

Unaudited Financial Results – Q1 FY2023-24 August 14, 2023



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Performance Highlights

Net Interest Income

Q1FY24: ₹562 Cr

Profit After Tax

Q1FY24: ₹ 296 Cr

NIM, RoA & Spread

NIM: 3.0% RoA: 1.7% Spread: 3.5%

Asset Quality

GNPA: 2.87% NNPA: 1.69%

Capital Levels

Net Worth: ₹ 17,576 Cr

Net Gearing: 2.0x Total CRAR: 31.2% Tier 1 CRAR: 26.9%

- Balance sheet has stabilized: ~74,000 Crs from last 4 quarters
- Gross and Net NPAs lowest in 11 quarters



Strategic Focus Areas

Retail Lending Growth Driver

- Drive Retail AUM growth through asset-light model: ₹ 12,890 Cr disbursed under the asset-light model since FY22
- 35% of AUM now funded by CLM/sell-downs; up from 10% in FY18
- Sustain 3%+ RoA [already being realized on new retail disbursals]. Focus on asset quality
- Strengthen strategic co-lending partnerships. Expand distribution franchise
- Will be mid-teen RoE business by FY26

Rebranding & Reorganisation

- Subsequent to Board approval, re-branding and name change of the Company is now awaiting regulatory and shareholders' approval
- Simplification of company structure; transition to origination engine; enhancement of capital adequacy ratios; reduction in gearing; and improved cost efficiencies
- Erstwhile promoter shareholding at ~1% and shrinking. Top shareholders of the Company are LIC [largest institutional shareholder and bondholder] and other FIIs

Proactive ALM Management

- Maintain liquidity level [with adequate buffer of undrawn lines]
- Pre-payment of lumpy repayments
- Creation of earmarked, trustee-managed pool of monies [where regulations do not permit prepayments]

Wholesale Loans

Continuous De-risking

- Drive asset monetization and run down wholesale loan book
- Focus on recoveries to strengthen provision buffer
- Demonstrated resolution of loans that were of concern in the past

Retail Lending:

Demonstrated Scale from Asset-Light Model



35% of AUM is now funded by CLM/Sell-downs; up from 10% in FY18

₹ 1,837 Cr disbursed through co-lending and sell down in Q1FY24

Profile of Loans Disbursed in FY23
Disbursal Amount [₹ Cr]
Count of Cases
Average Ticket Size [₹ lacs]
Median CIBIL Score

Total	Home Loans	LAP
1,837	882	955
4,579	2,793	1,786
40	32	53
769	770	766

3%+ RoA.
Asset Quality

- 3%+ RoA earned on disbursals done through asset-light model
- Since FY2022, retail disbursals of ₹ 12,890 Cr done under asset-light model. 90+ delinquency at under 0.15%
- Strategic and sizable sourcing partner for 8 banks
- Retail business to deliver mid-teen RoEs by FY26

Expanding Distribution Network

- Branch Count: 217 [up from 178 branches in June 2022]
- Manpower: 5,166 [up from 4,783 employees in June 2022]
- Technology-leveraged processes:
 - Common, standard credit policy parameters across partner banks
 - Standardised credit appraisal documents
 - Standardised credit process flow
 - Standardised credit appraisal memos and other relevant formats



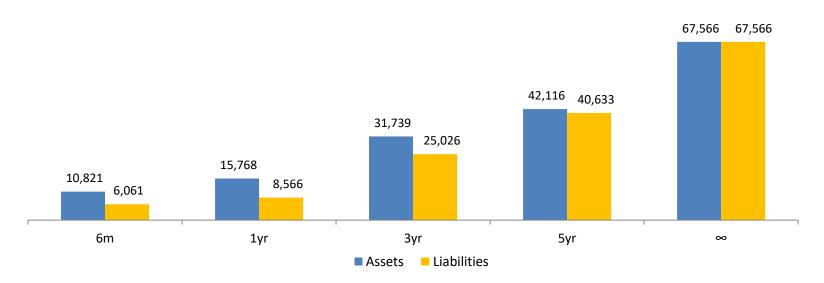
Foreign Currency Borrowings: Last 10 Years

Borrowings Raised in	Amount [USD Mn]	Nature	Comments
FY2013-14	37.3	Loans	
FY2014-15	280.9	Loans + Bonds	
FY2015-16	139.2	Loans	
FY2016-17	832.8	Loans + Bonds	
FY2017-18	1,157.3	Loans	Matured and has been repaid
			- USD 11.2 Mn matured and repaid
FY2018-19	281.2	Loans + Bonds	- USD 270 Mn maturing and will be repaid next week
FY2019-20	350.0	Bonds	Matured and has been repaid
Total	3,078.7		

- ~USD 3.0 Bn of debt from 202 foreign institutions raised by the Company in last 10 years, will all stand repaid at the end of August 2023. ~USD 2 Bn of this repaid post IL&FS default in 2018
- Thereafter, only FCCBs of USD 285 Mn and dollar debt from Indian banks of USD 100 Mn will remain outstanding
- ECB repayment FDs have been liquidated and transfer of funds for USD 270 Mn of principal plus interest has been initiated ahead of repayment due date next week
- Trustee-managed FDs of ₹ 628 Cr, equivalent to 50% FCCB amount of March 2024[^] put option [total: USD 149.5 Mn] has been separately created
- For significant foreign debt repayments, such as USD 250 Mn repayment in FY20/21 and USD 350 Mn in FY22, the Company, from a year prior to repayment, voluntarily set aside sums on a quarterly basis as FDs to build up to total repayment maturity amount

Proactive ALM Management



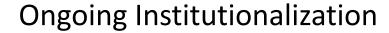


Liquidity

- ₹ 5,343 Cr of liquidity on balance sheet [excluding undrawn facilities]
- Positive cash of ₹ 7,202 Cr at the end of 1 year
- Liquidity Coverage Ratio [LCR] as at end of June 2023 stands at 79% against regulatory requirement of 60% [This is only RBI defined High Quality Liquid Assets HQLA]

Pre-payment and Voluntary Pre-funding

- FDs created to build up to USD 270 Mn of ECB repayments have been liquidated and transfer of funds initiated ahead of repayment due date next week
- Trustee-managed FDs of ₹ 628 Cr, equivalent to 50% FCCB amount of March 2024 put option [total: USD 149.5 Mn] has been separately created
- Since Sep 2018, IBH has repaid debt of ₹ 1,58,605 Cr on gross basis, and ₹ 72,821 Cr on net basis: Largest debt repayment by a corporate in India across financial/non-financial companies





Board of Directors with depth of experience

Mr. S.S. Mundra
 [Chairman, Non-executive, Independent director]

: Ex-Deputy Governor of the Reserve Bank of India

Mr. Rajiv Gupta*
 [Nominee Director]

Director & CEO of LICHFL Asset Management Company Ltd.

• Mr. A Siddharth

[Independent director]

[Chairman, Audit Committee]

• Mr. Dinabandhu Mohapatra

[Independent director]

 Mr. Satish Chand Mathur [Independent director]

 Justice Gyan Sudha Misra [Independent director]

• Mr. Gagan Banga

Mr. Sachin Chaudhary

Ex-Partner, Deloitte, Haskins & Sells

Ex-MD & CEO of Bank of India, 35 years of banking experience

Ex-Director General of Police, Maharashtra

Retired Justice, Supreme Court of India

: Vice Chairman, Managing Director and CEO

: Chief Operating Officer

^{*} On July 28, 2023, IBH appointed Mr. Rajiv Gupta, Director and CEO of LICHFL Asset Management Company Ltd, as Life Insurance Corporation of India (LIC) Nominee Director. LIC is presently the largest bond holder and institutional shareholder of the Company





	Q1FY24	Q1FY23
Gross NPA	1,886	2,159
Gross NPA %	2.87%	2.96%
Net NPA	1,113	1,252
Net NPA %	1.69%	1.71%

	Imputed Provisions				
	₹ Crore	%			
Existing Provisions	1,310	2.5%			
Expected Recoveries^ [from pool of ~₹ 10,000 Cr+]	4,200	7.9%			
Others^^ [Yes Bank T1 etc]	875	1.6%			
Imputed Provision	6,385	12.0%			

[^]Track record of recovering in excess of 60% from written off pool ^^Bombay High court set aside the write off of Yes Bank AT1 Bonds

- **Gross and Net NPAs lowest in 11 quarters**
- Provision buffer supported by ~₹ 4,200 Cr of expected recovery. Total imputed provision buffer ₹ 6,385 Cr [12.0%] of book]. Imputed provisions are 3.4x of gross NPAs
- Since FY 2022, retail disbursals of ₹ 12,890 Cr have been done under the asset-light model. 90+ delinquency at under 0.15%





Rating Agency	Long Term Credit Rating
CRISIL [an S&P Global Company]	AA [Revalidated: June 22, 2023]
ICRA [a Moody's Investors Service Company]	AA [Revalidated: June 26, 2023]
CARE Ratings	AA [Revalidated: May 11, 2023]
Brickwork Ratings	AA+ [Revalidated: Dec 15, 2022]



Overarching Theme and Takeaways

• Asset-light retail origination model gaining traction: 35% of AUM is now funded by CLM/sell downs; up from 10% in FY18. High RoA sourcing. Low delinquencies

 Reorganisation and rebranding: Opportunity with largest HFC vacating the space; greater consolidation; transition from capital intensive lending to origination engine; enhancement of capital adequacy ratios; reduction in gearing; and improved cost efficiencies

 Proactive ALM Management: Demonstrated, responsible ALM management. Buffer of liquidity and undrawn lines. Faith reposed by rating agencies



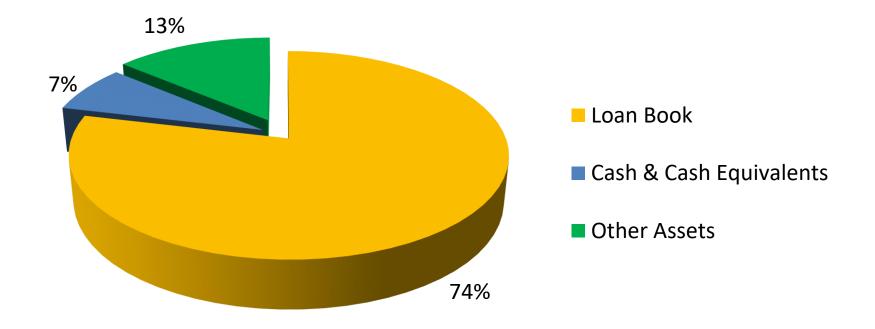
Appendix



Financial and Operational Highlights

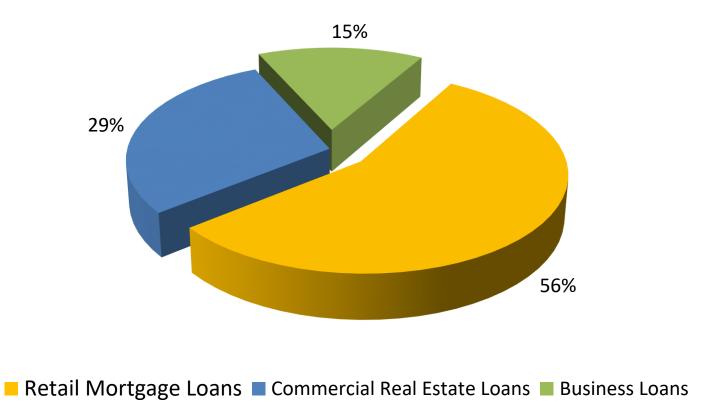






Asset Composition





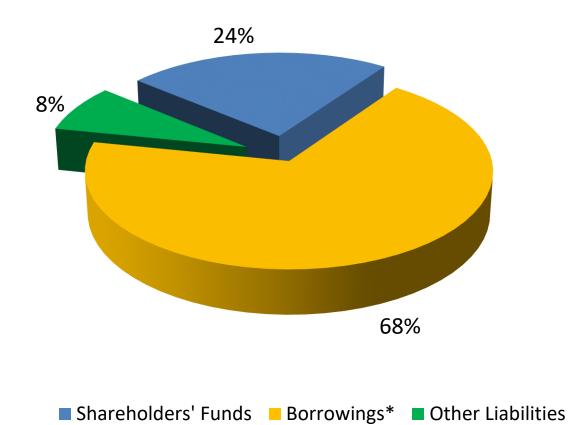
Book spread expanded to 3.5% at end of Q1FY24 from 2.7% at end of Q1FY23



Liabilities Profile

Liabilities

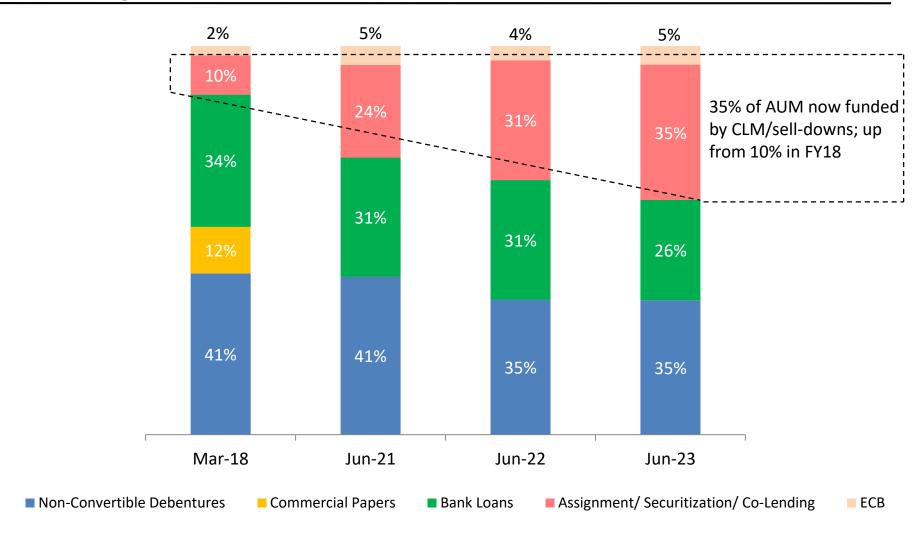




* Including securitization liability



Funding Mix



ECB: External Commercial Borrowing



Particulars	Total	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26
Cash & Investments	5,343	5,343	3,210	4,760	5,568	7,202	5,772	7,059	7,324
Customer Repayments	53,211	2,688	2,790	2,556	2,391	2,243	2,193	2,116	2,063
Non Current Assets	9,012	_	-	-	-	-	-	-	-
Total Inflows [A]	67,566	8,031	6,000	7,315	7,959	9,445	7,964	9,175	9,388
Cumulative Total Inflows		8,031	10,821	13,376	15,768	18,011	20,203	22,319	24,383
Repayments	49,990	4,821	1,240	1,747	757	3,673	905	1,851	2,870
Equity Capital, Reserves & Surplus	17,576	-	-	-	-	-	-	-	-
Total Outflows [B]	67,566	4,821	1,240	1,747	757	3,673	905	1,851	2,870
Cumulative Total Outflows		4,821	6,061	7,808	8,566	12,239	13,144	14,995	17,865
Net Cash [A-B]		3,210	4,760	5,568	7,202	5,772	7,059	7,324	6,518

- The Company's Liquidity Coverage Ratio as on June, 2023 stands at 79% against a regulatory requirement of only 60%. The liquidity considered here is only on regulatory defined High Quality Liquid Assets [HQLA], as defined by the RBI, which excludes investments such as those in fixed deposits and in liquid schemes of mutual funds etc.
- FDs created to build up to USD 270 Mn of ECB repayments have been liquidated and transfer of funds initiated ahead of repayment due date next week
- Trustee-managed FDs of ₹ 628 Cr, equivalent to 50% FCCB amount of March 2024^ put option [total: USD 149.5 Mn] has been separately created



Particulars	Q2FY26	Q3FY26	Q4FY26	Q1FY27	Q2FY27	Q3FY27	Q4FY27	Q1FY28
Cash & Investments	6,518	6,527	6,636	7,722	6,713	4,889	5,437	6,483
Customer Repayments	2,067	1,632	2,472	1,185	1,477	1,526	2,017	1,194
Non Current Assets	-	-	-	-	-	-	-	-
Total Inflows [A]	8,585	8,158	9,108	8,907	8,190	6,415	7,454	7,677
Cumulative Total Inflows	26,450	28,082	30,554	31,739	33,215	34,741	36,758	37,952
Repayments	2,058	1,522	1,386	2,194	3,301	977	971	1,135
Equity Capital, Reserves & Surplus	-	-	-	-	-	-	-	-
Total Outflows [B]	2,058	1,522	1,386	2,194	3,301	977	971	1,135
Cumulative Total Outflows	19,923	21,446	22,831	25,026	28,326	29,304	30,275	31,409
Net Cash [A-B]	6,527	6,636	7,722	6,713	4,889	5,437	6,483	6,543



Particulars	Q2FY28	Q3FY28	Q4FY28	Q1FY29	Q2FY29	Q3FY29	Q4FY29	Q1FY30
Cash & Investments	6,543	4,675	4,840	1,311	1,483	1,997	2,174	2,157
Customer Repayments	1,095	1,101	1,007	961	802	935	709	813
Non Current Assets	-	-	-	-	-	-	-	-
Total Inflows [A]	7,638	5,776	5,846	2,271	2,285	2,931	2,883	2,970
Cumulative Total Inflows	39,047	40,149	41,155	42,116	42,918	43,853	44,562	45,374
Repayments	2,964	936	4,536	788	288	758	725	564
Equity Capital, Reserves & Surplus	-	-	-	-	-	-	-	-
Total Outflows [B]	2,964	936	4,536	788	288	758	725	564
Cumulative Total Outflows	34,373	35,309	39,845	40,633	40,921	41,679	42,404	42,969
Net Cash [A-B]	4,675	4,840	1,311	1,483	1,997	2,174	2,157	2,406



Particulars	Q2FY30	Q3FY30	Q4FY30	Q1FY31	Q2FY31	Q3FY31	Q4FY31	Q1FY32	Q2FY32
Cash & Investments	2,406	2,572	3,179	2,717	3,217	2,712	3,070	3,434	3,831
Customer Repayments	724	801	737	657	646	500	498	527	491
Non Current Assets	-	-	-	-	-	-	-	-	-
Total Inflows [A]	3,130	3,373	3,915	3,374	3,862	3,211	3,568	3,960	4,323
Cumulative Total Inflows	46,098	46,899	47,636	48,293	48,939	49,438	49,936	50,463	50,954
Repayments	558	194	1,198	158	1,151	141	134	129	43
Equity Capital, Reserves & Surplus	-	-	-	-	-	-	-	-	-
Total Outflows [B]	558	194	1,198	158	1,151	141	134	129	43
Cumulative Total Outflows	43,526	43,720	44,919	45,076	46,227	46,368	46,502	46,632	46,675
Net Cash [A-B]	2,572	3,179	2,717	3,217	2,712	3,070	3,434	3,831	4,280



Particulars	Q3FY32	Q4FY32	Q1FY33	Q2FY33	Q3FY33	Q4FY33	Q1FY34	10+Years
Cash & Investments	4,280	4,745	5,189	5,555	5,390	5,709	6,028	6,245
Customer Repayments	504	484	404	374	357	357	354	4,765
Non Current Assets	_	-	-	-	-	-	-	9,012
Total Inflows [A]	4,784	5,229	5,594	5,928	5,747	6,066	6,383	20,022
Cumulative Total Inflows	51,459	51,943	52,347	52,721	53,078	53,435	53,789	67,566
Repayments	40	39	39	538	38	38	138	2,446
Equity Capital, Reserves & Surplus	-	-	-	-	-	-	-	17,576
Total Outflows [B]	40	39	39	538	38	38	138	20,022
Cumulative Total Outflows	46,714	46,754	46,793	47,331	47,369	47,406	47,544	67,566
Net Cash [A-B]	4,745	5,189	5,555	5,390	5,709	6,028	6,245	-

Home Loan Profile: Focus on Mid-Income Affordable Housing



	Urban Home Loans	Semi-Urban Home Loans					
Average Loan Size	₹ 35 Lakhs	₹ 25 Lakhs					
Maximum Loan to Value	80%	80%					
Average Loan to Value	73% [at origination]	70% [at origination]					
Average CIBIL Score	761						
Average Loan Term	15 years						
Average Customer Age	38 years						
Primary Security	Mortgage of property fi	nanced					
Repayment Type	Monthly amortizing						

Smart City Home Loan: Technology-led Cost-effective Delivery through eHomeLoans Platform



Minimum Loan Size	₹7 Lakhs
Average Loan Size	₹ 10 Lakhs
Maximum Loan Size	₹ 40 Lakhs
Maximum Loan to Value	80% [at origination]
Maximum Loan Term	20 years
Average CIBIL Score	756
Average Customer Age	39 years
Primary Security	Mortgage of property financed
Repayment Type	Monthly amortizing

- Smart City Home Loans rides on the eHome Loans infrastructure with lean spoke branches logging in digital/scanned loan applications, these are underwritten at centralised regional credit hubs
- Smart City Home Loans is driving expansion into geographies with low competitive intensity, contributing better margins at low cost-to-income without dilution in credit standards



Loan Against Property Product Profile

Average Loan Size	₹ 73 Lakhs
Maximum Loan to Value	65%
Average Loan to Value	49% [at origination]
Average Loan Term	7 years
Average CIBIL Score	758
Primary Security	Mortgage of property financed
Repayment Type	Monthly amortizing
Average Age of Business	7 years
Basis of Credit Appraisal	Business cash flow analysis based

Cash flow based underwriting: Loan repayment is from underlying business cash flows and not from refinancing

Smart City LAP: Technology-led Cost-effective Delivery through eHomeLoans Platform



Minimum Loan Size	₹ 10 Lakhs
Average Loan Size	₹ 25 Lakhs
Maximum Loan Size	₹ 50 Lakhs
Maximum Loan to Value	55% [at origination]
Average Loan to Value	40%
Average CIBIL Score	756
Maximum Loan Term	10 years
Average Loan Term	5 years
Average Customer Age	41 years
Primary Security	Mortgage of property financed
Repayment Type	Monthly amortizing



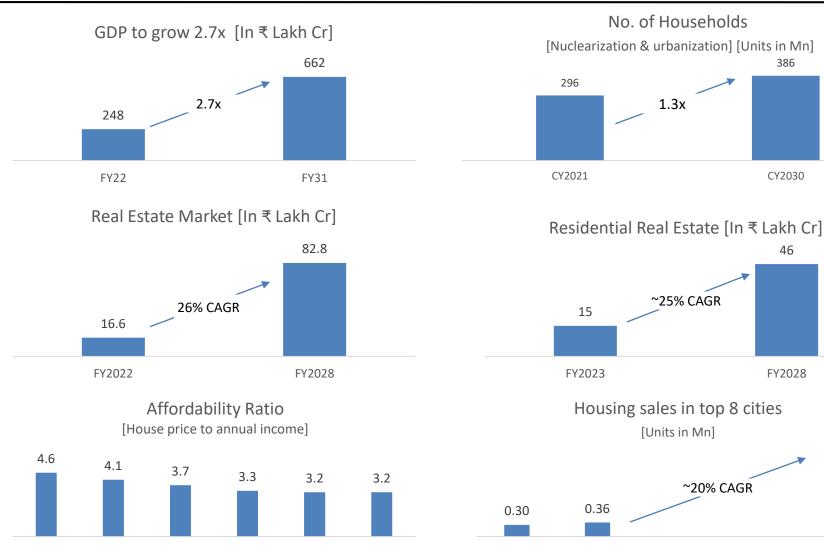
Beginning of a Long Term Property Market Up-cycle

Macros: Tremendous Housing Potential



386

46



FY22

CY21

CY22

Source: Niti Aayog; IBEF.org

FY16

FY18

FY20

FY21

FY14

1.50

CY30



Static Credit Performance Analysis of LAP and HL Pools



Retail Loan Book of Highest Quality

Portfolio performance of all sold down pools of ₹ 82,636 Cr

		Initial Pool Details			of Initial POS			
Loan Pool Type	Disbursement [₹ Cr]	Average Ticket Size [at disbursement] [₹ Lakh]	Sold Down Principal [₹ Cr]	Months on Book	Pool Principal [₹ Cr]	Amortisation [On sell downt]	90+ dpd %	180+ dpd %
HL Pools	56,319	26.30	44,899	67	13,426	70%	0.74%	0.52%
LAP Pools	26,317	57.95	21,035	59	5,452	74%	0.99%	0.76%
Total	82,636	31.84	65,933	64	18,878	71%	0.82%	0.60%

Portfolio performance of all live sold down DA pools is monitored by the credit bureau Experian. Remainder PTC/PCG pools are being monitored by CRISIL, ICRA, CARE and Brickwork Ratings [respective agencies that rated the PTC/PCG pools]

IBHFL has 24 ongoing relationships with banks / mutual funds for sell down

Axis Bank	Bank of Baroda	Bank of India	Canara Bank
ICICI Bank	Central Bank of India	Deutsche Bank	IDFC First Bank
IDBI Bank	Indian Bank	Indian Overseas Bank	Kotak Mahindra Bank
Punjab National Bank	State Bank of India	RBL Bank	UCO BANK
Union Bank of India	Punjab & Sind Bank	HDFC Bank	Yes Bank
HDFC Ltd.	SSG	Davidson Kempner	Oaktree

Home Loans Pool Performance Factsheet: Experian Credit Bureau Direct Assignments [Sold Down]

^ı Indiabul	S
HOUSING FINAN	CE

	Initial Pool Details		ails				of Initia	I POS				
Sr. No	Investor	Sold Down Date	Disbursement [₹ Cr]	Sold Down Principal [₹ Cr]	MPS	Pool Principal [₹ Cr]	Amortisa- tion#	90+ dpd %	180+ dpd %	CCR	MCR	QCR
1	Bank 22	31 Dec 15	449.6	374.2	89	36.0	91%	0.28%	0.20%	99.8%	100.4%	99.3%
2	Bank 15	29 Mar 17	733.5	612.0	74	53.3	92%	0.67%	0.67%	99.7%	94.4%	98.6%
3	Bank 15	23 Jun 17	460.1	387.4	71	34.9	92%	0.32%	0.30%	99.7%	117.2%	103.7%
4	Bank 8	30 Jun 17	212.4	177.0	71	32.1	83%	0.34%	0.13%	99.8%	102.4%	101.5%
5	Bank 8	26 Sep 17	200.8	168.1	68	45.6	75%	0.66%	0.50%	99.9%	145.6%	119.0%
6	Bank 15	27 Sep 17	909.8	760.2	68	112.9	86%	0.46%	0.17%	99.7%	103.4%	98.6%
7	Bank 15	22 Dec 17	878.6	735.5	65	118.1	85%	0.82%	0.71%	99.5%	98.2%	102.0%
8	Bank 16	22 Dec 17	225.4	178.8	65	40.1	80%	1.42%	1.42%	99.3%	94.7%	95.5%
9	Bank 8	22 Dec 17	126.5	104.2	65	28.5	75%	0.13%	0.13%	99.8%	101.5%	100.5%
10	Bank 15	05 Mar 18	601.1	504.0	63	88.0	84%	0.51%	0.51%	99.6%	96.8%	104.6%
11	Bank 16	09 Mar 18	483.2	394.3	63	100.9	77%	1.02%	0.99%	99.2%	98.2%	102.0%
12	Bank 1	22 Mar 18	358.5	289.1	62	95.7	70%	1.43%	1.38%	99.4%	100.0%	99.3%
13	Bank 16	26 Mar 18	480.9	404.3	62	85.8	80%	0.66%	0.60%	99.5%	100.4%	100.5%
14	Bank 1	27 Mar 18	222.9	185.0	62	55.0	73%	1.02%	0.74%	99.6%	97.6%	97.9%
15	Bank 8	28 Mar 18	337.1	270.6	62	78.9	74%	0.74%	0.74%	99.4%	97.4%	99.1%
16	Bank 8	30 Apr 18	174.6	146.1	61	40.9	74%	0.75%	0.75%	99.3%	104.2%	108.3%
17	Bank 15	04 May 18	413.9	349.0	61	55.5	85%	0.74%	0.36%	99.7%	103.1%	118.3%
18	Bank 15	17 May 18	270.0	224.8	60	32.6	87%	0.32%	0.32%	99.8%	98.9%	99.9%
19	Bank 8	18 May 18	109.8	91.4	60	26.5	73%	0.66%	0.66%	99.5%	111.9%	106.2%
20	Bank 15	22 Jun 18	597.0	502.8	59	110.8	79%	0.87%	0.80%	99.5%	98.7%	100.0%
21	Bank 8	26 Jun 18	134.9	112.8	59	31.5	74%	0.95%	0.95%	99.3%	94.7%	96.0%
22	Bank 15	25 Jul 18	327.8	275.1	58	44.3	85%	0.87%	0.87%	99.2%	94.8%	98.7%
23	Bank 8	31 Jul 18	109.4	90.4	58	26.2	73%	1.19%	1.19%	99.0%	96.4%	100.2%
24	Bank 15	30 Aug 18	413.2	349.4	57	70.7	81%	0.43%	0.43%	99.4%	101.8%	105.6%
25	Bank 15	19 Sep 18	353.2	297.5	56	52.1	84%	0.65%	0.65%	98.9%	99.2%	106.5%
26	Bank 8	19 Sep 18	109.4	90.4	56	23.5	76%	0.64%	0.64%	99.4%	97.9%	99.7%
27	Bank 17	29 Oct 18	879.7	672.3	55	204.8	73%	1.23%	1.12%	99.2%	96.6%	97.7%
28	Bank 17	29 Oct 18	828.0	645.4	55	165.5	77%	0.84%	0.77%	99.3%	99.6%	106.8%

Home Loans Pool Performance Factsheet: Experian Credit Bureau India Direct Assignments [Sold Down]

		<u>Jagiiii</u>	Citto [50							11000	IANOL	
			Initial Pool Det	ails				of Initio	ıl POS			
Sr. No	Investor	Sold Down Date	Disbursement [₹ Cr]	Sold Down Principal [₹ Cr]	MPS	Pool Principal [₹ Cr]	Amortisa- tion#	90+ dpd %	180+ dpd %	CCR	MCR	QCR
29	Bank 18	31 Oct 18	352.8	287.7	55	52.3	84%	0.30%	0.30%	99.8%	117.2%	110.2%
30	Bank 17	15 Nov 18	170.7	133.1	55	43.3	70%	1.04%	0.97%	99.0%	100.3%	102.4%
31	Bank 8	16 Nov 18	1,594.6	1,217.1	55	183.6	86%	0.58%	0.51%	99.6%	103.4%	103.5%
32	Bank 8	17 Nov 18	377.4	306.3	55	91.4	73%	1.10%	0.99%	99.2%	96.6%	98.8%
33	Bank 8	30 Nov 18	141.3	109.1	55	35.1	72%	0.85%	0.85%	99.2%	101.9%	100.0%
34	Bank 8	14 Dec 18	239.4	194.4	54	60.5	72%	0.94%	0.68%	99.2%	98.7%	100.7%
35	Bank 8	14 Dec 18	236.9	189.3	54	31.8	84%	0.33%	0.21%	99.8%	97.8%	100.4%
36	Bank 8	21 Dec 18	3,254.4	2,462.1	54	449.2	83%	0.74%	0.62%	99.4%	105.5%	104.0%
37	Bank 8	21 Dec 18	1,643.4	1,184.1	54	391.2	70%	0.78%	0.66%	98.8%	103.1%	101.4%
38	Bank 21	29 Dec 18	338.5	271.8	53	57.8	81%	0.46%	0.46%	99.6%	91.7%	96.3%
39	Bank 6	31 Dec 18	368.0	275.3	53	90.1	69%	1.50%	1.36%	99.1%	96.5%	97.1%
40	Bank 18	31 Dec 18	340.0	255.1	53	50.2	82%	1.26%	0.90%	99.1%	94.3%	96.6%
41	Bank 19	31 Dec 18	321.8	238.5	53	26.4	90%	1.66%	1.66%	98.3%	97.0%	88.0%
42	Bank 21	16 Jan 19	920.4	728.0	52	133.2	84%	0.23%	0.23%	99.7%	99.8%	100.6%
43	Bank 8	29 Jan 19	678.2	511.7	53	81.1	85%	0.51%	0.38%	99.5%	101.5%	101.7%
44	Bank 8	31 Jan 19	310.0	226.1	53	68.2	72%	1.28%	1.13%	98.5%	97.6%	96.2%
45	Bank 23	31 Jan 19	237.0	169.5	52	53.5	72%	0.91%	0.78%	99.2%	98.1%	98.3%
46	Bank 10	31 Jan 19	161.0	117.4	52	43.4	66%	1.57%	1.57%	98.7%	96.3%	97.2%
47	Bank 10	15 Feb 19	133.4	100.3	51	33.6	69%	1.06%	0.80%	99.3%	100.4%	100.7%
48	Bank 23	22 Feb 19	248.7	182.7	51	65.1	67%	1.43%	1.43%	98.6%	96.4%	98.2%
49	Bank 8	27 Feb 19	176.8	128.9	52	36.7	74%	1.04%	0.86%	99.7%	145.4%	122.8%
50	Bank 11	28 Feb 19	200.5	143.2	51	35.0	78%	1.00%	1.00%	99.2%	96.6%	97.1%
51	Bank 10	19 Mar 19	171.4	126.3	50	45.7	67%	1.79%	1.79%	98.6%	94.6%	95.9%
52	Bank 8	19 Mar 19	182.4	133.4	51	46.1	68%	1.12%	1.03%	98.6%	94.5%	95.3%
53	Bank 11	28 Mar 19	149.3	109.2	50	33.9	72%	1.00%	0.89%	99.2%	97.1%	97.2%
54	Bank 14	29 Mar 19	203.7	145.7	50	26.8	84%	0.31%	0.08%	99.8%	105.8%	102.1%
55	Bank 6	31 Mar 19	975.0	709.3	50	188.1	76%	0.99%	0.99%	99.3%	99.2%	99.8%
56	Bank 8	25 Apr 19	207.7	147.5	50	52.0	69%	1.05%	0.95%	99.2%	100.6%	100.7%

Home Loans Pool Performance Factsheet: Experian Credit Bureau *Indiabuls*Direct Assignments [Sold Down]

Dire	ct As	signme	ents [Sol	d Down]	n] HOUSING FII							NANCE		
			Initial Pool Detai	ils				of Initia	I POS					
Sr. No	Investor	Sold Down Date	Disbursement [₹ Cr]	Sold Down Principal [₹ Cr]	MPS	Pool Principal [₹ Cr]	Amortisa- tion#	90+ dpd %	180+ dpd %	CCR	MCR	QCR		
57	Bank 11	14 May 19	166.4	122.4	49	31.2	77%	0.13%	0.05%	99.9%	99.6%	100.0%		
58	Bank 23	27 May 19	612.3	463.7	48	109.2	78%	1.33%	1.03%	99.1%	98.4%	98.4%		
59	Bank 23	27 May 19	116.7	84.3	48	35.0	62%	1.08%	1.08%	99.0%	98.7%	98.1%		
60	Bank 23	28 Jun 19	334.9	248.2	47	51.0	81%	0.52%	0.52%	99.4%	95.4%	98.7%		
61	Bank 23	28 Jun 19	169.3	123.4	47	39.1	71%	1.17%	0.99%	99.2%	102.7%	98.5%		
62	Bank 11	19 Sep 19	328.7	242.2	44	72.3	72%	1.24%	1.24%	99.3%	95.8%	102.0%		
63	Bank 11	26 Sep 19	259.1	180.6	44	75.8	63%	1.44%	1.32%	99.3%	98.0%	97.8%		
64	Bank 11	27 Dec 19	260.0	184.9	41	85.7	59%	0.97%	0.95%	99.3%	98.2%	98.8%		
65	Bank 14	28 Feb 20	110.7	79.3	39	35.9	60%	0.98%	0.98%	98.9%	103.4%	101.8%		
66	Bank 14	29 Feb 20	267.4	198.9	39	82.5	61%	0.26%	0.26%	99.7%	117.0%	105.8%		
67	Bank 11	17 Mar 20	303.4	215.5	39	88.8	63%	1.10%	0.84%	99.2%	98.9%	99.8%		
68	Bank 11	14 Sep 20	116.1	77.8	33	44.1	53%	2.87%	2.65%	99.1%	98.4%	98.5%		
69	Bank 11	16 Sep 20	209.5	141.7	33	59.1	65%	0.79%	0.79%	99.5%	101.0%	106.0%		
70	Bank 11	28 Dec 20	507.5	330.4	29	182.9	55%	1.30%	1.24%	99.7%	101.6%	101.3%		
71	Bank 11	26 Feb 21	243.4	169.4	27	111.0	43%	2.92%	2.69%	99.4%	96.4%	98.0%		
72	Bank 11	31 Mar 21	168.9	111.6	26	64.3	58%	0.63%	0.38%	99.8%	100.7%	99.7%		
73	Bank 11	30 Jun 21	98.9	74.5	23	49.7	44%	1.27%	1.27%	98.6%	99.2%	99.2%		
74	Bank 11	17 Sep 21	148.1	117.2	20	78.3	41%	0.52%	0.52%	99.5%	99.2%	99.4%		
75	Bank 11	20 Dec 21	233.1	195.9	18	139.6	33%	0.41%	0.00%	99.6%	100.5%	99.4%		
76	Bank 19	30 Dec 21	45.4	38.2	17	23.8	42%	0.00%	0.00%	99.7%	100.5%	100.0%		
77	Bank 24	31 Dec 21	69.2	51.2	18	37.5	32%	0.00%	0.00%	98.2%	98.8%	98.3%		
78	FI4	31 Dec 21	445.4	388.4	17	220.4	50%	0.00%	0.00%	98.3%	98.4%	100.4%		
79	Bank 15	11 Mar 22	119.0	99.8	15	85.5	20%	0.00%	0.00%	99.5%	103.7%	100.8%		
80	Bank 11	31 Mar 22	165.1	137.5	14	123.4	17%	0.47%	0.26%	99.1%	100.4%	100.4%		
81	Bank 11	31 May 22	68.2	57.7	12	54.4	11%	0.00%	0.00%	99.8%	99.9%	100.2%		
82	FI3	29 Jun 22	84.0	76.5	12	53.6	33%	0.00%	0.00%	99.7%	100.0%	98.9%		
83	Bank 15	27 Jul 22	111.2	95.8	10	86.1	14%	0.84%	0.00%	99.4%	98.5%	99.4%		
84	Bank 15	27 Sep 22	42.6	36.8	8	35.0	9%	0.00%	0.00%	99.9%	100.1%	99.7%		
85	Bank 15	30 Aug 22	40.4	34.7	9	33.5	8%	0.00%	0.00%	98.6%	98.9%	100.0%		
86	Bank 15	29 Nov 22	65.8	56.9	6	54.6	8%	0.00%	0.00%	#####	100.3%	100.1%		
87	Bank 15	30 Dec 22	40.6	35.4	5	34.5	5%	0.00%	0.00%	#####	100.0%	100.0%		

Bank 15 MPS: Months post securitisation CCR: Cumulative collection ratio

24 Feb 23

88

MCR: Monthly collection ratio QCR- Quarterly collection ratio

59.3

Amortisation is calculated on Disbursement dpd: days past due

12%

0.00%

46.9

3

48.2

99.9% Data is for Jun 2023 payouts

99.8%

0.00%

99.9%

LAP Pool Performance Factsheet: Experian Credit Bureau Direct Assignments [Sold Down]



	Initial Pool Details					of Initia	I POS					
Sr. No	Investor	Sold Down Date	Disbursement [₹ Cr]	Sold Down Principal [₹ Cr]	MPS	Pool Principal [₹ Cr]	Amortisa- tion#	90+ dpd %	180+ dpd %	CCR	MCR	QCR
1	Bank 2	30 Mar 15	1,067.2	869.5	98	49.2	95%	0.31%	0.31%	99.48%	98.84%	102.00%
2	Bank 13	26 Sep 16	368.7	299.6	81	26.3	92%	0.18%	0.18%	99.27%	108.41%	97.70%
3	Bank 5	30 Mar 17	415.9	340.5	74	40.6	89%	0.08%	0.08%	99.87%	98.99%	107.24%
4	Bank 10	28 Jun 17	626.6	469.4	71	45.4	92%	0.00%	0.00%	99.66%	99.84%	99.02%
5	Bank 8	30 Jun 17	406.0	332.7	72	27.9	92%	0.68%	0.27%	99.58%	105.59%	96.73%
6	Bank 14	26 Sep 17	1,943.8	1,528.5	68	163.5	91%	0.15%	0.03%	99.47%	153.21%	120.76%
7	Bank 14	28 Dec 17	881.4	710.9	65	125.9	84%	0.64%	0.59%	99.57%	188.65%	124.23%
8	Bank 12	29 Dec 17	377.8	301.8	65	19.5	94%	0.75%	0.75%	99.11%	104.59%	97.24%
9	Bank 12	01 Mar 18	226.1	186.8	63	16.1	92%	0.00%	0.00%	99.99%	103.49%	100.00%
10	Bank 15	29 Jun 18	515.3	428.1	60	79.2	83%	0.92%	0.55%	99.21%	93.15%	98.41%
11	Bank 12	29 Jun 18	378.6	314.0	59	63.8	81%	1.32%	0.87%	99.09%	96.79%	95.82%
12	Bank 12	23 Aug 18	217.9	185.4	57	41.9	79%	1.23%	1.23%	99.27%	96.32%	97.71%
13	Bank 15	19 Sep 18	284.2	237.5	56	39.3	85%	1.23%	0.89%	99.14%	102.28%	101.64%
14	Bank 15	26 Sep 18	404.0	334.4	56	55.7	85%	1.34%	0.42%	99.05%	96.11%	109.47%
15	Bank 12	31 Oct 18	128.7	106.8	55	33.5	71%	0.96%	0.80%	98.73%	94.26%	95.58%
16	Bank 19	30 Nov 18	380.1	298.8	54	66.8	80%	1.48%	1.48%	97.40%	119.46%	93.65%
17	Bank 15	30 Nov 18	245.7	205.4	54	48.9	78%	1.72%	0.50%	99.12%	93.94%	99.33%
18	Bank 15	27 Dec 18	462.3	354.6	53	94.6	74%	2.08%	1.67%	98.56%	94.57%	95.32%
19	Bank 15	27 Dec 18	308.8	260.3	53	77.5	72%	1.92%	1.70%	98.69%	113.52%	101.30%
20	Bank 15	22 Jan 19	182.2	139.8	52	43.2	70%	2.47%	2.08%	98.39%	88.08%	91.23%
21	Bank 15	24 Jan 19	128.3	108.9	52	25.4	78%	0.00%	0.00%	99.20%	99.62%	117.84%
22	Bank 15	18 Feb 19	183.8	135.6	51	31.5	79%	2.00%	1.28%	99.16%	89.97%	92.98%
23	Bank 15	23 Mar 19	131.6	101.7	50	34.1	68%	1.66%	1.66%	98.84%	88.64%	123.51%
24	Bank 14	29 Mar 19	308.3	226.3	50	89.0	64%	0.00%	0.00%	99.27%	99.72%	104.68%
25	Bank 14	30 Mar 19	398.7	289.9	50	91.1	71%	0.08%	0.08%	99.37%	99.74%	114.07%
26	Bank 15	31 Mar 19	181.1	138.4	50	35.0	76%	1.94%	1.67%	98.58%	102.60%	94.14%
27	Bank 15	28 May 19	131.8	102.0	48	29.2	72%	1.32%	1.32%	98.70%	98.98%	94.62%
28	Bank 24	27 Sep 19	344.4	253.1	44		67%	0.00%	0.00%	100.83%	100.01%	146.50%
29	FI3	30 Mar 21	115.6	99.3	27	29.4	75%	0.00%	0.00%	99.96%	99.91%	99.95%
30	Bank 15	31 Mar 22	65.3	53.0	14	44.4	24%	0.00%	0.00%	99.77%	97.80%	100.89%
31	FI3	20 Nov 22	109.9	83.0	7	69.9	33%	0.00%	0.00%	98.64%	98.89%	99.53%
32	FI3	30 Sep 22	53.1	43.4	9		31%	0.00%	0.00%	99.97%	100.11%	99.88%
33	FI3	31 Dec 22	43.5	36.7	5	33.8	18%	0.00%	0.00%	100.00%	100.00%	100.00%

MPS: Months post securitisation CCR: Cumulative collection ratio

MCR: Monthly collection ratio QCR- Quarterly collection ratio

Amortisation is calculated on Disbursement dpd: days past due

Data is for Jun 2023 payouts

Home Loans and LAP Pool Performance Factsheet PTC and PCG Pools



HL Pools

		Ir	nitial Pool Deta	ails				of Initio	al POS				
Sr No	Investor	Sold Down Date	Disbursement [₹ Cr]	Sold Down Principal [₹ Cr]	MPS	Pool Principal [₹ Cr]	Amortis- ation#	90+ dpd %	180+ dpd %	CCR	MCR	QCR	Rating from
1	Bank 9	29 Jun 17	354.5	330.0	71	67.2	81.1%	0.00%	0.00%	98.53%	102.72%	100.61%	ICRA
2	Bank 2	25 Nov 19	154.9	112.2	43	26.7	82.8%	0.00%	0.00%	99.42%	99.91%	100.04%	Brickwork
3	Bank 2	30 Dec 19	231.6	185.3	41	45.6	80.3%	0.00%	0.00%	99.74%	99.65%	100.36%	ICRA
4	Bank 14	30 Dec 19	604.4	449.8	42	174.7	67.9%	0.00%	0.00%	100.00%	100.93%	100.68%	Brickwork
5	Bank 21	30 Dec 19	546.7	486.5	42	200.9	63.2%	0.00%	0.00%	100.00%	100.44%	101.14%	Brickwork
6	Bank 10	14 Jan 20	532.5	492.6	41	188.4	64.6%	0.00%	0.00%	99.90%	100.20%	102.16%	ICRA
7	Bank 23	03 Mar 20	544.7	378.7	39	106.8	80.4%	0.00%	0.00%	97.57%	100.69%	100.86%	CRISIL
8	Bank 14	13 Mar 20	718.8	541.6	39	289.7	55.2%	0.00%	0.00%	100.00%	101.16%	100.77%	Brickwork
9	Bank 10	29 Dec 20	69.7	58.8	30	29.3	58.0%	0.00%	0.00%	99.84%	99.83%	100.40%	CRISIL
10	Bank 10	29 Dec 20	52.9	45.1	30	15.5	70.7%	0.00%	0.00%	100.00%	97.82%	98.98%	CRISIL
11	FI2	29 Jan 21	1,523.4	1,385.7	29	765.0	49.8%	0.00%	0.00%	100.00%	100.85%	97.60%	Brickwork
12	FI2	30 Jun 21	2,355.2	2,102.2	24	1,452.4	38.3%	0.00%	0.00%	100.00%	99.87%	98.95%	Brickwork
13	FI3	30 Jun 21	283.6	283.6	24	140.7	50.4%	0.00%	0.00%	100.00%	100.00%	100.00%	Brickwork
14	FI2	14 Oct 21	3,257.5	2,780.3	20	1,793.0	45.0%	0.00%	0.00%	100.00%	96.23%	95.85%	Brickwork

LAP Pools Initial Pool Details		ils				of Initial POS							
Sr No	Investor	Sold Down Date	Disbursement [₹ Cr]	Sold Down Principal [₹ Cr]	MPS	Pool Principal [₹ Cr]	Amortis- ation#	90+ dpd %	180+ dpd %	CCR	MCR	QCR	Rating from
1	Bank 9	27-Sep-17	664.0	609.7	68	153.4	77.9%	0.00%	0.00%	99.14%	100.49%	101.60%	ICRA
2	FI3	29-Jun-21	265.5	240.3	24	83.5	68.5%	0.00%	0.00%	96.90%	99.92%	101.20%	Brickwork



Key Ratios, Valuations, and Shareholding





	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
No. of Employees	4,072	4,099	4,840	5,453	6,388	8,111	8,676	5,405	3,480	4,603	5,318
Profit per employee [₹ Cr]	0.31	0.38	0.39	0.43	0.46	0.47	0.47	0.41	0.35	0.26	0.21
Asset per employee [₹ Cr]	8.09	10.84	11.82	14.02	16.23	16.26	15.00	19.03	26.79	17.81	14.16
Cost-to-Income Ratio	18.0%	17.1%	16.4%	14.3%	13.3%	12.5%	12.7%	16.2%	12.8%	21.0%	24.1%

Key Financial Metrics



	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Pre Tax RoAA [%]	4.9%	4.8%	4.9%	4.9%	4.6%	4.3%	4.2%	2.2%	1.6%	1.8%	2.0%
Post Tax RoAA [%]	3.8%	3.8%	3.7%	3.7%	3.6%	3.3%	3.0%	1.9%	1.3%	1.3%	1.4%
RoE [%]	26%	27%	29%	26%	26%	30%	24%	18%	7%	7%	7%
Capital Adequacy [%]#	18.6%	20.5%	19.6%	23.4%	20.9%	20.9%	26.5%	27.1%	30.7%	32.6%	31.2%
- Tier I#	15.1%	16.1%	16.3%	20.4%	17.2%	15.1%	19.8%	20.3%	24.0%	27.2%	26.7%
- Tier II#	3.5%	4.4%	3.3%	3.0%	3.7%	5.8%	6.7%	6.8%	6.7%	5.4%	4.5%

RoAA: Return on Average Assets RoE: Return on Equity



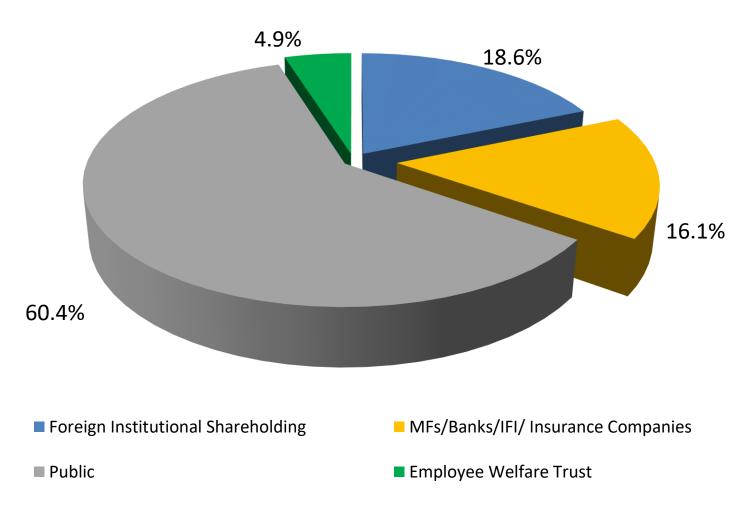


	Mar-13	Mar-14	Mar-15	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Jun-23*
Market Price per Share [₹]	272	286	558	674	998	1,194	744	228	193	157	112	163
Dividend per Share [₹]	20	29	35	36	36	42	40	21	9	-	1	-
Dividend Yield [%]	7.4%	10.2%	6.3%	5.3%	3.6%	3.5%	5.4%	9.2%	4.7%	-	1	-
Market Capitalisation [₹ '000 Cr]	8.5	9.5	19.8	28.4	42.3	50.9	31.8	9.7	8.9	7.4	5.3	7.7
Price-to-Book [times]	1.6	1.7	3.0	2.7	3.4	3.3	1.7	0.6	0.6	0.4	0.3	0.4
PE Ratio [times]	6.8	6.0	10.2	11.3	14.5	13.2	7.8	4.4	7.0	5.9	4.5	6.2

PE: Price to Earnings 40

Shareholding Pattern





Erstwhile promoter shareholding [now classified in 'public' shareholding] at ~1% and shrinking. Top shareholders of the Company are LIC of India [largest institutional shareholder and bondholder] and other FIIs



Detailed Financials



Consolidated Income Statement

			т	(₹ in Billio	
	L			Year ended	
	Particulars	30.06.23	30.06.22	31.03.23	
1	Revenue from operations	(Reviewed)	(Reviewed)	(Reviewed)	(Audited)
'	(i) Interest Income	18.18	16.93	19.80	76.
	(ii) Fees and commission Income	0.23	0.43	0.39	1.
					4.
	(iii) Net gain on fair value changes	0.37	3.01	0.18	4
	(iv) Net gain on derecognition of financial instruments under	0.22	0.39	0.39	4
	amortised cost category				
	Total Revenue from operations	19.00	20.75	20.75	87
2	Other Income	0.15	0.02	0.03	О
3	Total Income (1+2)	19.16	20.77	20.78	87
1	Expenses				
	Finance Costs	13.54	13.42	14.95	56
	Impairment on financial instruments (net of recoveries)	(0.61)	1.18	0.56	6
	Employee Benefits Expenses	1.67	1.05	0.72	5
	Depreciation and amortization	0.19	0.22	0.18	О
	Other expenses	0.40	0.71	0.51	2
	Total expenses	15.19	16.57	16.92	71
5	Profit before tax (3-4)	3.96	4.20	3.86	16
3	Tax expense				
	Current tax Expense/ (Credit)	0.40	0.75	0.49	1
	Deferred Tax Charge	0.60	0.84	0.50	2
					4
-	Total Tax Expense	1.00	1.60	0.99	4
	Profit for the period / year from continuing operations	2.96	2.61	2.87	11
	after tax (5-6)				
3	Profit for the period / year from discontinued operations	(0.02)	0.02	-	О
•	Tax expense for the period / year from discontinued	_	0.00	_	O
	operations		0.00		
0	Profit for the period / year from discontinued	(0.02)	0.02	_	О
	operations after tax (8-9)	(0.02)	0.02	-	
1	Profit for the period / year attributable to the	2.94	2.63	2.87	11
	Shareholders of the Company (7+10)	2.54	2.03	2.07	• • • • • • • • • • • • • • • • • • • •
2	Other comprehensive income				
	(1) Other comprehensive income from continuing operations				
	A (i) Items that will not be reclassified to statement of profit or				
	loss				
	(a) Remeasurement gain / (loss) on defined benefit plan	(0.00)	0.01	0.04	(0
	(b) (Loss) / Gain on equity instrument designated at FVOCI	(0.01)	0.07		C
				0.01	0
	(ii) Income tax impact on A above B (i) Items that will be reclassified to statement of profit or	0.00	(0.02)	0.01	
	loss	(1.29)	(0.40)	3.34	0
	(a) Effective portion of cash flow hedges		(2.48)		
	(ii) Income tax impact on B above	0.32	0.63	(0.84)	(0
	Total Other comprehensive income from continuing	(0.97)	(1.80)	2.55	О
	operations	(0.0.)	()		
	(2) Other comprehensive income from discontinued				
	operations				
	A (i) Items that will not be reclassified to statement of profit or				
	loss				
	(a) Remeasurement gain / (loss) on defined benefit plan	_	-	-	
	(b) (Loss) / Gain on equity instrument designated at FVOCI	-	(0.00)	- 1	(0
	(ii) Income tax impact on A above		0.00	- 1	C
	Total Other comprehensive income from discontinued			1	
	operations	-	(0.00)	-	(0
	Total Other comprehensive (loss) / Income (net of tax)			1	
	(1)+(2)	(0.97)	(1.80)	2.55	C
3	Total comprehensive income (after tax) (11+12)	1.97	0.83	5.42	11
<u>3</u>	Paid-up Equity Share Capital	0.90	0.83	0.90	0
4 5	Other Equity	0.90	0.90	0.90	172
6 6					1/2
О	Earnings per Share (EPS) (for continuing operations) *(EPS for the quarters are not annualised)			l	
	-Basic (Amount in Rs.)	6.60	5.81	6.40	25
	-Diluted (Amount in Rs.)	6.57	5.77	6.40	25
	-Face Value (Amount in Rs.)	2.00	2.00	2.00	2
				I	
	Earnings per Share (EPS) (for discontinued operations)			I	
	*(EPS for the quarters are not annualised)			Į.	
	-Basic (Amount in Rs.)	(0.04)	0.04	-	c
	-Diluted (Amount in Rs.)	(0.04)	0.04	-	C
	-Face Value (Amount in Rs.)	2.00	2.00	2.00	ž
		2.00	2.00	2.00	-
	Earnings per Share (EPS) (for continuing and discontinued			l	
	operations) (for continuing and discontinued			I	
				I	
	*(EPS for the quarters are not annualised)				
	-Basic (Amount in Rs.)	6.56	5.85	6.40	25
	-Diluted (Amount in Rs.)	6.53	5.81	6.40	25
	-Face Value (Amount in Rs.)	2.00	2.00	2.00	2

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Thank you