101,568	-21%
Treasury Assets	22,907	7,756	195%	7,109	222%
Fixed Assets & Goodwill	4,118	4,214	-2%	3,935	5%
Other Assets	1,896	3,615			
<b>Total Assets</b>	108,699	93,603	16%	112,613	-3%

<b>Key Ratios</b>	Q1FY21	Q4FY20	Q1FY20
ROAA*	1.9%	-18.3%	1.6%
Leverage	3.0x	3.2x	3.8x
ROAE*	5.7%	-58.4%	6.2%

<sup>\*</sup> Annualised

## **Q1FY21: Business Segment Performance**



Particulars (₹ mn)	Corporate Lending	CV Finance	SME Finance	Housing Finance	Consolidated ^
Revenue from Operations	1,000	1,400	436	261	3,223
Interest Expenses	(529)	(595)	(245)	(136)	(1,727)
Net Interest Income	471	804	191	125	1,496
People Costs	23	187	39	53	482
Operating Expenses	4	100	17	21	263
<b>Pre-provision Operating Profit</b>	444	517	135	51	751
Credit Costs *	84	191	(29)	0	246
Profit Before Tax	361	326	164	50	505

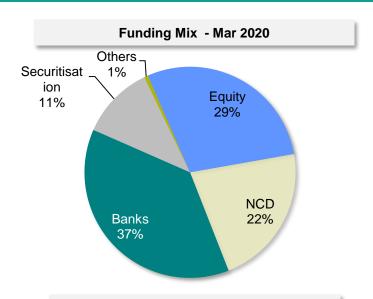
Particulars (₹ mn)	Corporate Lending	CV Finance	SME Finance	Housing Finance	Consolidated	^
Equity #	11,229	12,154	5,126	2,860	39,512	
Borrowings	18,597	23,876	8,490	4,737	69,187	
Total Liabilities	29,826	36,029	13,617	7,598	1,08,699	
Loan Assets	29,287	32,444	13,371	7,460	79,778	
Treasury Assets	-	-	-	-	22,907	
Fixed Assets & Goodwill	-	3,002	-	-	4,118	
Other Assets	539	583	246	137	1,896	
<b>Total Assets</b>	29,826	36,029	13,617	7,598	1,08,699	

<sup>\*</sup> Credit costs are expected loss provisions computed under IndAS plus write offs # Allocated

<sup>^</sup> Total of Segmental numbers does not tally with consolidated figures as costs of common functions are not shown under lending segments

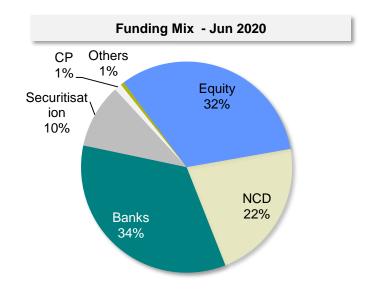
# **Diversified Funding Profile**





Incremental Funding mobilized

₹mn	Q2FY20	Q3FY20	Q4FY20	Q1FY21
Banks	4,276	1,501	2,500	4,546
Markets	-	250	-	2,750
Assignments	2,965	238	-	-
Securitisation	2,120	2,042	6,022	-
Total	9,361	4,031	8,522	7,296



#### **Strong Credit Ratings**

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

# **Strong Liquidity Position**



Particulars	Aug-20	Sep-20	Q3 FY21	Q4 FY21	Q1 FY22
Opening Cash & Equivalents*	21,278	21,765	21,139	24,115	21,865
Loan repayment inflows [Principal]	846	1,612	6,750	5,723	5,105
Total Inflow	22,125	23,377	27,888	29,838	26,970
Liability Repayment [Principal]					
Commercial Paper	-	-	-	-	1,250
NCDs	-	250	-	3,590	3,460
Term Loans & Others	360	1,988	3,773	4,382	3,543
ICDs	-	-	-	-	-
Total Outflow	360	2,238	3,773	7,973	8,253
Closing Cash and equivalents	21,765	21,139	24,115	21,865	18,717

#### \* Opening Cash & Equivalents

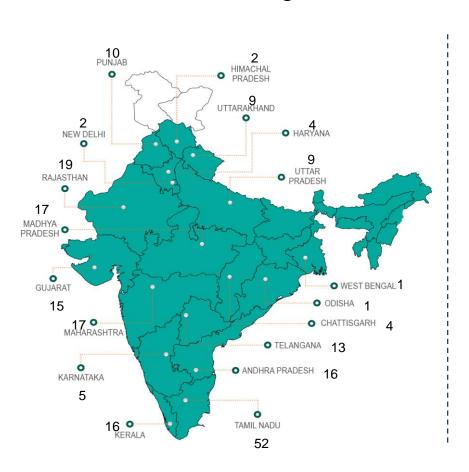
<u> </u>	
Particulars	Jul-20
Cash and Bank Balance	342
MFs	16,180
Term Deposits	2,007
Undrawn Bank Lines	2,751
Total Cash and Equivalents *	21,278

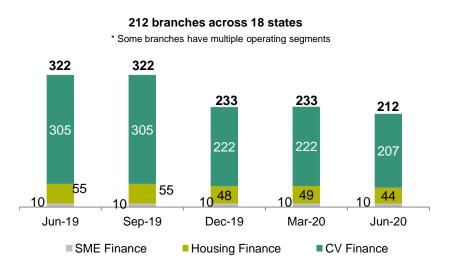
✓ Incremental funds raised ₹ 2,500 mn post June

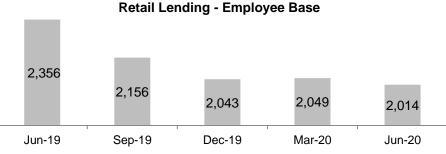
## **National Footprint**



#### Post integration branch rationalisation on course

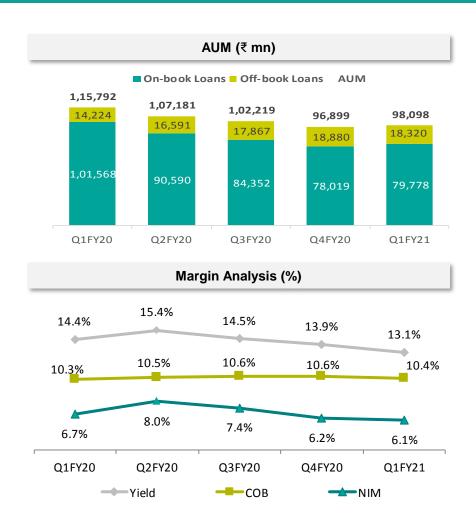


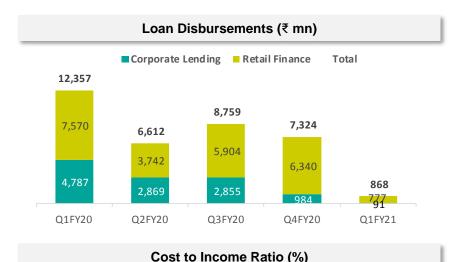


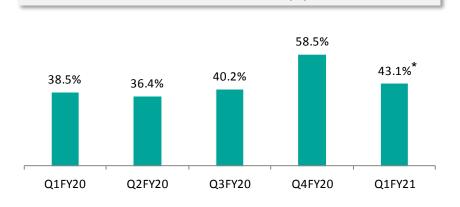


#### **Q1FY21: Quarterly Performance Trend (1/2)**





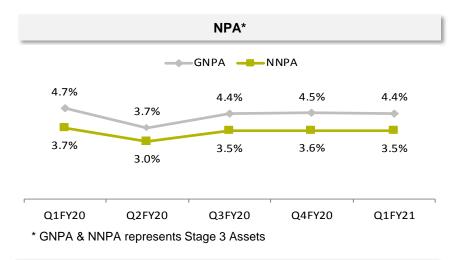


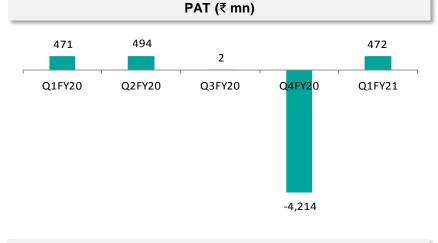


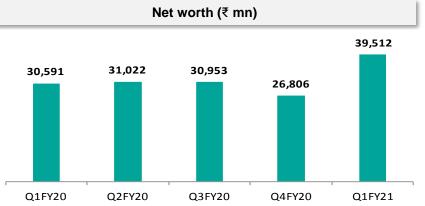
<sup>\*</sup> Excluding front-ended costs

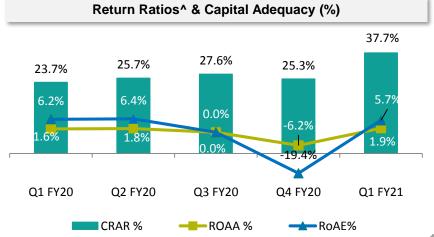
## Q1FY21: Quarterly Performance Trend (2/2)











# **Asset Quality**



Gross NPA (₹ mn)	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
Corporate Lending	1,546	1,546	1,546	1,546	1,546
CV Finance	2,651	1,411	1,946	1,805	1,994
SME Finance	677	437	267	237	153
Housing Finance	19	26	51	63	64
Total	4,893	3,420	3,811	3,652	3,756

Net NPA (₹ mn)	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
Corporate Lending	1,391	1,391	1,391	1,237	1,237
CV Finance	1,856	988	1,363	1,419	1,562
SME Finance	548	354	217	187	121
Housing Finance	16	21	41	50	53
Total	3,811	2,753	3,011	2,893	2,971

	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21
PCR%	22.1%	19.5%	21.0%	* 97.4%	* 95.4%

<sup>\*</sup> Includes ₹ 280 crores Covid-19 provision made in Q4 FY20



#### **Discussion Summary**

- Brookfield investment
- Quarterly Results
- Moratorium and Collections Update
- Business Update
- Shareholding Structure

#### 59% portfolio under moratorium 2.0 compared to 90% in moratorium 1.0



As on July 31,2020	% customers opting for moratorium (Nos)	% customers opting for moratorium (Value)	Collections as % of Pre-Covid monthly billing
CV	55%	42%	48%
SME	52%	58%	51%
AHF	25%	25%	86%
Total Retail	51%	44%	50%

Corporate Lending portfolio under moratorium – 90% (86% Customers)

- Key features of moratorium 2.0
  - Those customers who can not pay due to Covid related business disruption receive Moratorium
  - Flexibility to grant moratorium from 1-3 months

# Portfolio quality improvement with focus on overdue collections



Days Past Due	cv		SME		AHF	
All in %	Mar 2020	June 2020	Mar 2020	June 2020	Mar 2020	June 2020
Current	56	62	85	89	98.1	98.5
0-30	16	15	7	5	0.7	0.3
31-60	13	11	5	4	0.2	0.2
61-90	6	5	2	1	0.2	0.2

All % at AUM level

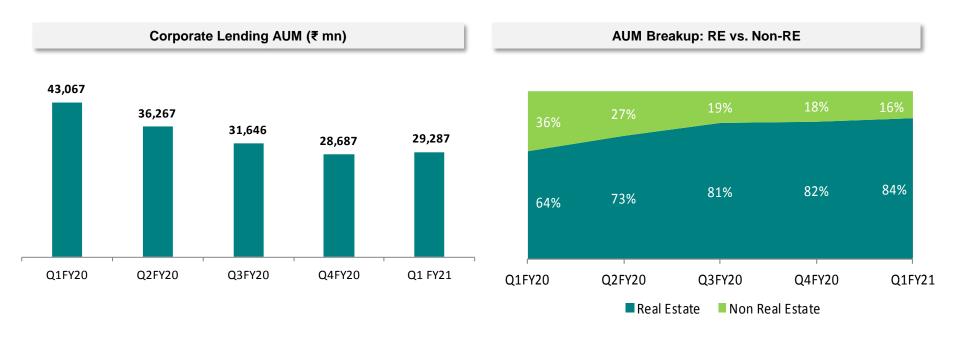


#### **Discussion Summary**

- Brookfield investment
- Quarterly & Annual Results
- Moratorium and Collections Update
- **❖** Business Update
- Shareholding Structure

# Corporate Lending (1/3)





✓ Continued focus on reduction in exposure

# **Corporate Lending: Profit and Loss (2/3)**



Particulars (₹ mn)	Q1 FY 20	Q2 FY 20	Q3 FY 20	Q4 FY 20	Q1 FY 21
Revenue from Operations	1,676	1,494	1,288	1,077	1,000
Interest Expenses	(883)	(789)	(648)	(610)	(529)
Net Interest Income	793	704	640	467	471
People Costs	49	42	40	27	23
Operating Expenses	1	2	9	8	4
<b>Pre-provision Operating Profit</b>	743	661	591	431	444
Credit Costs*	59	581	763	2,410	84
Profit before Tax	685	81	(172)	(1,978)	361
Loan Assets	43,067	36,267	31,646	28,687	29,287
Equity^	11,940	10,866	10,790	8,934	11,229

^ Allocated

<sup>\*</sup> Credit costs are expected loss provisions computed under Ind AS plus write offs

# **Corporate Lending : Key ratios (3/3)**



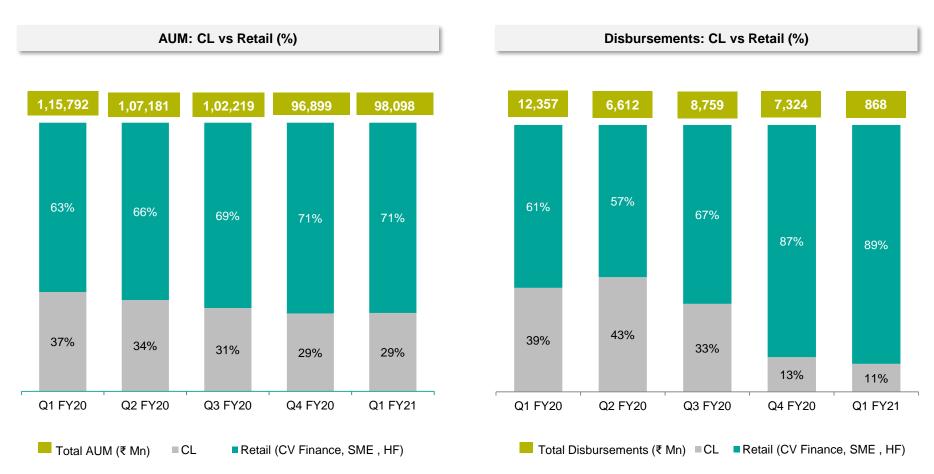
	Q1 FY 20	Q2 FY 20	Q3 FY 20	Q4 FY 20	Q1 FY 21
Revenue from Operations*	14.7%	14.9%	14.7%	14.3%	13.6%
Net Interest Income*	6.9%	7.0%	7.3%	6.2%	6.4%
Operating Expenses*	0.4%	0.4%	0.6%	0.5%	0.4%
Cost / Income	6.2%	6.1%	7.7%	7.7%	5.8%
<b>Pre-provision Operating Profit</b>	6.5%	6.6%	6.7%	5.7%	6.1%
Credit Costs	0.5%	5.8%	8.7%	31.9%	1.1%
GNPA	3.5%	4.2%	4.8%	5.4%	5.2%
NNPA	3.2%	3.8%	4.4%	4.4%	4.2%
ROAA^	4.0%	0.2%	-1.8%	-19.4%	4.6%
Leverage	3.8x	3.5x	3.1x	3.1x	2.9x
ROAE^	<b>15.2</b> %	0.8%	-5.5%	-59.5%	13.2%

^ Annualized 21

<sup>\*</sup> On daily average basis

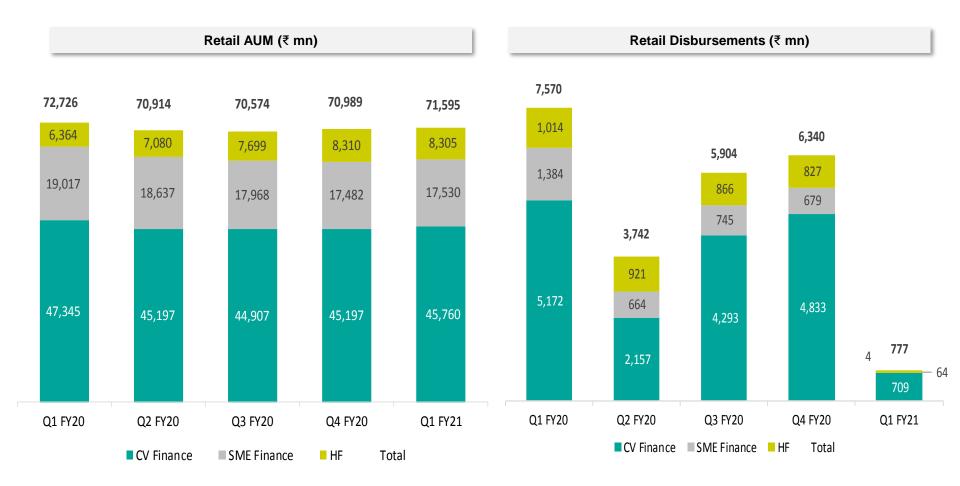
#### **Retailisation Strategy On track**





#### **Retail Business Volume impacted by Covid-19**

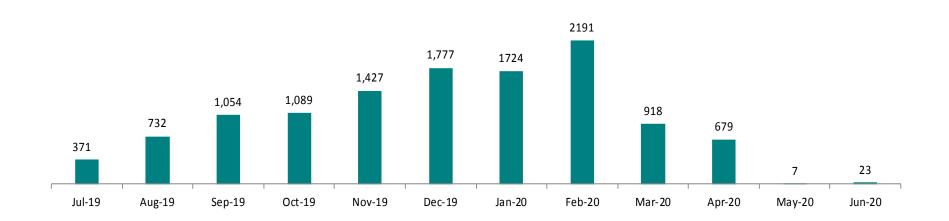




#### CV Finance (1/3)



#### CV Finance - Monthly Disbursement Trend (₹ mn)



- ✓ CV Finance AUM ₹ 45,760 Mn
- ✓ AUM of ICICI Bank tie-up ₹7,158 Mn

# **CV Finance : Profit and Loss (2/3)**

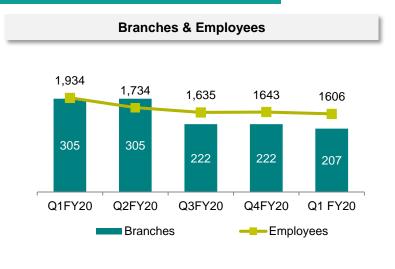


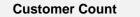
Particulars (₹ mn)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Revenue from Operations	1,506	1,681	1,585	1,327	1,400
Interest Expenses	(673)	(643)	(613)	(630)	(595)
Net Interest Income	833	1,038	971	697	804
People Costs	255	225	206	193	187
Operating Expenses	139	144	119	152	100
<b>Pre-provision Operating Profit</b>	439	670	647	352	517
Credit Costs	484	42	252	901	191
Profit before Tax	(45)	628	394	(549)	326
Loan Assets	35,895	34,128	32,374	31,272	32,444
Equity^	10,154	9,912	10,854	9,455	12,154

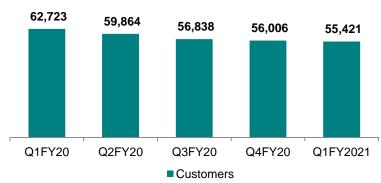
## CV Finance: Key ratios (3/3)



	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Revenue from Operations*	16.6%	18.4%	18.4%	16.1%	17.4%
Net Interest Income*	9.2%	11.4%	11.3%	8.5%	10.0%
Operating Expenses*	4.3%	4.0%	3.8%	4.2%	3.6%
Cost / Income	47.2%	35.5%	33.4%	49.5%	35.7%
Pre-provision Operating Profit*	4.8%	7.3%	7.5%	4.3%	6.4%
Credit Costs	5.3%	0.5%	2.9%	11.0%	2.4%
GNPA	7.0%	4.0%	5.7%	5.6%	5.9%
NNPA	5.0%	2.8%	4.1%	4.4%	4.7%
ROAA ^	-0.3%	5.6%	4.1%	-5.1%	3.8%
Leverage	3.9x	3.8x	3.5x	3.3x	3.1x
ROAE ^	-1.3%	21.3%	14.4%	-16.6%	11.8%







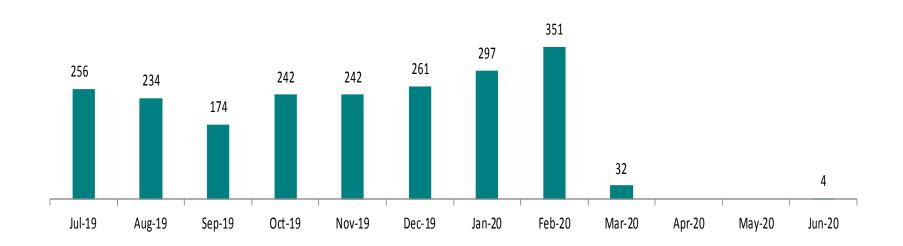
<sup>\*</sup> On daily average basis

<sup>^</sup> Annualized

## SME Finance (1/3)



#### SME Finance - Monthly Disbursement Trend (₹ mn)



- ✓ SME Finance AUM : ₹ 17,530 mn
- ✓ Assigned/Securitized Portfolio : ₹ 4,159 mn

# **SME Finance: Profit and Loss (2/3)**



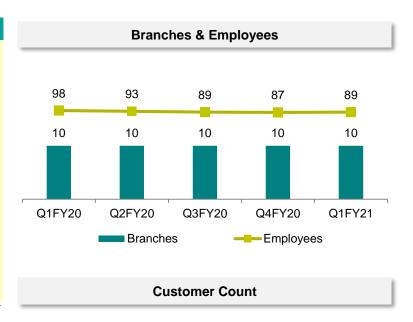
Particulars (₹ mn)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Revenue from Operations	587	679	441	428	436
Interest Expenses	(341)	(314)	(260)	(266)	(245)
Net Interest Income	247	365	181	162	191
People Costs	46	47	45	44	39
Operating Expenses	24	32	33	31	17
<b>Pre-provision Operating Profit</b>	177	287	103	87	135
Credit Costs	61	98	85	63	(29)
Profit before Tax	115	189	17	24	164
Loan Assets	16,704	14,069	13,513	13,360	13,371
Equity^	4,631	4,215	4,607	4,161	5,126

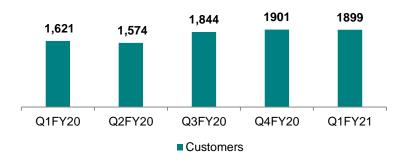
<sup>^</sup> Allocated

## SME Finance: Key ratios (3/3)



	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Revenue from Operations*	13.6%	17.1%	12.9%	13.0%	12.8%
Net Interest Income*	5.7%	9.2%	5.3%	4.9%	5.6%
Operating Expenses*	1.6%	2.0%	2.3%	2.3%	1.6%
Cost / Income	28.4%	21.5%	43.1%	46.1%	29.3%
Pre-provision Operating Profit*	4.1%	7.2%	3.0%	2.7%	4.0%
Credit Costs	1.4%	2.5%	2.5%	1.9%	-0.9%
GNPA	4.0%	3.1%	2.0%	1.8%	1.1%
NNPA	3.3%	2.5%	1.6%	1.4%	0.9%
ROAA ^	1.8%	3.5%	0.5%	0.7%	4.5%
Leverage	3.8x	3.5x	3.1x	3.1x	2.9x
ROAE ^	6.8%	12.1%	1.4%	2.1%	13.1%





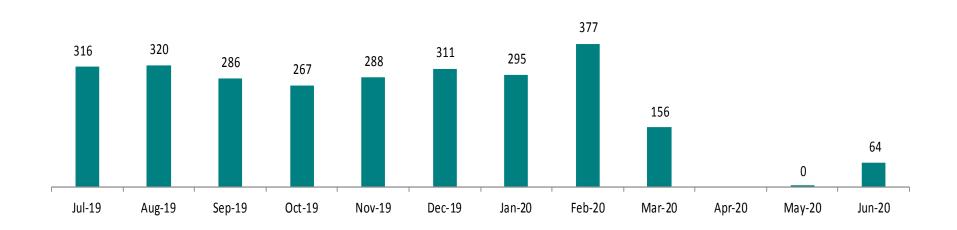
<sup>\*</sup> On daily average basis

<sup>^</sup> Annualized

## **Housing Finance (1/3)**



#### Housing Finance - Monthly Disbursement Trend (₹ mn)



- ✓ Housing Finance AUM : ₹ 8,305 Mn
- ✓ Assigned/Securitized Portfolio: ₹ 845 Mn

## **Housing Finance: Profit and Loss (2/3)**



Particulars (₹ mn)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Revenue from Operations	220	259	245	261	261
Interest Expenses	(112)	(124)	(121)	(141)	(136)
Net Interest Income	108	134	124	119	125
People Costs	55	60	58	63	53
Operating Expenses	24	25	31	36	21
<b>Pre-provision Operating Profit</b>	28	49	36	20	51
Credit Costs	4	2	6	51	0
Profit before Tax	24	47	30	(30)	50
Loan Assets	5,903	6,126	6,819	7,477	7,460
Equity ^	1,637	1,835	2,325	2,329	2,860

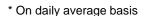
<sup>^</sup> Allocated

# **Housing Finance: Key ratios (3/3)**

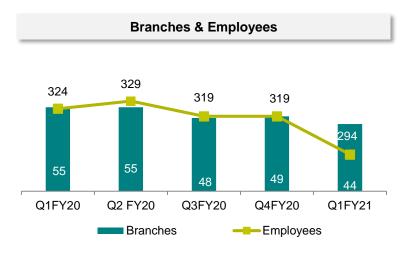


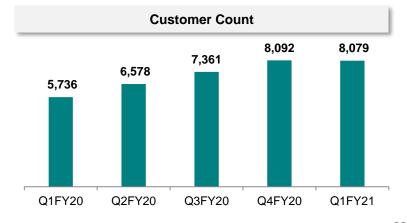
	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	Q1 FY21
Revenue from Operations*	15.7%	16.5%	15.3%	14.6%	13.9%
Net Interest Income*	7.7%	8.6%	7.8%	6.7%	6.7%
Operating Expenses*	5.7%	5.4%	5.5%	5.6%	4.0%
Cost / Income	74.1%	63.4%	71.1%	83.0%	59.5%
Pre-provision Operating Profit*	2.0%	3.1%	2.2%	1.1%	2.7%
Credit Costs	0.3%	0.1%	0.4%	2.9%	0.0%
GNPA	0.31%	0.43%	0.75%	0.85%	0.85%
NNPA	0.27%	0.34%	0.60%	0.68%	0.70%
ROAA ^	6.9%	<sup>#</sup> 1.5%	1.7%	-1.5%	2.4%
Leverage	3.8x	3.5x	3.1x	3.1x	2.9x
ROAE ^	26.0%	5.3%	5.2%	-4.6%	7.0%

<sup>#</sup> ROAA and ROAE- reflects impact of one-off tax credit ₹ 76 Mn



<sup>^</sup> Annualized





#### Significant Growth Capital: A real edge in current environment



#### IndoStar now has all the essential ingredients to rapidly grow its loan book in the future

- Capital: We now have substantial growth capital, which we will utilize to pursue calibrated growth
- Infrastructure : Our current infrastructure can comfortably support disbursements in line with our pre crisis retail disbursements of ₹ 9,300 mn per quarter and higher
- Market Demand: We are well poised to capitalize on the large near-term growth opportunity provided by ongoing consolidation, further accelerated by the current pandemic
  - Though we expect to be cautious over the immediate near-term, we are confident of significantly increasing our retail AUMs over next 18-24 months
- Multiple Growth Levers :
  - Large market opportunity to lend to both existing and new customers across all our three retail segments - Vehicle Finance, SME Finance and Affordable Housing Finance
  - Will continue to scale all three retail segments both through organic growth and opportunistic tuck-in M&A

## **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 (5.7% of diluted shares \*)



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



Prashant Joshi Chief Operating Officer

- 20+ years of experience across SME, Retail & Corporate banking
  - Previously worked with Deutsche Bank, Standard Chartered Bank, IDBI Bank & ICICI



Pankaj Thapar Director - Strategy

- 30+ years of experience in corporate finance
- Previously worked with Everstone Capital Advisors, Dentsu, Coca-Cola India, ANZ Grindlays Bank, Citibank & ICICI



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- Designate

- 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



A.Gowthaman Business Head Vehicle Finance

- 20+ years of experience in financial institutions
- Previously worked with Cholamandalam Investment & Finance Company, Shriram Transport Finance Company, Shriram Investments and others



Hansraj Thakur Business Head SME Finance

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



Shreejit Menon Business Head Affordable HF

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

\* Excluding CCPS

## **Entrepreneurial Leadership Team with Strong Sponsor Backing**





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



Uday Narayan National Credit Head - SME

- 20 years of experience with banks & financial Institutions
- Previously worked with Reliance Capital, Bajaj Finance, ICICI Bank, Axis Bank and L & T Finance



Shripad Desai R National Credit D Head – Housing Finance

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



Benaifer Palsetia Chief Human Resources Officer

- More than 19 years of experience with banks and financial institutions
- Previously worked with IDFC Bank, Citibank and Credit Suisse



Pradeep Kumar Chief Technology Officer

- More than 20 years of IT experience with financial Institutions and IT Companies
- Previously worked with PNB Housing Finance Limited, BirlaSoft Limited, WNS, Tata Infotech



N. Ramesh Group Head Operations

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



Natraj P Chief Risk Officer

- More than 20 years of experience with banks and financial institutions
- Previously worked with Cholamandalam & Equitas Small Finance Bank

## 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
	Dahhu Davilsh	Chairman & Non-Executive	■Director since 2011
	Bobby Parikh	Independent Director	Several years of experience in finance
	D. Cuidhau	Function Vine Chairman 9 CFO	■30+ years of experience in financial services industry
	R.Sridhar	Executive Vice Chairman & CEO	■Previously associated with various entities forming part of the Shriram group
<u> </u>			Director since 2010; Partner at Everstone Capital
	Dhanpal Jhaveri	Non-Executive Director	<ul><li>Experience in investing, corporate strategy, mergers and acquisitions and investment banking</li></ul>
			Previously worked with Vedanta Group, ICICI Securities, KPMG India
	Vibhor Talreja Non-Executive Director		■Managing Director at Everstone Capital since 2019
			Previously worked at Temasek India, JM Financial, Morgan Stanley and Tata Administrative Services
	Aditya Joshi	Non-Executive Director	Senior Vice-President at Brookfield Asset Management. Mumbai leading the Private Equity Investment team in India
			■Previously worked with Apax Partners and The Blackstone Group
90			•Managing Director at Brookfield Asset Management India responsible for Corporate Finance activities
	Sridhar Rengan	Non-Executive Director	<ul> <li>Before joining Brookfield, Mr Rengan has held senior level positions across various many business groups</li> </ul>
	Hemant Kaul Non-Executive Independent Director		Several years of experience in the fields of banking and insurance
<b>9</b>			■Previously worked with Axis Bank and Bajaj Allianz General Insurance
	Naina Kriahna Musthu	Non-Executive Independent	■17+ years of experience in the field of law
	Naina Krishna Murthy	Director	■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



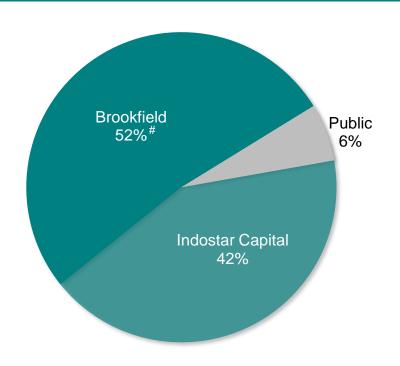
## **Discussion Summary**

- Brookfield Investment
- Quarterly Results
- Moratorium and Collections Update
- Business Update
- Shareholding Structure

# **Shareholding Pattern**



#### Shareholding @ 31 July 2020



#### For Further Queries





Amol Joshi Chief Financial Officer

Contact No: +91 98198 68337

Email - investor.relations@indostarcapital.com

#### **Media Contact**

Snigdha Nair Adfactors PR

Email - snigdha.nair@adfactorspr.com; indostar@adfactorspr.com