



Piramal Enterprises Limited

Q3 & 9M FY2023 Results Presentation

February 2023



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1. Q3FY23 Financial Performance

Key Highlights

Total AUM stood at INR 64,867 Cr; significantly improved the AUM mix towards Retail: Retail lending grew to 43% of AUM from 33% in Q3FY22

Net worth strengthened to INR 31,241 Cr from INR 27,472 Cr in Q2FY23

- Profit After Tax (PAT) for the quarter stood at INR 3,545 Cr; Key significant transactions leading to gains of:
 - INR 3,328 Cr on account of reversal of income tax provision¹
 - INR 1,106 Cr on account of restructuring of Shriram Capital group and bond buyback
- Capital Adequacy Ratio of 31% on consolidated balance sheet
- Cash and liquid investments of INR 6,032 Cr (7% of Total Assets)

Retail Lending

- Retail AUM grew 29% YoY to INR 27,896 Cr
 - In-house originated retail loan book (53%) is now larger than the acquired retail loan book (47%)
- Disbursements grew 29% QoQ and 593% YoY to INR 5,111 Cr
- Diversifying product portfolio – launched Budget Housing & LAP Plus
- Home Loan disbursements grew 456% YoY to INR 1,875 Cr

Wholesale Lending

- Wholesale 1.0* AUM reduced by 20% YoY to INR 35,101 Cr
- Created one-time additional provisioning buffer of INR 1,073 Cr on Stage 1 and Stage 2 assets of Wholesale 1.0* AUM in Q3FY23
 - With this, we have adequately provided towards Wholesale 1.0* AUM
- Built a Wholesale 2.0^ AUM across Real Estate and Corporate Mid Market Loans (CMML) worth INR 1,870 Cr
- Stage 2 + Stage 3 Wholesale assets lower at INR 10,369 Cr vs INR 11,044 Cr in Q2FY23

Note: (^) Wholesale 2.0 refers to loans sanctioned under CMML and new RE loans from FY22 onwards (*) Wholesale 1.0 refers to wholesale loans excluding the loans sanctioned under Wholesale 2.0.

(1) INR 3,437 Cr of contingent tax provision was created on the uncertain tax positions of DHFL. Pursuant to assessment order dated 30th Dec 22, these provisions are no longer required and hence INR 3,328 Cr is written back in the P&L after adjusting the requisite tax provision and demand raised by income tax authority.

Q3FY23: Key Numbers

| Overall | | Retail | | Wholesale | |
|---|------------------|---|------------------|---|------------------|
| Total AUM (INR 65,792 Crore in Q3FY22) | INR 64,867 Crore | Retail AUM (up by 29% YoY) | INR 27,896 Crore | Wholesale 1.0* AUM (reduced 20% YoY) | INR 35,101 Crore |
| Retail : Wholesale AUM Mix (33:67 in Q3FY22) | 43:57 | Quarterly Disbursements (up by 593% YoY and 29% QoQ) | INR 5,111 Crore | Wholesale 2.0^ AUM (INR 829 Crore in Q2FY23) | INR 1,870 Crore |
| Equity on PEL Balance Sheet (INR 22,153 Cr for lending business) | INR 31,241 Crore | No of Products (6 as of end FY22) | 13 | % Wholesale Provisioning (13% in Q2FY23) | 16% |
| Profit After Tax (INR 755 Crore in Q3FY22) | INR 3,545 Crore | No. of Branches (301 in Q3FY22) | 375 | Stage 1 Assets (INR 27,865 Cr in Q2FY23) | INR 26,603 Crore |
| GNPA / NNPA Ratio ¹ (3.7% / 1.3% in Q2FY23) | 4.0% / 1.7% | Active Customers (2.6 Mn Customer Franchise) | >1 Mn | Provision Coverage on Stage 2+3 Assets (40% in Q2FY23) | 45% |

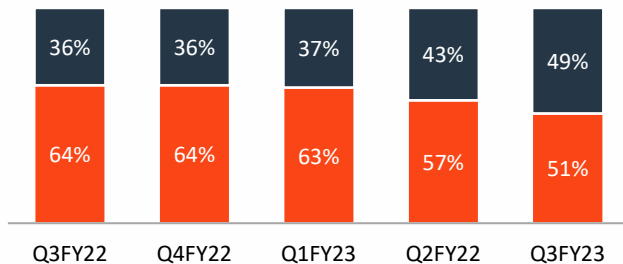
Note: (^) Wholesale 2.0 refers to loans sanctioned under CMML and new RE loans from FY22 onwards (*) Wholesale 1.0 refers to wholesale loans excluding the loans sanctioned under Wholesale 2.0.

(1) GNPA and NNPA ratio are disclosed basis the regulatory reporting.

Assets Under Management

Loan Book Mix

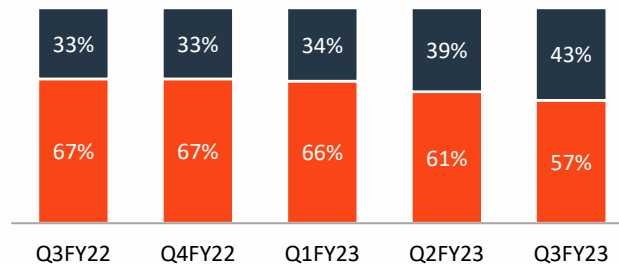
Wholesale Retail



Total Loan Book for Q3FY23 is INR 57,295 Cr

AUM¹ Mix

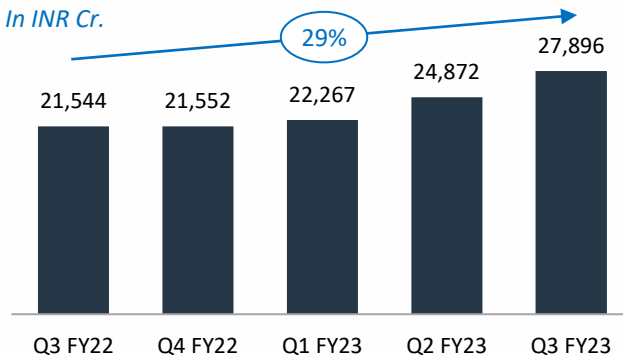
Wholesale Retail



Total AUM for Q3FY23 is INR 64,867 Cr

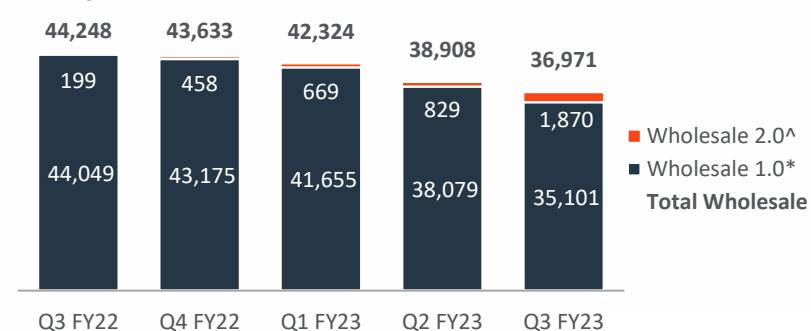
Retail AUM

In INR Cr.



Wholesale AUM

In INR Cr.



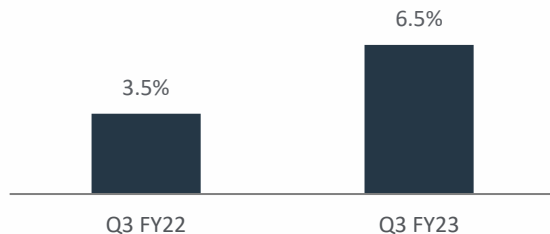
Note: (1) AUM includes loans (INR 57,295 Cr for Q3FY23), and investment (INR 7,572 Cr for Q3FY22) in nature of credit substitute / security receipts / pass through certificates

(^) Wholesale 2.0 refers to loans sanctioned under CMML and new RE loans from FY22 onwards (*) Wholesale 1.0 refers to wholesale loans excluding the loans sanctioned under Wholesale 2.0.

P&L Performance

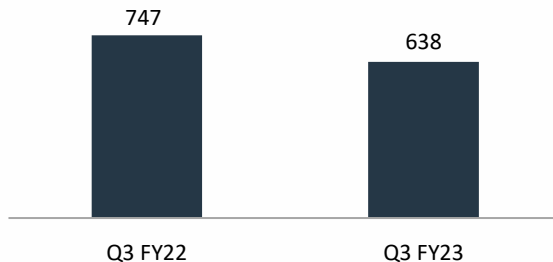
Net Interest Margins (NIMs)

As % of AUM



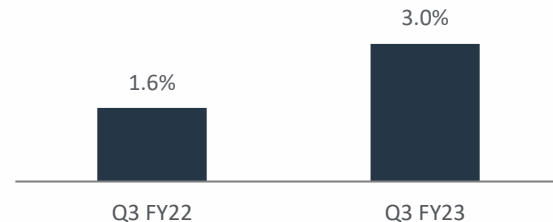
Pre-Provisioning Operating Profit (PPOP)

In INR Cr.



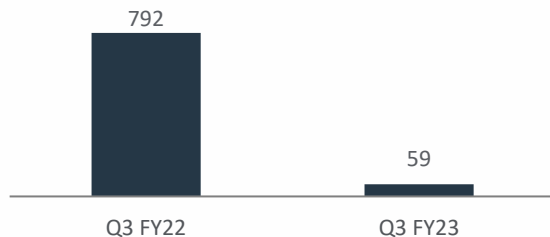
Cost-to-Asset Ratio

As % of AUM



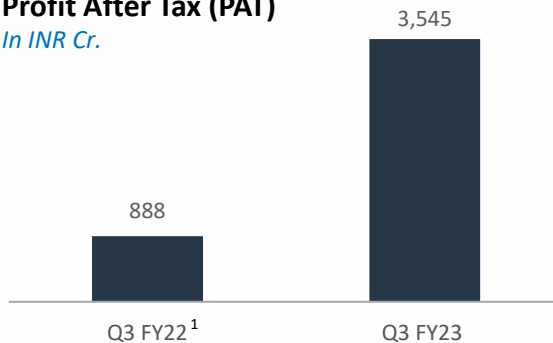
Profit Before Tax (PBT)

In INR Cr.



Profit After Tax (PAT)

In INR Cr.



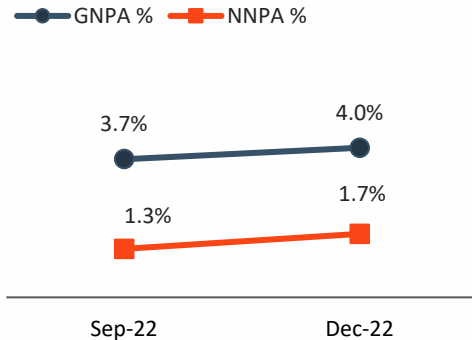
Notes:

- NIMs increased on account of increase in yield and reduction in the cost of borrowing
- PPOP lower due to ongoing investments in retail lending business for future growth
- PBT lower due to one-time additional provisioning buffer created in Q3FY23
- PAT increased on account of:
 - Reversal of income tax provision
 - Fair valuation gains on account of restructuring of Shriram Capital group and bond buyback

Note: (1) Includes INR 133 Cr of Profit from Discontinuing Operation

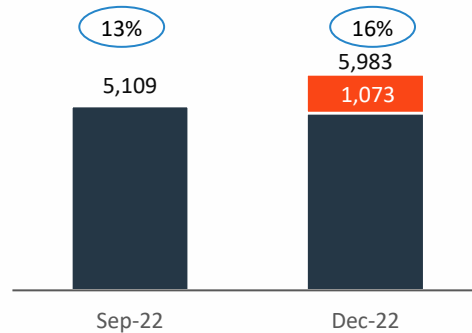
Asset Quality and Provisioning Trends

Overall GNPA and NNPA Ratio¹

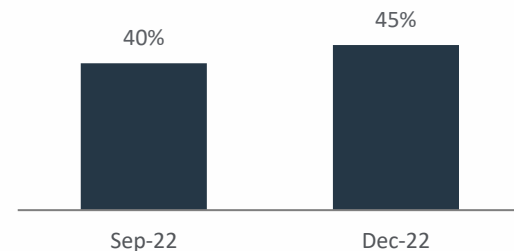


Wholesale Provisions

In INR Cr. ■ One-time Additional Provision



Stage 2+3 Wholesale Provision %



- We have created one-time additional provisioning buffer of INR 1,073 Cr on Stage 1 and Stage 2 assets of Wholesale 1.0* AUM in Q3FY23
 - With this provision, we have adequately provided towards Wholesale 1.0 AUM
 - We are in the process of reducing our Wholesale 1.0 AUM, in line with our strategy, through a combination of various means such as accelerated repayments, settlement, etc.
- Provision Coverage Ratio of Wholesale AUM stood at 16% vs 13% in Q2FY23
 - Stage 2+3 Provision Coverage Ratio of Wholesale AUM stood at 45% vs 40% in Q2FY23

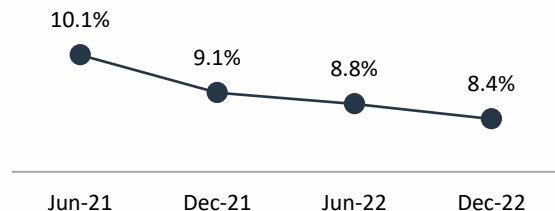
Note: (1) GNPA and NNPA ratios for Dec-22 are disclosed basis the regulatory reporting.

(^) Wholesale 2.0 refers to loans sanctioned under CMML and new RE loans from FY22 onwards (*) Wholesale 1.0 refers to wholesale loans excluding the loans sanctioned under Wholesale 2.0.

Robust Liability Management

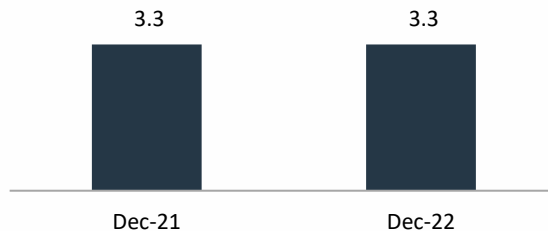
Average Cost of Borrowings

In %



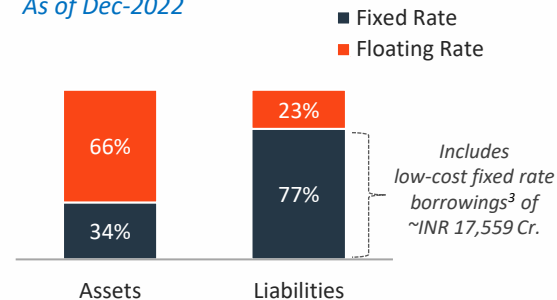
Average Maturity of Borrowings

In years, weighted average on a residual basis



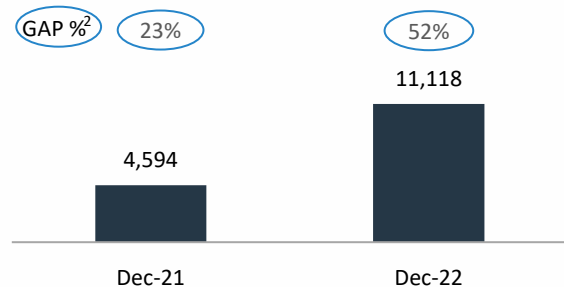
Fixed : Floating Rate Mix

As of Dec-2022



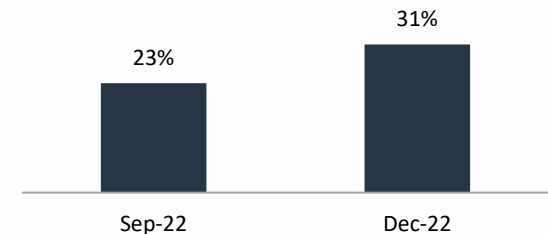
Cumulative ALM GAP¹ (up to 1 year)

In INR Cr, period-end



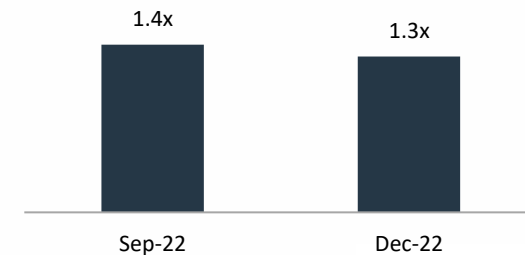
Capital Adequacy Ratio

For Consolidated Balance Sheet



Net Debt-to-Equity

For Consolidated Balance Sheet



Note: (1) Cumulative GAP = Cumulative inflows up to 1-year – Cumulative outflows up to 1-year; (2) GAP% = Net flows (i.e., cumulative inflows – cumulative outflows) as a % of cumulative outflows
(3) The Company has made NCD buyback of INR 997 Cr during the quarter



2. Retail Lending



Scaling our retail lending business

- 1 Retail AUM grew **29%** YoY to INR **27,896** Crore
- 2 Quarterly disbursements grew **29%** QoQ and **593%** YoY to INR **5,111** Cr
- 3 Retail lending AUM grew to **43%** of overall AUM mix now, from **33%** in Q3FY22
- 4 In-house originated loan book is now larger than the acquired loan book
- 5 Launched **2** new products - Budget housing loan & LAP Plus
- 6 **22** programs live across **20** partners, including fintech & consumer tech firms
- 7 Launched maiden brand campaign to build the brand 'Piramal Finance' in our target segment

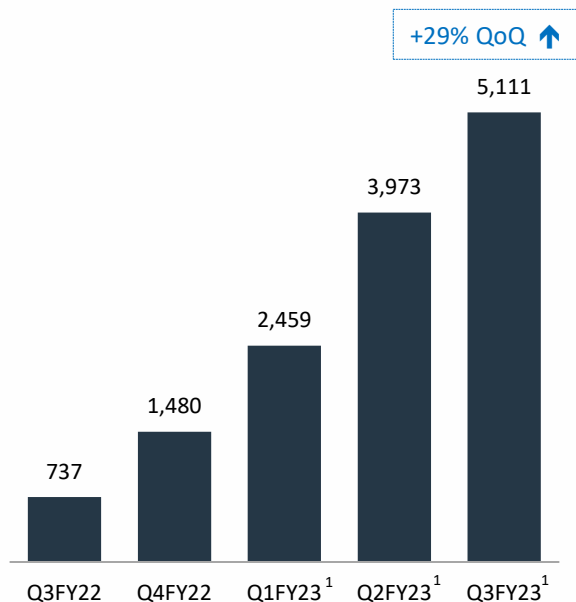


Launched maiden brand campaign

In-house originated book is now larger than the size of acquired book

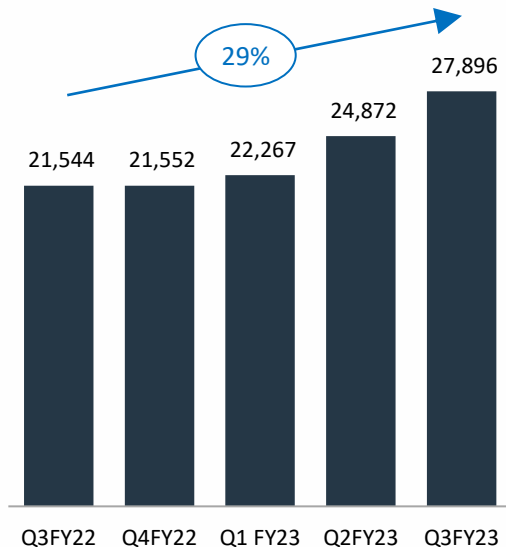
Retail loans – Quarterly disbursements

In INR Cr.



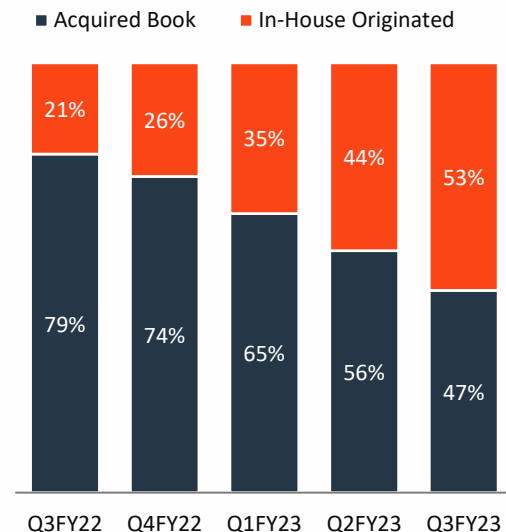
Retail AUM growth

In INR Cr.



Loan book split – In-house originated vs Acquired Book²

%, based on value for retail loans



Note: (1) Includes Pool Purchases of INR 326 Cr, INR 408 Cr and INR 287 Cr for Q1FY23, Q2FY23 and Q3FY23 respectively

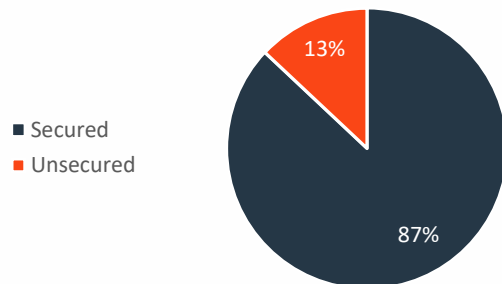
(2) Acquired through DHFL acquisition



Retail AUM: Well diversified across various parameters

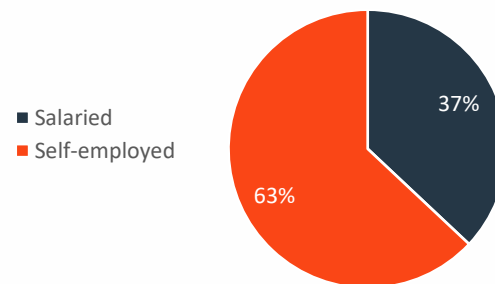
Breakdown of loan book by category

% Retail book



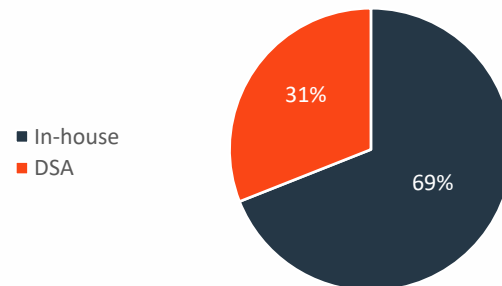
Breakdown of loan book by customer segment

% Retail book



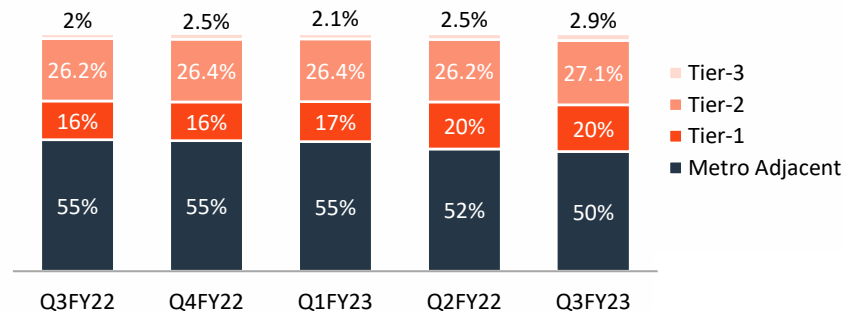
Breakdown of loan book by origination

% Retail book



Breakdown of loan book by Metro Adjacent, Tier 1, 2 & 3 cities

% Retail book



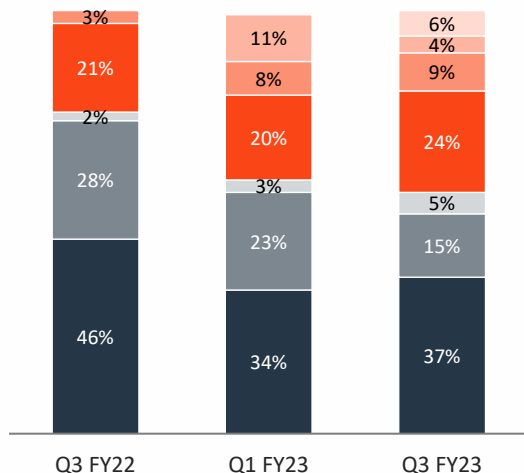


Disbursements: Diversified product mix resulting in higher yields

Disbursements across product segments

%, based on value for retail loans

Personal Loans Microfinance MSME Unsecured Digital Embedded Finance Used Car Loans MSME Secured Housing



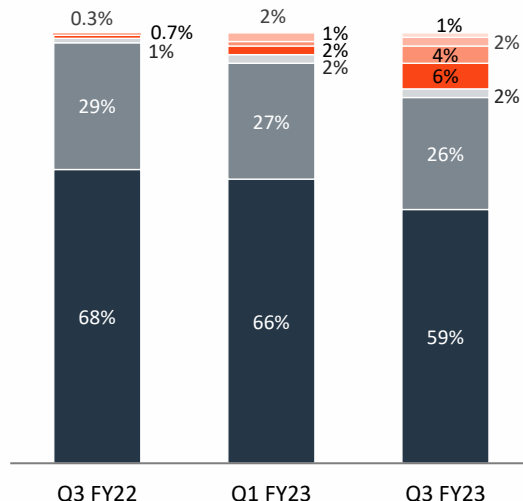
Loan disbursement duration

%, based on value for retail loans



Loan book across product segments

%, based on value for retail loans



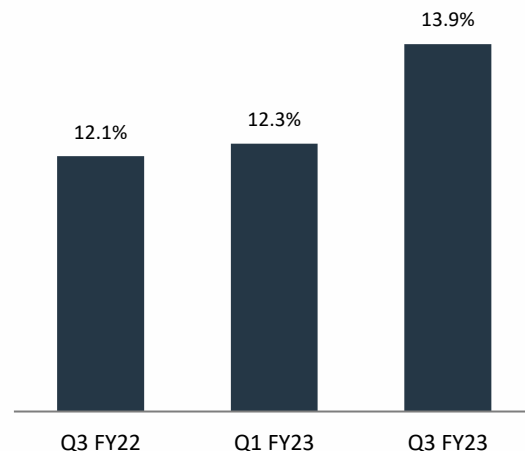
Loan book duration

%, based on value for retail loans



Disbursement yields

%, for retail loans (excl. loans < 1 year duration)

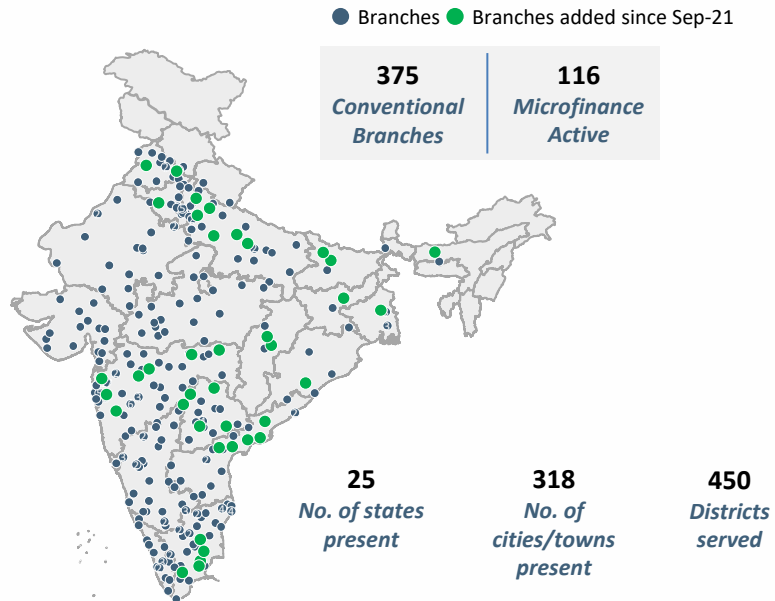


Improvement in disbursement yields due to change in the product mix

Note: Loan duration – Sanctioned / Originated Tenure

Branch Network: Growth of network from 301 to 375 branches

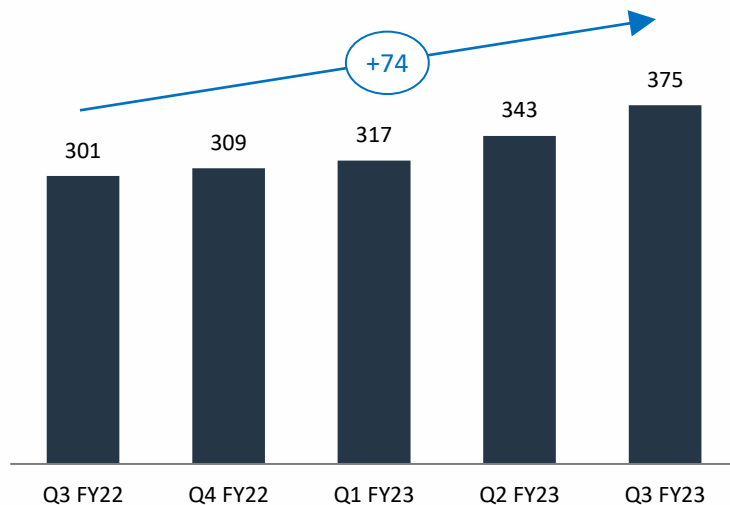
Integration with DHFL branches – plan to expand to 500-600 branches in 5 years



74 new disbursement active branches over last 1 year

Branch additions

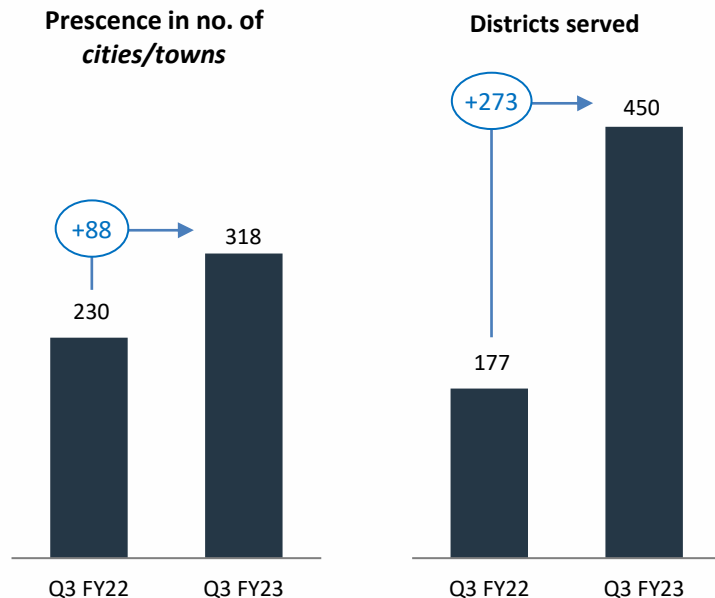
No. of branches, excl. Microfinance-BC branches



An expanding network of **375** conventional branches and **116** microfinance active branches across the country

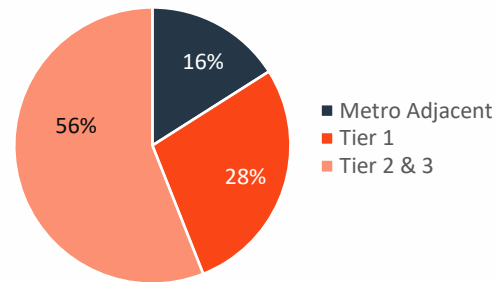
Branch Network: Expansion in new regions

Plan to serve in 1,000 locations in 5 years

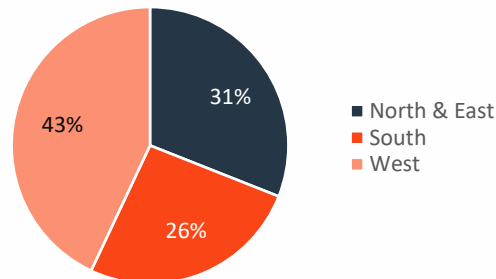


Growing presence in small & mid-market across India

% branches split by Metro Adjacent and Tier¹ 1/2/3 cities/towns
Dec-2022



% Loan Book split by geographic concentration
Dec-2022

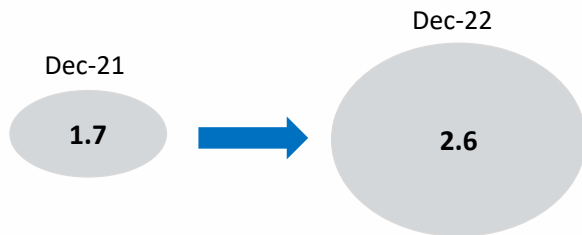


Note: (1) Population Considered Tier 1: 40+ lacs, Tier2:10-40 lacs, Tier3: <10 lacs

Customer Segment: Expanded customer franchise to 2.6 mn

Customer Franchise¹

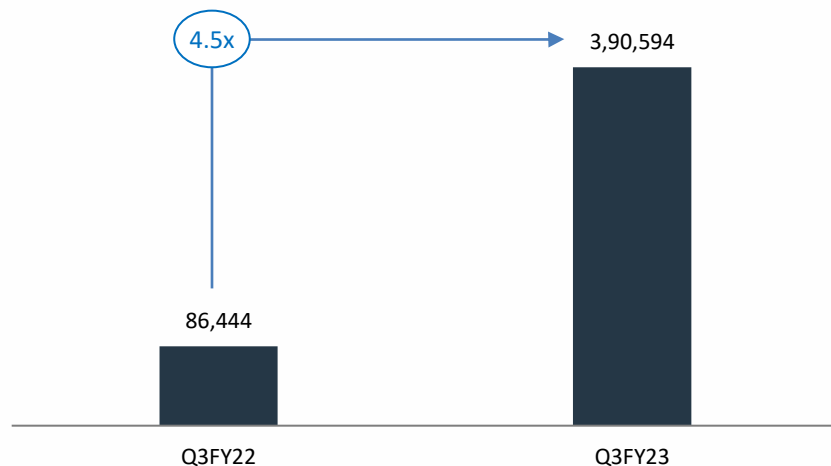
mn



- We continue to grow our customer franchise
- Active customers crossed 1 Mn
- Cross Sell Disbursements of INR 1,862 Cr over last one year

Catering to customers across product segments

New Customers Acquired



Note: (1) Customer Franchise includes existing / past borrowers as well as co-borrowers

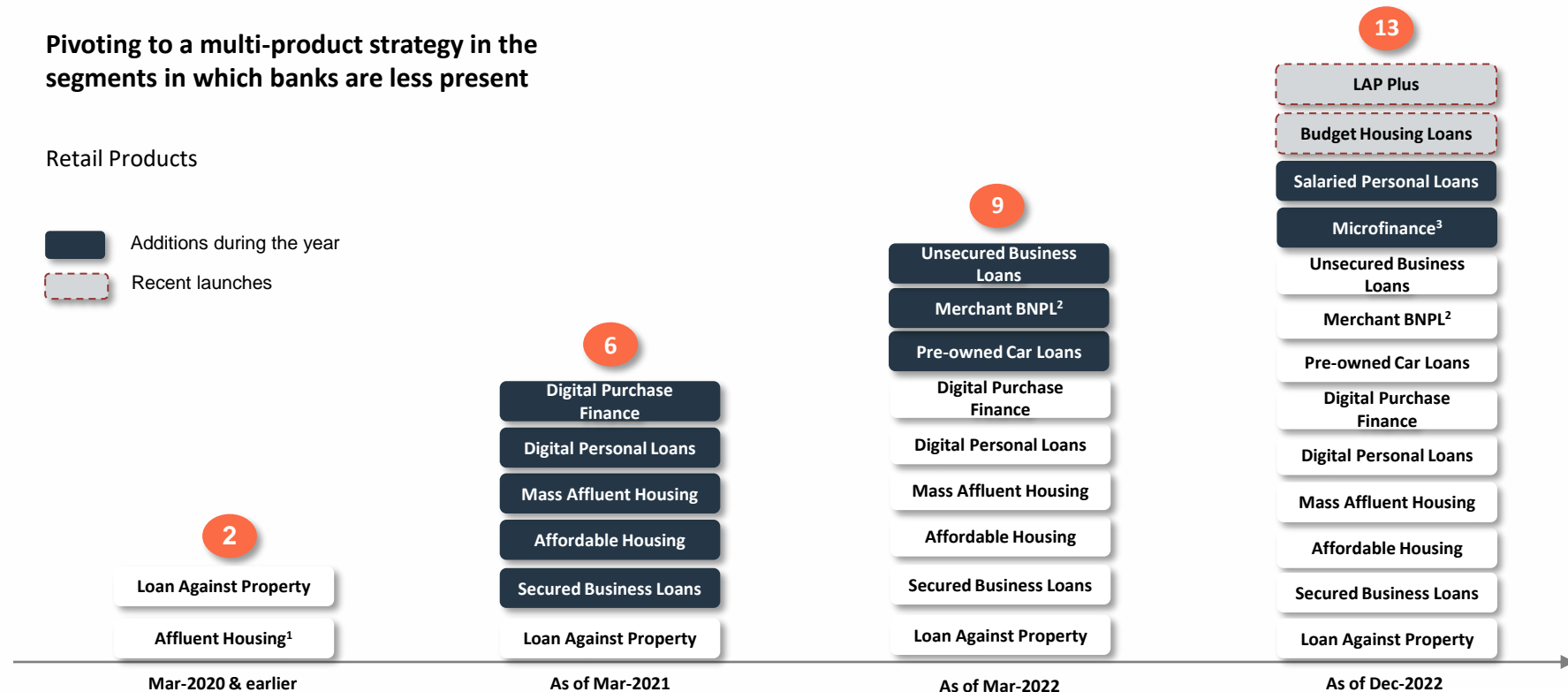
Product: Expanding product offerings across the spectrum

Pivoting to a multi-product strategy in the segments in which banks are less present

Retail Products

■ Additions during the year

▨ Recent launches



Note: (1) Exited 'Affluent Housing' (in terms of new business) as the business pivots towards 'Affordable' and 'Mass Affluent' Housing under the new strategy








(2) BNPL: Buy now, pay later

(3) Launched Micro-finance through the Business Correspondent (BC) model in Q1 FY2023



Product: A multi-product retail lending platform across the risk-reward spectrum

Expanded our product offering in Q3 FY23 with the addition of Budget Housing & LAP Plus

| Product Segments (Retail Lending) | | Products | Avg. disbursement ticket size (INR Lakh) | Disbursement yield (%) | Share in disbursements (%) | Loan Book % (Q3FY23) |
|---|-----------------------------|-------------------------------|---|---------------------------|-------------------------------|-------------------------|
|  | Housing ¹ | Affordable Housing | 17.1 | 10.7% | 37% | 59% |
| | | Mass Affluent Housing | | | | |
| | | Budget Housing ^{NEW} | | | | |
|  | MSME Secured ¹ | Secured Business Loan | 19.1 | 12.4% | 15% | 26% |
| | | Loan Against Property (LAP) | | | | |
| | | LAP Plus ^{NEW} | | | | |
|  | Microfinance ¹ | Microfinance Loans | 0.3 | 18.8% | 4% | 2% |
|  | Personal Loans | Salaried Personal Loans | 4.3 | 17.5% | 6% | 1% |
|  | Used Car Loans ¹ | Pre-owned Car Loans | 6.1 | 16.1% | 5% | 2% |
|  | MSME Unsecured | Unsecured Business Loans | 6 | 19.4% | 9% | 4% |
| | | Merchant BNPL | | | | |
|  | Digital Embedded Finance | Digital Purchase Finance | 0.54 | 18.6% | 24% | 6% |
| | | Digital Personal Loans | | | | |
| Weighted Avg. / Total | | | 11.6 | 14.4% | 100% | 100% |

Note: (1) Includes direct assigned portfolios

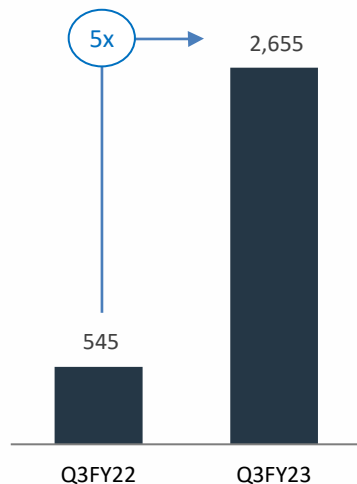
'Phygital' lending

Digital lending

Product: Expanding suit of products across branches

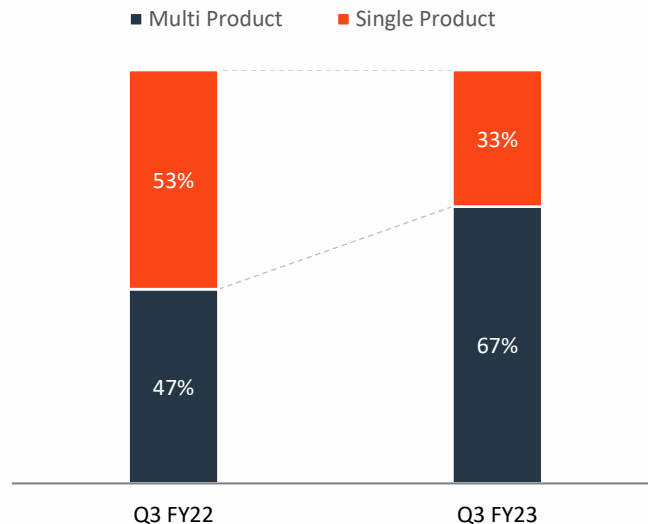
Home Loans continue to grow

Home Loans / Loan against Property
Quarterly disbursements
In INR Cr.



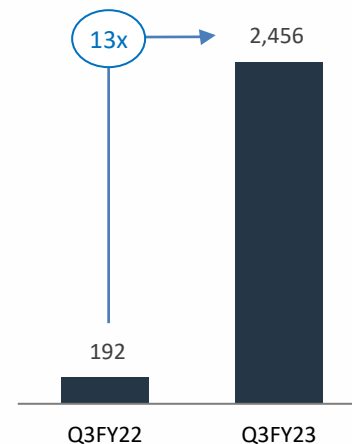
67% branches sell more than one product

Breakdown of branches¹ by no. of products sold



Resulting in strong disbursement growth across other products as well

Other Loans
Quarterly disbursements
In INR Cr.

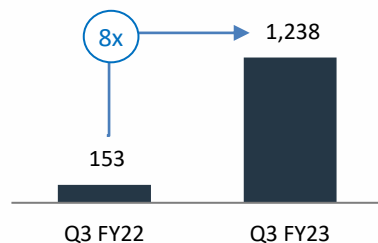


Note: (1) Branches operating more than 6 months

Digital Embedded Finance: Scaling-up partnerships with Fintech and Consumer Tech firms

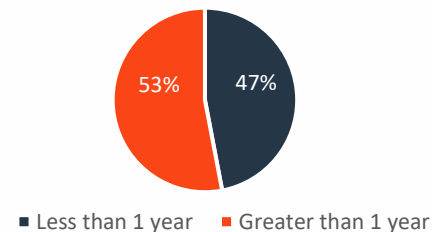
Quarterly disbursements

In INR Cr.



Digital Loans Duration

% book.



Key Highlights:

26

Programs launched

INR 1,700 Cr

In Asset Under Management

850,000+

Customers served

24%

contribution to disbursements
(Q3 FY23)

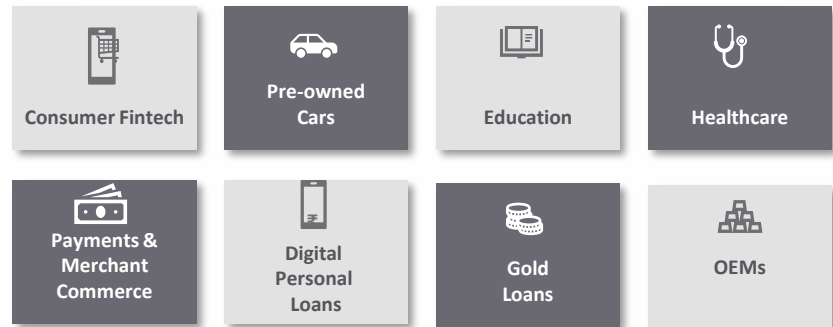
36 seconds

least time taken for
disbursed loan

98%

loans with zero-manual
intervention

Categories in focus for Digital Embedded Finance solutions



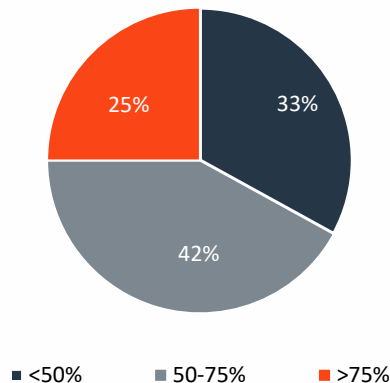
Key Capabilities

- ✓ **Highly modular, in-house developed** loan origination & rule engine
- ✓ **Generic API stack** for easy integration
- ✓ **Agile squads** for rapid go-to-market and scale up
- ✓ **Proprietary fraud and underwriting models**
- ✓ **Deep in-house collections capabilities**

Loan-to-Value (LTV) & Asset Mix

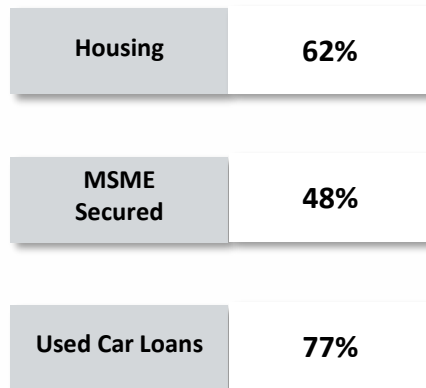
75% of loan book with an LTV of $\leq 75\%$

For Secured Lending Segments, %



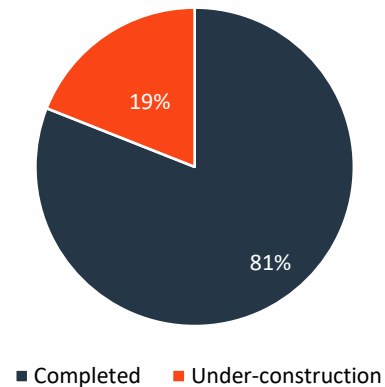
Average loan-to-value

For Secured Lending Segments, %



By stage of construction

For Housing segment only



Asset quality of the acquired book was in line with expectations

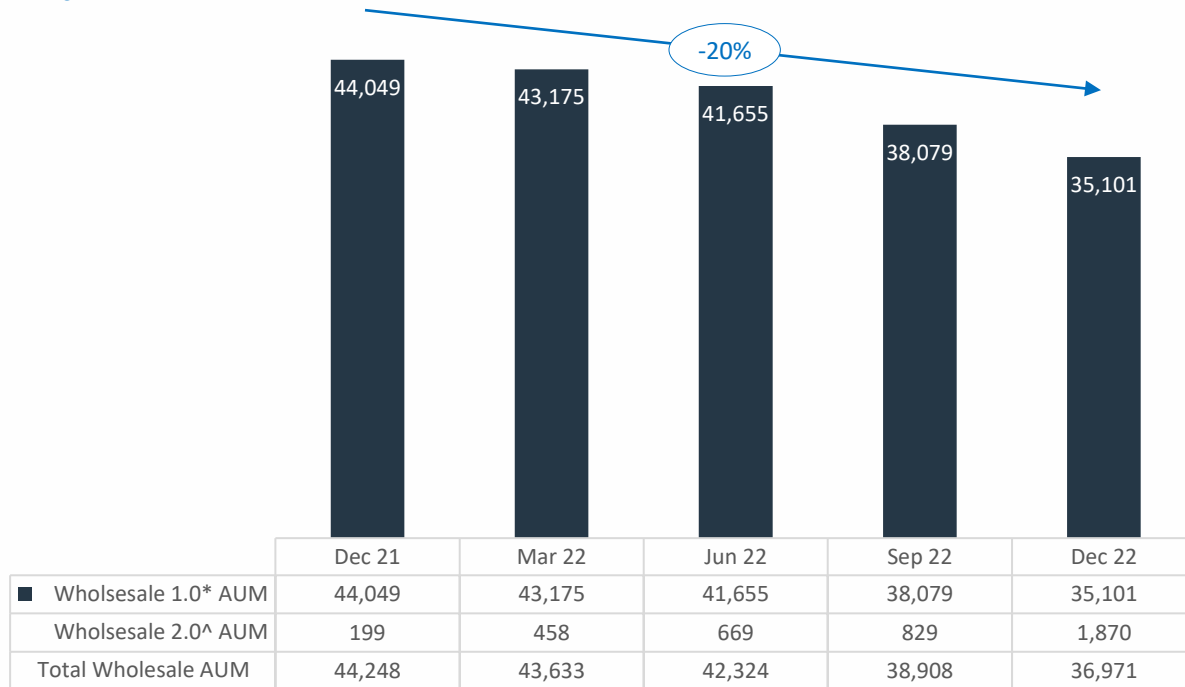


3. Wholesale Lending

Continue to reduce Wholesale 1.0* AUM and build a granular Wholesale 2.0^ AUM

Wholesale AUM¹

In INR Cr.



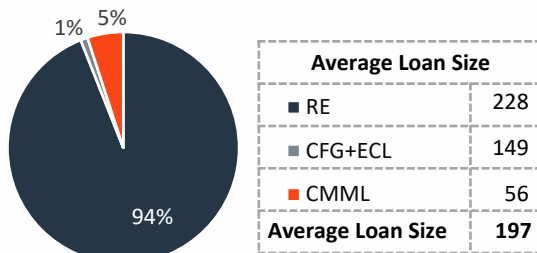
- Reduction in Wholesale 1.0* AUM by INR 8,948 Cr (down by 20%) in since Dec-2021.
- Built a Wholesale 2.0^ AUM across Real Estate and Corporate Mid Market Loans worth INR 1,870 Cr over the last few quarters.

Note: (^) Wholesale 2.0 refers to loans sanctioned under CMML and new RE loans from FY22 onwards (*) Wholesale 1.0 refers to wholesale loans excluding the loans sanctioned under Wholesale 2.0.
 (1) Includes wholesale loans acquired from DHFL acquisition (INR 785 Cr. as of Dec-2022) and PEL's share in AIFs & investments (INR 7,572 Cr. as of Dec'22)

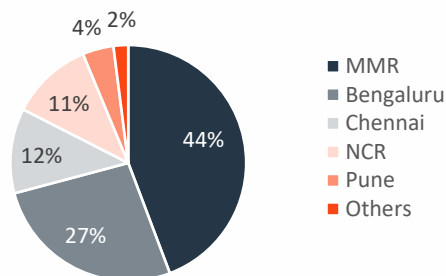


A: Composition of Stage 1 Wholesale Book

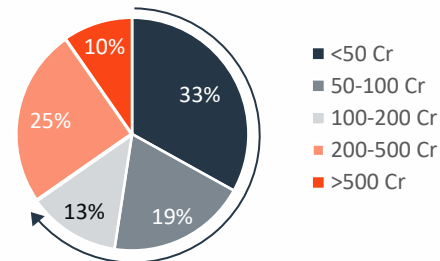
Sector Composition¹ - Over 90% of the book is into Real Estate lending; largely excludes promoter holdco corporate lending



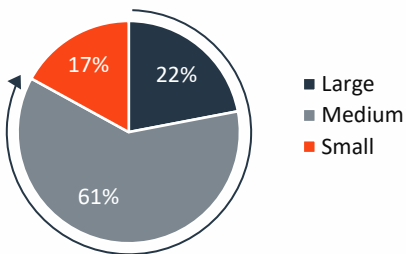
Geographical Exposure¹ - Diversified across multiple geographies



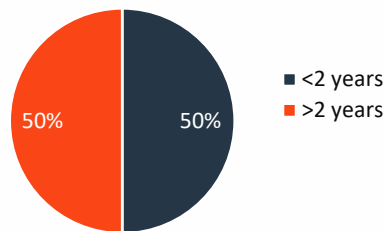
Granularity¹ - 65% of the number of loans are below INR 200 Crore



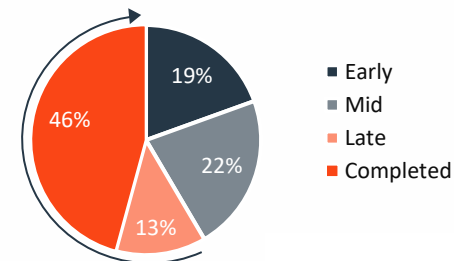
Developer Categorisation² - 83% of the book is large and medium developers



Contractual Repayments¹ - 50% of stage 1 repayments expected in less than 2 years



Stage of Construction² - 59% of the book is late stage or completed



Note: (1) Excludes development rights of Rs.1,335 Cr and DHFL book of INR 785 Cr; includes Wholesale 2.0 AUM of INR 1971 Cr

(2) For RE book only CFG: Corporate Finance; ECL: Emerging Corporate Lending

B: Building a diversified and granular book backed by cash flows and assets

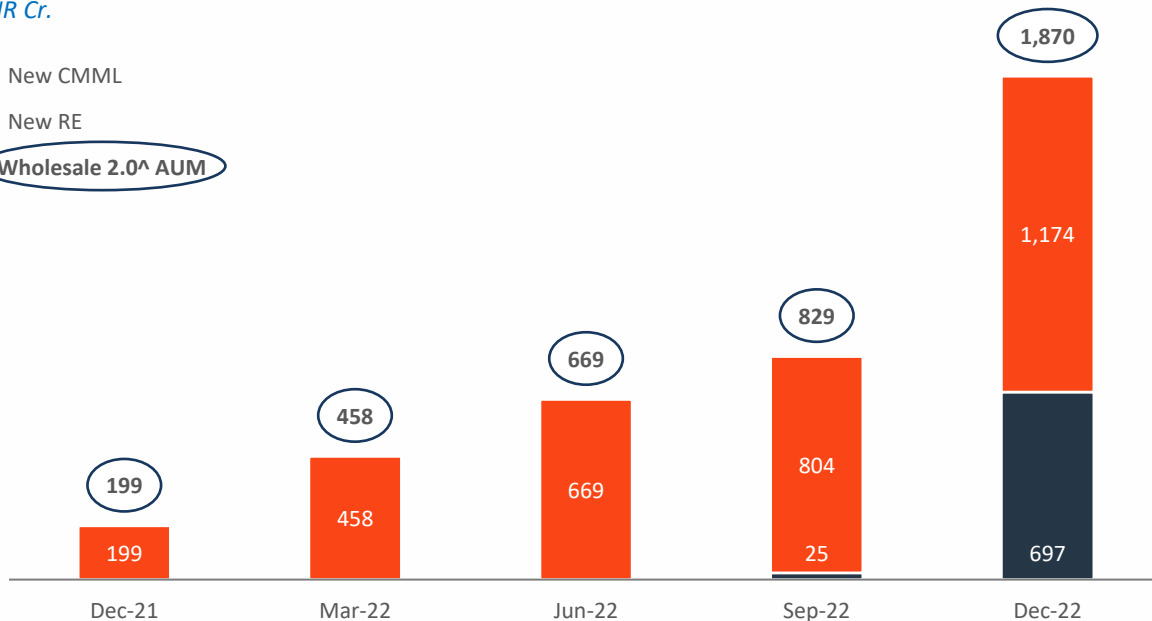
Wholesale 2.0^ AUM

INR Cr.

■ New CMML

■ New RE

Wholesale 2.0^ AUM



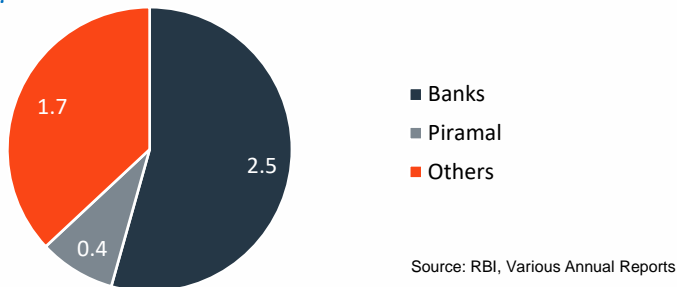
- Built a Wholesale 2.0^ AUM worth INR 1,870 Cr as of Dec-2022.
- Added new loans worth INR 1,041 Cr during the quarter.

Note: (^) Wholesale 2.0 refers to loans sanctioned under CMML and new RE loans from FY22 onwards.

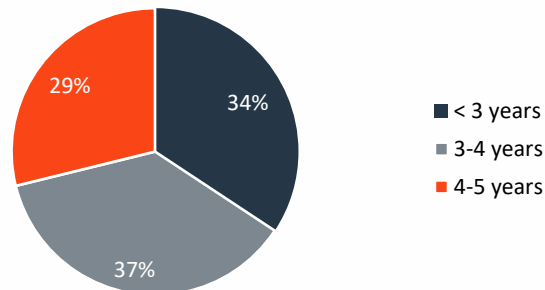
B: New Real Estate Loans: Capitalizing on the market gap and leveraging our strengths

Large Real Estate lending market of INR 4.5 Lakh Crore

In INR Lakh Cr.



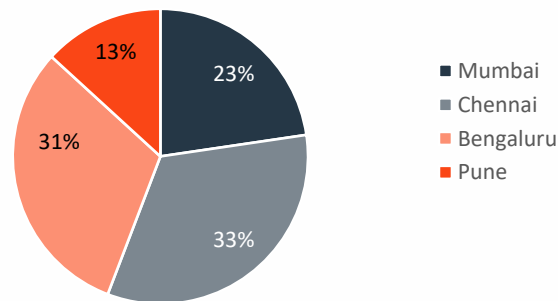
By Original Tenor



Progressing to rebuild our Real Estate Developer Financing book

- Deals worth INR 697 Cr outstanding as on Dec-2022
- Granular and Diversified Real Estate Developer Financing Book
- To build exposure in select markets across Tier 1, 2, and 3 cities
- Best in class governance and risk management

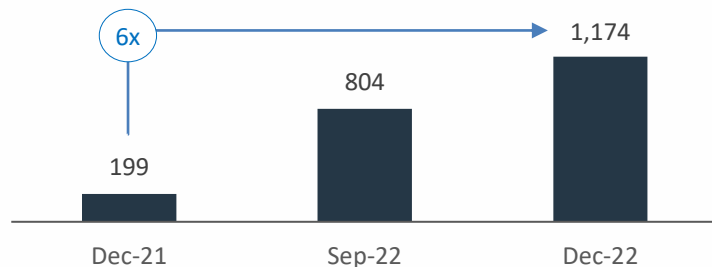
By Geographic Exposure



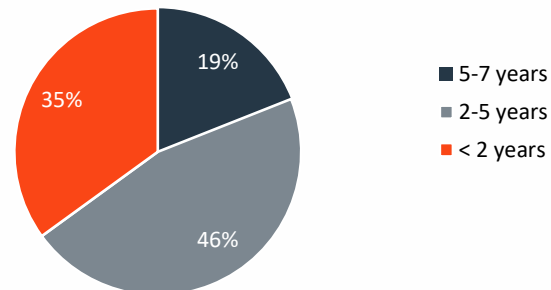
B: Corporate Mid Market Lending: Building a granular book backed by cash flows

AUM (Corporate Mid Market Lending)

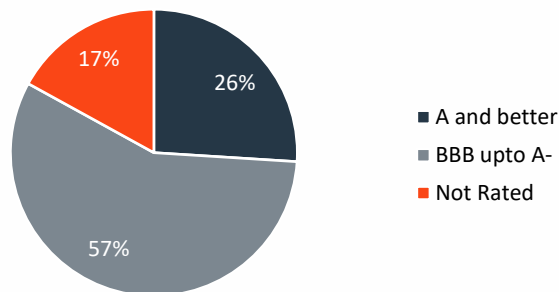
In INR Cr.



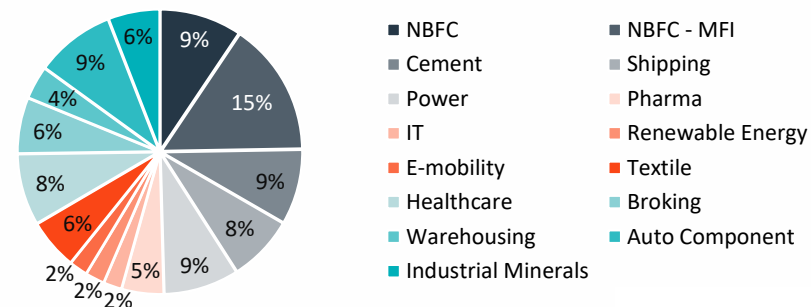
By Original Tenor



By Ratings



By Industry





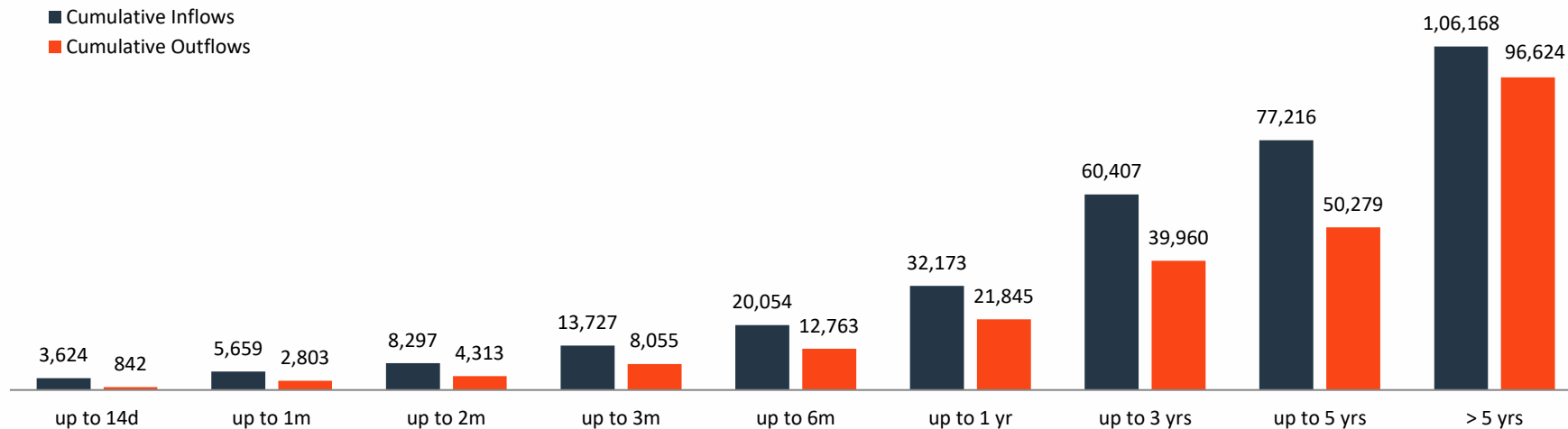
4. Liabilities



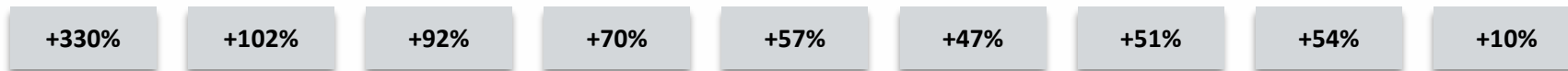
Asset-Liability Profile

In INR Cr.

As on Dec 31, 2022¹



Cumulative GAP² (%)



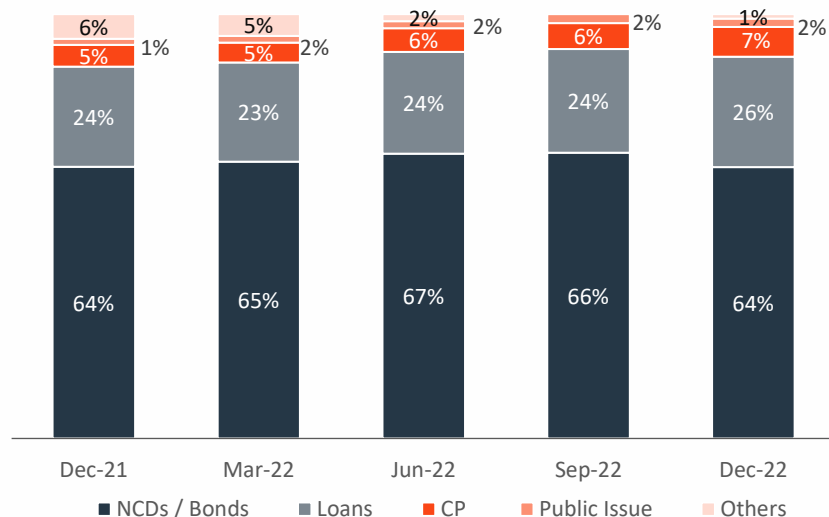
Notes: (1) Based on static ALM for wholesale and behavioral ALM for the retail portfolio

(2) Cumulative GAP (%) = Net flows (i.e., cumulative inflows – cumulative outflows) as a % of cumulative outflows

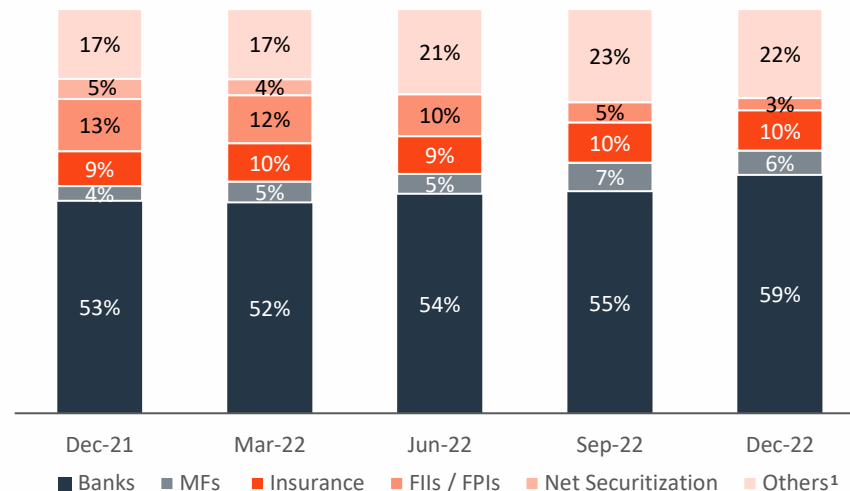


Diversifying The Borrowing Mix

Breakdown of Borrowing Mix by Type of Instruments



Breakdown of Borrowing Mix by Type of Lender



Ratings Update

Long Term Ratings

ICRA & CARE: AA

Outlook Stable

Short Term Ratings

CRISIL, ICRA, CARE: A1+

Notes: (1) 'Others' include employee benefit funds, financial institutions (incl. NHB) and Individuals/HUFs/Corporates, etc., which contribute 5%, 4% and 12%, respectively, to overall borrowings.



5. Financial Statements

Profit and Loss

In INR Cr.

| Consolidated Income Statement | Q3 FY23 | Q3 FY22 | YOY % | 9M FY 23 | 9M FY 22 | YoY % |
|--|--------------|--------------|-------------|----------------|--------------|--------------|
| Interest Income | 1,995 | 2,158 | -8% | 5,878 | 5,230 | 12% |
| Other Operating Income | 120 | 104 | 15% | 314 | 239 | 32% |
| Operating Income | 2,115 | 2,262 | -7% | 6,192 | 5,469 | 13% |
| Less: Interest Expense | 973 | 1,249 | -22% | 3,038 | 3,106 | -2% |
| Net Interest Income | 1,141 | 1,013 | 13% | 3,154 | 2,363 | 34% |
| Other Income | 55 | 44 | 25% | 141 | 94 | 50% |
| Total Income, net of interest expenses | 1,197 | 1,057 | 13% | 3,296 | 2,457 | 34% |
| Less: Operating expenses | 559 | 310 | 80% | 1,541 | 729 | 111% |
| Pre-Provision Operating Profit (PPOP) | 638 | 747 | -15% | 1,754 | 1,728 | 2% |
| Less: Loan Loss Provisions & FV loss/(Gain) ² | 579 | (45) | | 4,012 | (151) | |
| Profit Before Tax | 59 | 792 | -93% | (2,258) | 1,879 | -220% |
| Current & Deferred Tax ¹ | (3,432) | 211 | | (3,980) | 443 | |
| Profit After Tax (PAT) | 3,491 | 581 | 500% | 1,723 | 1,435 | 20% |
| Associate Income | 54 | 174 | -69% | 376 | 425 | -12% |
| PAT Before Exceptional Gain | 3,545 | 755 | 369% | 2,098 | 1,860 | 13% |
| Exceptional (Expense) / Gain | - | - | | 8,066 | (153) | |
| PAT After Exceptional Gain | 3,545 | 755 | 369% | 10,164 | 1,707 | 495% |
| Profit from Discontinuing Operation | - | 133 | | - | 141 | |
| Reported Net Profit / Loss after Tax | 3,545 | 888 | 299% | 10,164 | 1,848 | 450% |

Note: Gain on Mutual Funds has been reclassified to operating income.

(1) INR 3,437 Cr of contingent tax provision was created on the uncertain tax positions of DHFL. Pursuant to assessment order dated 30th Dec 22, these provisions are no longer required and hence INR 3,328 Cr is written back in the P&L after adjusting the requisite tax provision and demand raised by income tax authority.

(2) Fair valuation/Buyback gains of INR 1,106 Cr includes:

- Pursuant to the restructuring of Shriram Capital, Company received shares in listed and unlisted entities of Shriram Group. Consequently, the Company has recognised fair value gain of INR 977 Cr (INR 717 Cr on initial recognition and subsequent MTM gains of INR 260 Cr in Q3FY23)
- Gain of INR 129 Cr on buy back of 6.75% PCHFL NCDs of INR 1,050 Cr

Consolidated Balance Sheet

In INR Cr.

| Particulars | Q3 FY23 (Unaudited) |
|-------------------------------------|------------------------|
| Assets | |
| Cash & Cash Equivalents | 6,032 |
| Gross Asset Under Management | 64,867 |
| ECL Provision | 6,485 |
| Net Asset Under Management | 58,382 |
| Investment in Shriram Group | 6,586 |
| Investment in Alternatives & Others | 2,369 |
| Fixed Assets / Intangibles | 1,962 |
| Net Assets/(Liability) | 2,618 |
| Total Assets | 77,950 |
| Liabilities | |
| Networth | 31,241 |
| Gross Debt | 46,709 |
| Total Liabilities | 77,950 |

Key Ratios

| Ratios | Q3 FY23 |
|--|--------------|
| Yield (as % of Loan book) ¹ | 13.7% |
| Cost of Borrowing % | 8.4% |
| NIM (as % of Loan book) ¹ | 7.1% |
| Cost to Assets (as % of AUM) | 3.0% |
| Gross Debt to Equity | 1.5x |
| Net Debt to Equity | 1.3x |

Note: (1) Yields and NIMs excludes POCl and Fair Value Gains; Yield (as % of AUM) is 12.4% and NIM (as % of AUM) is 6.5%

Total Assets: Asset Classification

| Total Assets (INR Cr.) | Dec-22 | Sep-22 | Dec-21 |
|---|--------------------|---------------|---------------|
| Stage-1 | 49,725 | 48,134 | 60,195 |
| Stage-2 | 7,741 | 10,231 | 3,439 |
| Stage-3 | 4,264 ¹ | 2,210 | 2,158 |
| Sub-Total | 61,730 | 60,575 | 65,792 |
| POCI | 3,137 | 3,204 | - |
| Total AUM | 64,867 | 63,780 | 65,792 |
| Total Provisions (INR Cr.) | Dec-22 | Sep-22 | Dec-21 |
| Stage-1 | 1,659 | 978 | 1076 |
| Stage-2 | 1,960 | 3,039 | 544 |
| Stage-3 | 2,867 ¹ | 1,475 | 1,035 |
| Total | 6,485 | 5,491 | 2,655 |
| Asset Quality Ratios (%) | Dec-22 | Sep-22 | Dec-21 |
| Provision Coverage Ratio - Stage 1 | 3.3% | 2.0% | 1.8% |
| Provision Coverage Ratio - Stage 2 | 25% | 30% | 16% |
| Provision Coverage Ratio - Stage 3 | 67% | 67% | 48% |
| Total Provisions as a % of Total AUM | 10.0% | 8.6% | 4.0% |
| GNPA Ratio (%)² | 4.0% | 3.7% | 3.3% |
| NNPA Ratio (%)² | 1.7% | 1.3% | 1.8% |

Note: AUM includes loans, investment in nature of credit substitute and Security Receipts / Pass Through Certificates

Prudential write-off of INR 771 Cr undertaken during the quarter

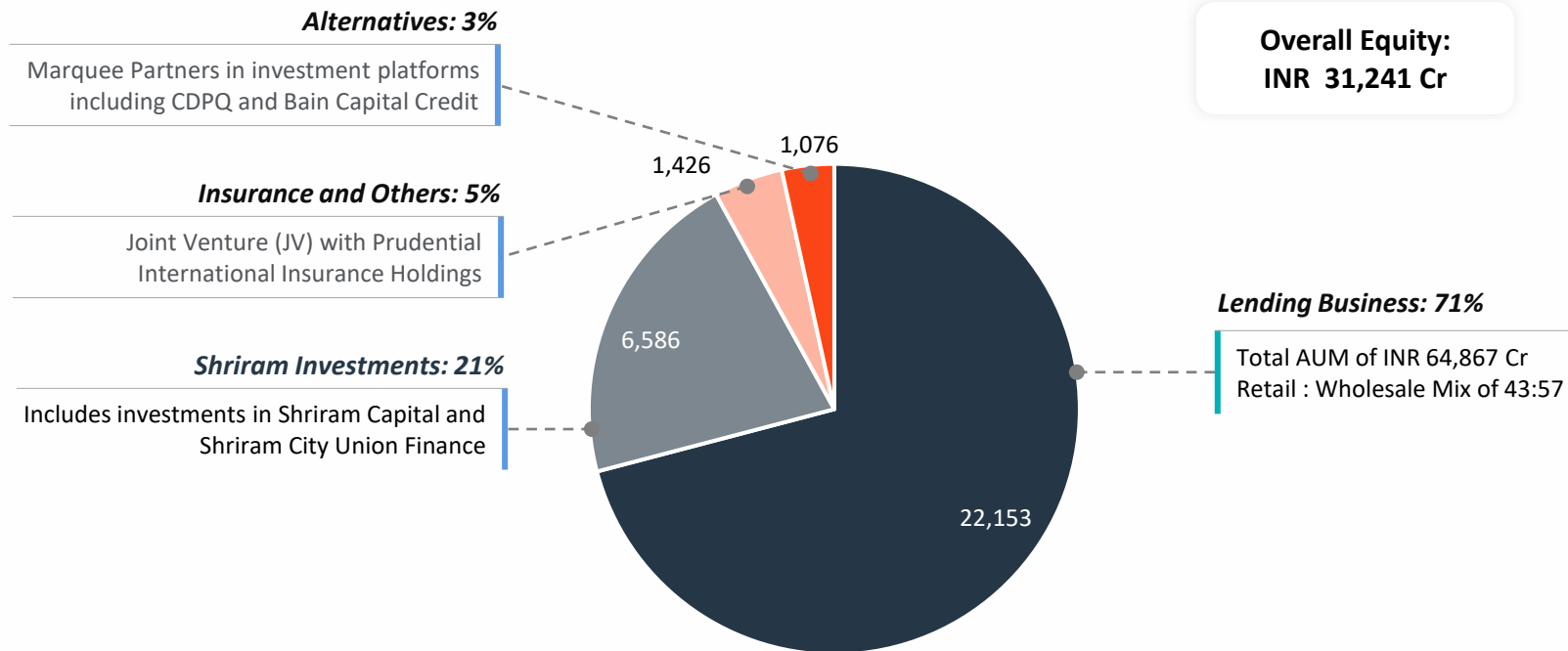
(1) Stage 3 includes a client group from a non-RE sector which is credit impaired, having an aggregate outstanding exposure of INR 1,908 Cr with a total provision of INR 1,483 Cr wherein large part of the exposure (INR 1,255 Cr) has not been categorized as NPA, pursuant to a hon'ble High Court order while balance facilities are not overdue. The GNPA and NNPA as of Dec-22 stands at 4.0% and 1.7%. We are in advance stage of resolution of this account.

(2) GNPA and NNPA ratio are disclosed basis the regulatory reporting.



Equity Break-up

In INR Cr.



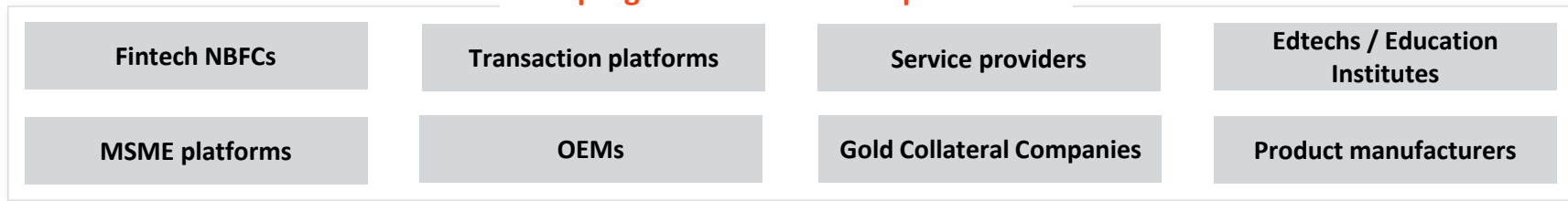
Net worth strengthened to INR 31,241 Cr from INR 27,472 Cr in Q2FY23



6. Appendix

Retail Assets: Partnerships with marquee FinTechs and Consumer techs

22 programs live across 20 partners



Our Partners



Disbursements by Products

| Products (INR Cr.) | Q3FY23 | Q2FY23 | Q3FY22 |
|-----------------------------|--------------|--------------|------------|
| Housing | 1,875 | 1,490 | 337 |
| MSME Secured ¹ | 780 | 806 | 208 |
| Digital Unsecured | 1,238 | 837 | 153 |
| MSME Unsecured | 457 | 319 | 21 |
| Used Car Loans ² | 242 | 164 | 18 |
| Microfinance ¹ | 210 | 327 | - |
| Salaried Personal Loans | 309 | 31 | - |
| Total | 5,111 | 3,973 | 737 |

Note: (1) MSME Secured & Microfinance disbursements slightly lower due to focus on secured pool purchase (2) Lifetime highest disbursement of Used Car Loans, INR ~91 Cr in Q3 FY23

Wholesale Assets: Asset Classification

| Total Assets (INR Cr.) | Dec-22 | Sep-22 | Dec-21 |
|---|--------------------|---------------|---------------|
| Stage-1 | 26,603 | 27,865 | 39,465 |
| Stage-2 | 6,598 | 9,208 | 2,789 |
| Stage-3 ¹ | 3,770 ¹ | 1,836 | 1,995 |
| Total AUM | 36,971 | 38,909 | 44,248 |
| Total Provisions (INR Cr.) | Dec-22 | Sep-22 | Dec-21 |
| Stage-1 | 1,346 | 742 | 953 |
| Stage-2 | 1,915 | 3,001 | 518 |
| Stage-3 ¹ | 2,722 ¹ | 1,366 | 981 |
| Total | 5,983 | 5,109 | 2,452 |
| Asset Quality Ratios (%) | Dec-22 | Sep-22 | Dec-21 |
| Provision Coverage Ratio - Stage 1 | 5.1% | 2.7% | 2.4% |
| Provision Coverage Ratio - Stage 2 | 29% | 33% | 19% |
| Provision Coverage Ratio - Stage 3 | 72% | 74% | 49% |
| Total Provisions as a % of Total AUM | 16.2% | 13.1% | 5.5% |

Note: Prudential write-off of INR 771 Cr undertaken during the quarter

AUM includes loans, investment in nature of credit substitute and Security Receipts / Pass Through Certificates

(1) Stage 3 includes a client group from a non-RE sector which is credit impaired, having an aggregate outstanding exposure of INR 1,908 Cr with a total provision of INR 1,483 Cr wherein large part of the exposure (INR 1,255 Cr) has not been categorized as NPA, pursuant to a hon'ble High Court order while balance facilities are not overdue. We are in advance stage of resolution of this account.