



Piramal Enterprises Results Presentation Q4 & FY25

6 May 2025



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Executive Summary

FY25 / Q4 FY25 performance



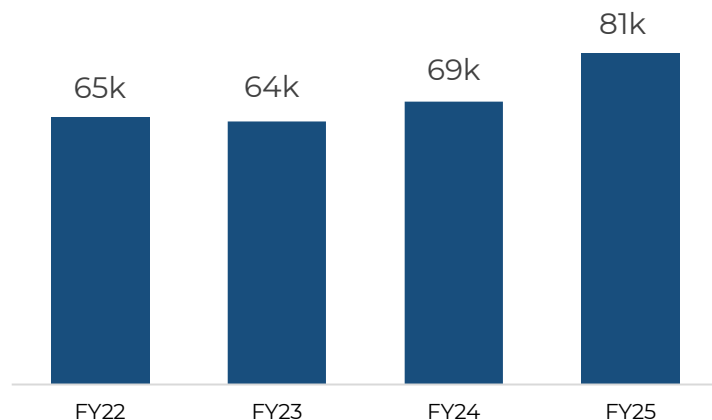
Three years of transformation



Total AUM

▲ Up 17% YoY in FY25

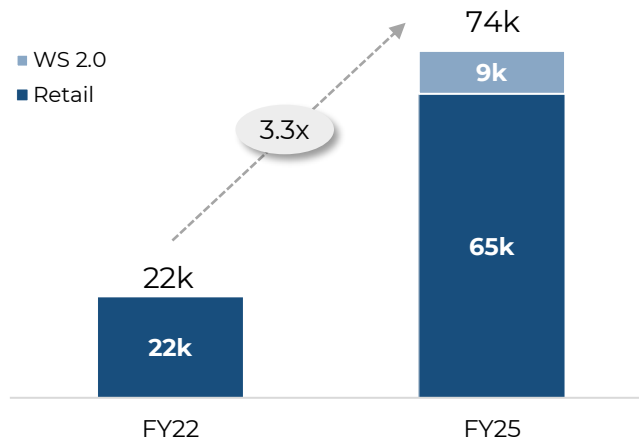
In INR Cr.



Growth AUM

▲ 50% CAGR over 3 years

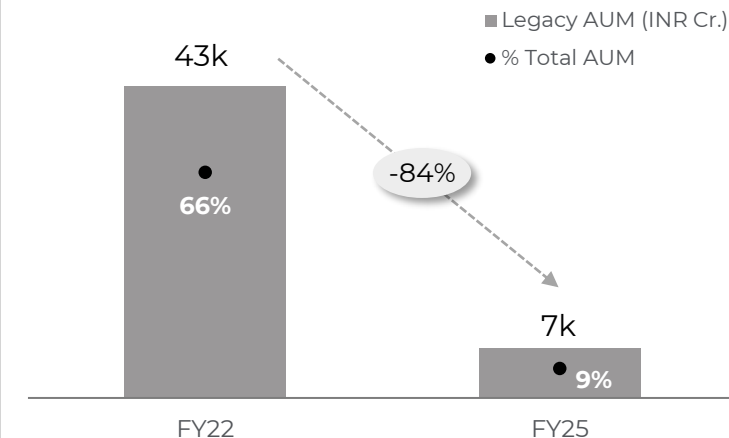
In INR Cr.



Legacy AUM

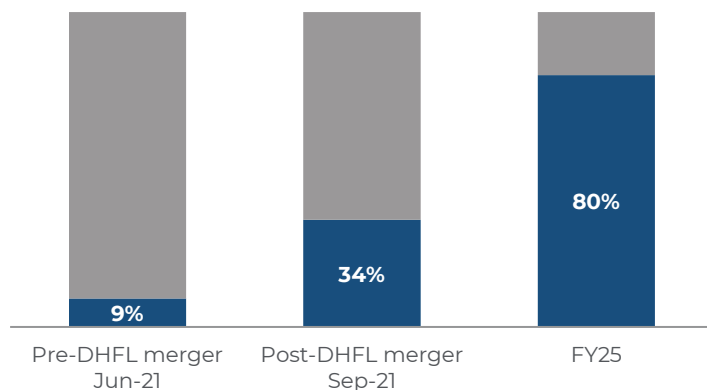
▼ Down at 46% CAGR over 3 years

In INR Cr.



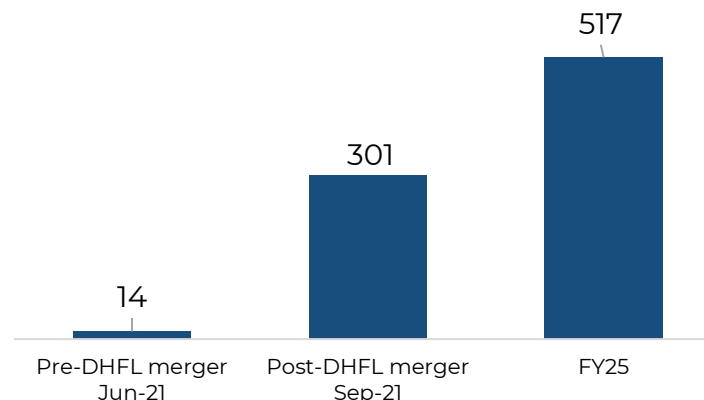
Retail now forms 80% of total AUM

% Retail in Consol. AUM



We now have 517 branches

Retail branches



Value unlocking in recent years

Simplified corporate structure

Pharma demerger in 2022; PEL-PFL merger ongoing

Non-core divestments

INR 6.3k Cr monetized; balance in motion

Available tax shield

Assessed carry forward losses of INR 14.5k Cr

FY25 Snapshot



Consol. AUM

INR 80,689 Cr

Up 17% YoY

Retail : WS mix

80 : 20

70 : 30 in FY24

Consol. PAT

INR 485 Cr

FY24: Loss of INR 1,684 Cr

Growth business
PBT*

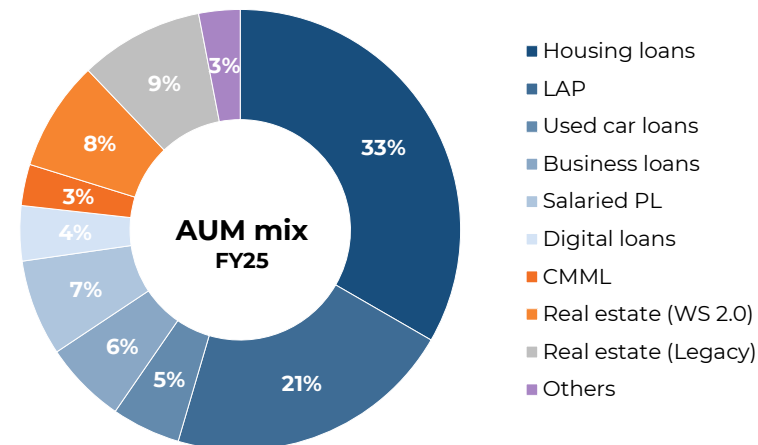
INR 896 Cr

FY24: Profit of INR 1,044 Cr

Net worth

INR 27,096 Cr

FY24: INR 26,557 Cr



Legacy AUM

INR 6,920 Cr

Down 53% YoY and at 9% AUM

AIF gains

INR 926 Cr In FY25

Total gross recovery of INR 1,601 Cr

Borrowings

INR 65,484 Cr

INR 53,402 Cr in FY24

Q4 FY25 highlights (1/2)



Consol.

AUM up 17% YoY

- Total **AUM** of INR 80,689 Cr | Growth AUM up 36% YoY - now at 91% of total AUM
- Consol. Q4 FY25 **PAT** at INR 102 Cr (Q3 FY25: INR 39 Cr)

Retail 80% of total AUM

- **Retail** AUM up 35% YoY | 80% of total AUM | 78% of retail AUM in secured assets
- **Wholesale 2.0** AUM up 44% YoY | Avg. ticket size INR 70 Cr

Stable credit costs

- **Retail 90+ DPD** at 0.8% (Q3 FY25: 0.8%) | **Wholesale 2.0** maintains 100% collection efficiency
- Growth business **credit cost** at 1.8% (Q3 FY25: 1.7%)

Steady RoAUM

- **Growth business PBT-RoAUM*** of 1.8% (Q3 FY25: 1.3%)

Retail operating performance strengthening

- Stable AUM **yield**
- **Opex to AUM** down 220bps in eight quarters to 4.3%
- Sustained **productivity gains** with a maturing network and widening products reach

Executive Summary 3/8

Q4 FY25 highlights (2/2)



Legacy business

AUM at <10% of total AUM

- Reduced **Legacy AUM** by INR 3,433 Cr QoQ in line with the plan
- Legacy AUM at **9% of total AUM** vs 21% at end FY24

Strong AIF Recoveries in the quarter

- **AIF recoveries** of INR 802 Cr including gains of INR 369 Cr | **FY25 gains** of INR 926 Cr.

Balance sheet

Strong liquidity and Capital position

- **Cash and liquid investments** of INR 10,084 Cr (11% of total assets) and total **capital adequacy** at 23.6%

Access to global debt capital markets

- Raised USD 265 million (~Rs. 2,300 Crores) through ECB
- In all, USD 815 million raised in FY25 from global debt capital markets

Merger update

RBI approves PEL-PFL merger

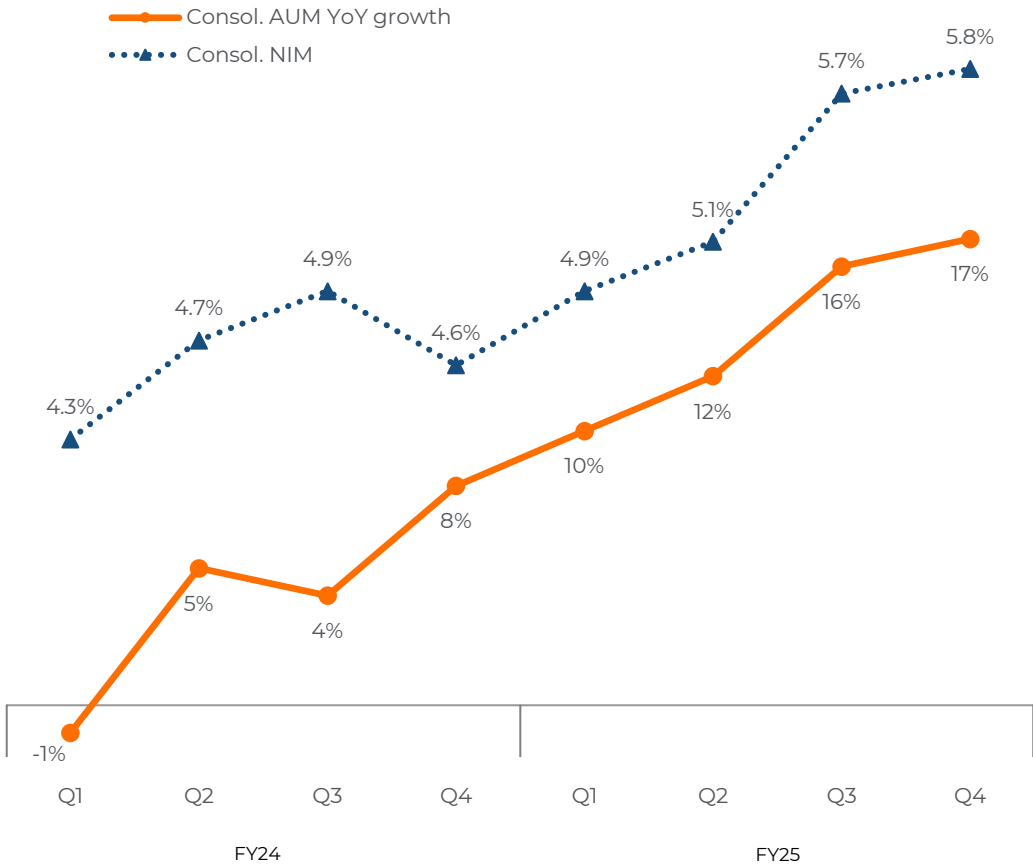
- Changed name of '*Piramal Capital & Housing Finance Limited*' to '**Piramal Finance Limited**'; Piramal Finance surrendered HFC license and converted into an NBFC.
- Piramal Finance is now an **Upper Layer NBFC** and one of **top-10 private sector NBFCs** in India
- Received **RBI approval** for merger of PEL with Piramal Finance. Initiated the NCLT process. Expect to complete the merger by around **Sep 2025**

With mix shift from Legacy to Growth...



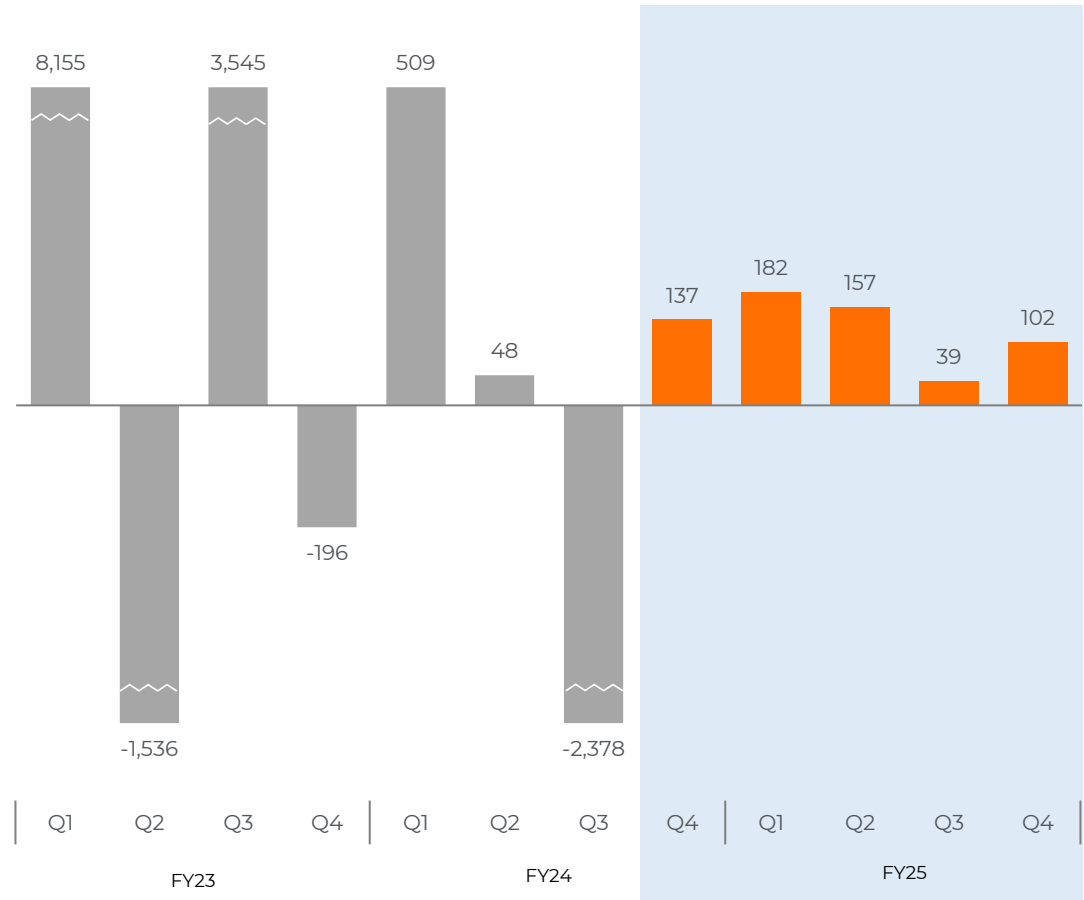
Executive Summary 5/8

1 Consol. AUM growth and NIM are increasing...



2 ...and volatility in net profit is reducing

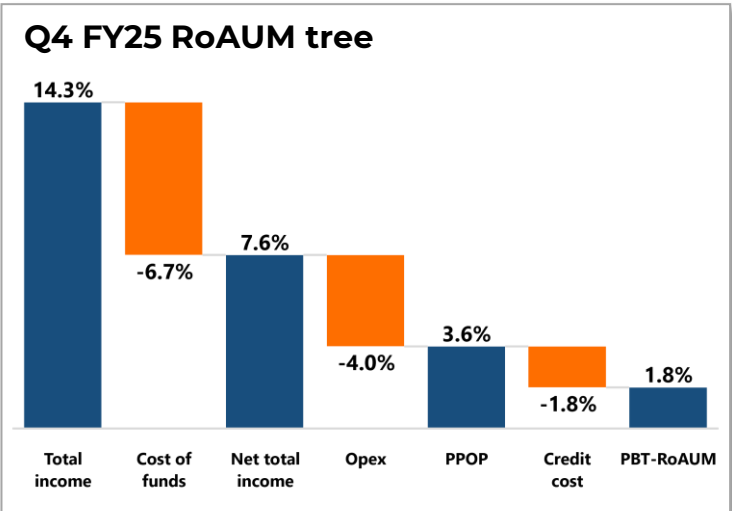
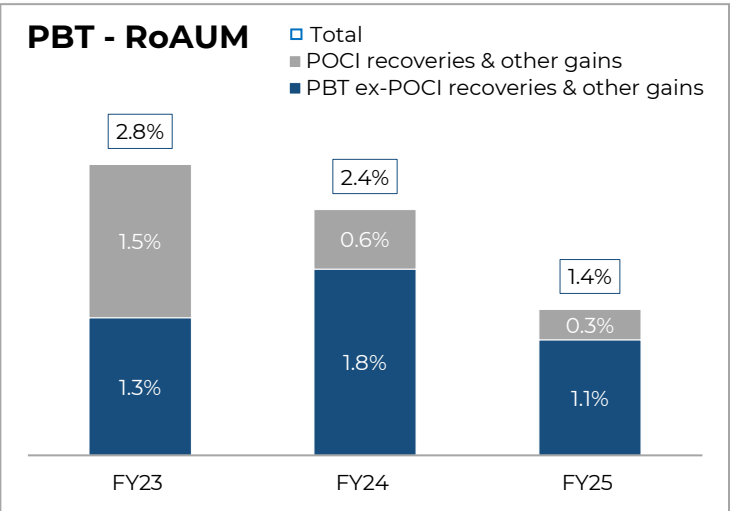
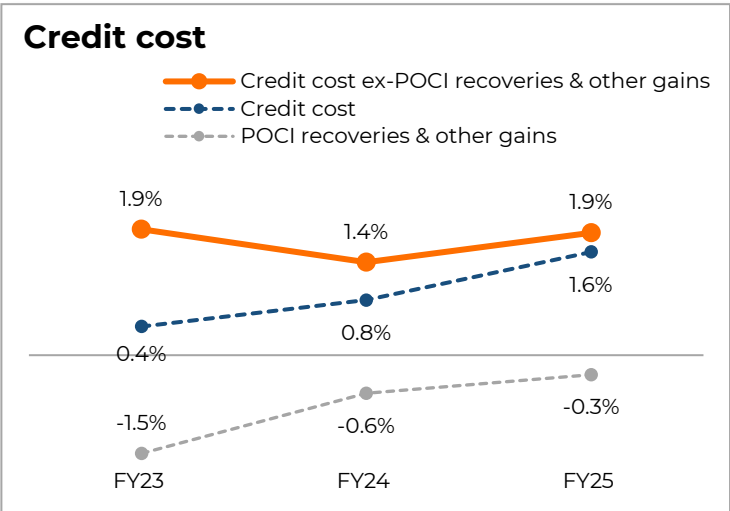
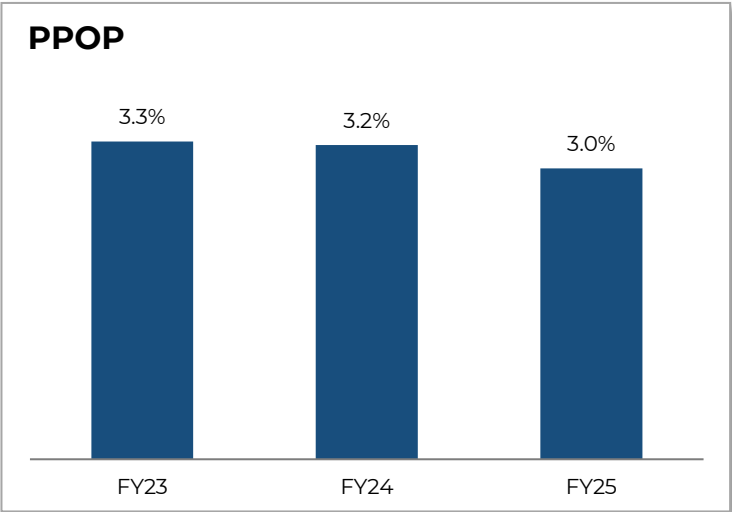
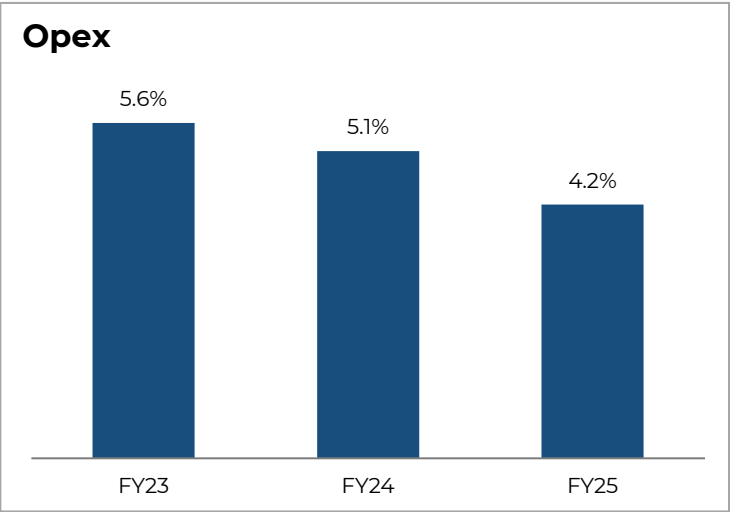
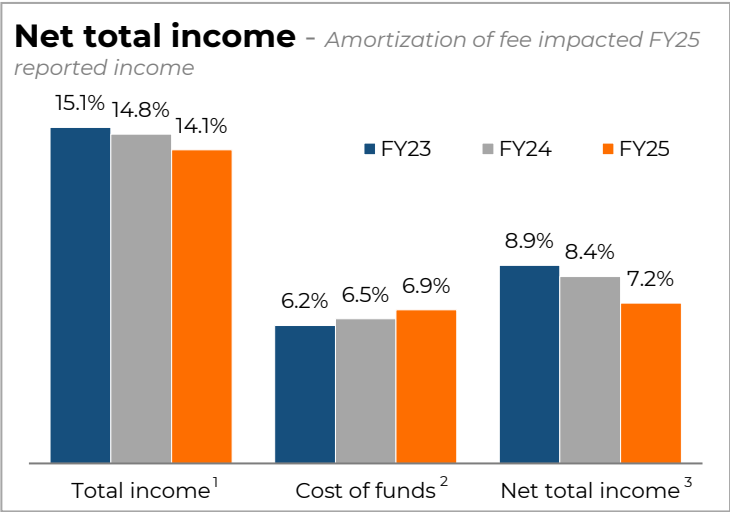
Consol. PAT, in INR Cr.



Growth business profitability*







(All ratios as % of average total AUM of Growth business)



Notes: (*) Pro forma business P&L
(1) Total income = Yield + fees + other income
(2) Cost of funds (incl. equity)
(3) Net total income = Total income – Cost of funds

Met FY25 targets

		FY25 – stated targets	FY25 - actual
Growth and mix	Total AUM (INR '000 Cr)	~80 (up ~15% YoY)	81 (up 17% YoY) 
	Retail : Wholesale mix	75 : 25	80 : 20 
Legacy book	Legacy AUM	INR 6,000 - 7,000 Cr	INR 6,920 Cr 
	AIF gains	INR 1,700 over 2 years (FY25 & FY26)	INR 926 Cr in FY25 
Operating efficiency	Exit quarter opex to AUM - Growth business	4.6%	4.0% 

Improving FY26 outlook ahead



Executive Summary 8/8

		FY25	FY26E
Growth and mix	YoY growth – Total AUM	17% YoY (INR 81k Cr)	~25% YoY (~INR 100k Cr)
	YoY growth – Growth AUM	36% (INR 74k Cr)	~30% (~INR 96k Cr)
	Retail share in total AUM	80%	80-85%
Legacy	Legacy book (INR Cr)	6,920 (9% of total AUM)	3,000-3,500
Profitability	Consol. PAT (INR Cr)	485 Growth business PBT of INR 896 Cr	1,300-1,500



Retail Lending



Snapshot – Retail Lending



AUM

INR 64,652 Cr

▲ 35% YoY

Presence

517

Branches

428

Cities

26

States

Mortgages AUM
(HL+LAP)

INR 43,841 Cr

▲ 34% YoY | 68% of retail AUM

Opex to AUM

4.3%

▼ 220bps in eight quarters

AUM yield

~13.6%

Steady QoQ

90+ DPD

0.8%

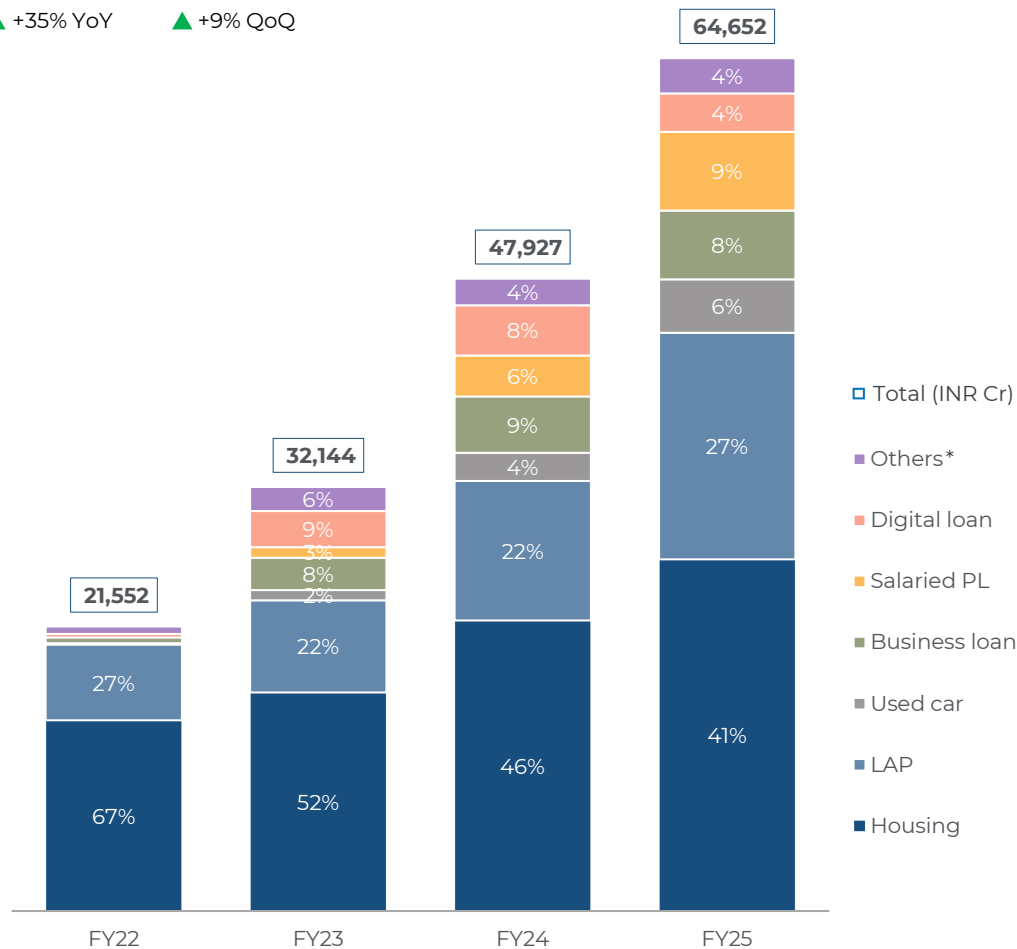
Stable portfolio over three years

Growth momentum across product verticals



Retail AUM up 35% YoY

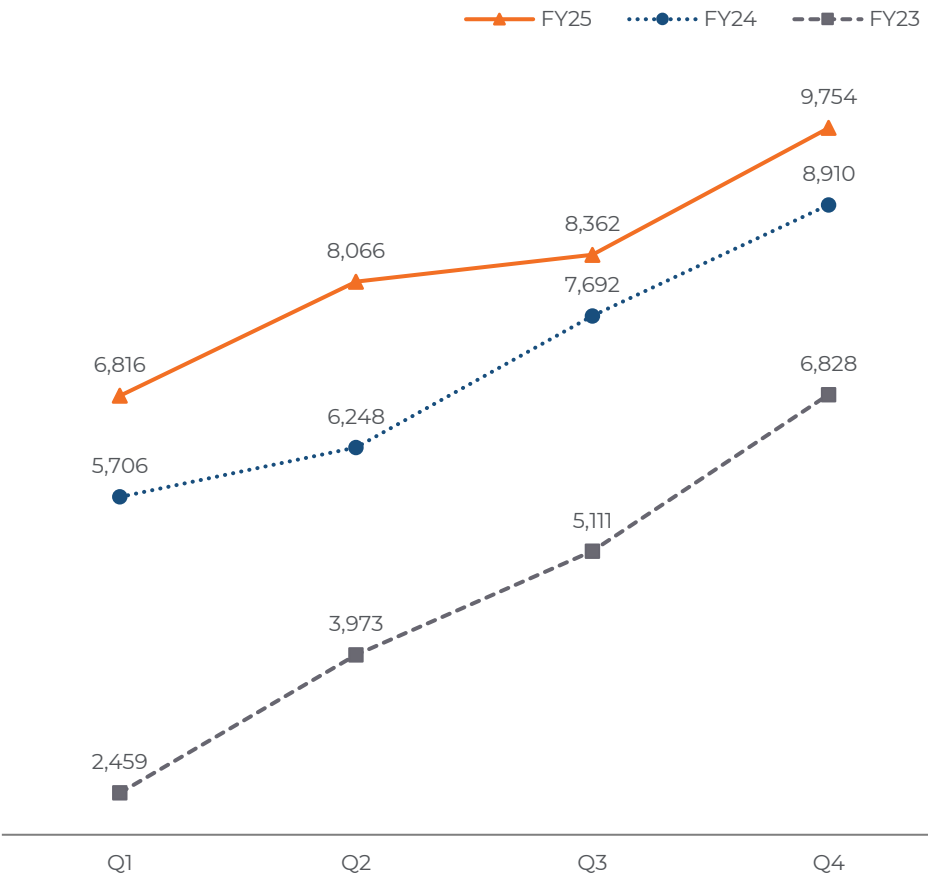
▲ +35% YoY ▲ +9% QoQ



Disbursements up 9% YoY

▲ +9% YoY ▲ +17% QoQ

In INR Cr.



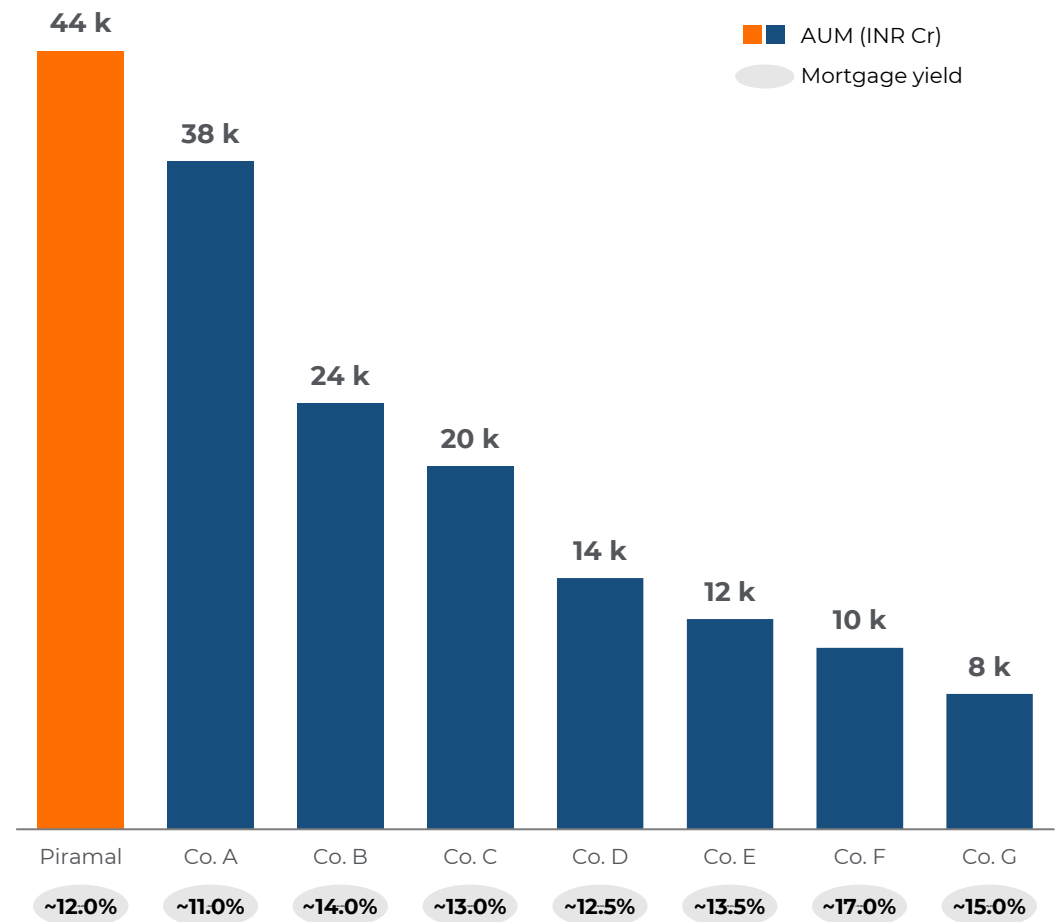
Note: (*) Others includes loan against mutual fund (LAMF) (INR 936 Cr as of Q4 FY25), SRs (INR 1,626 Cr as of Q4 FY25) & pass-through certificates (PTC) (INR 118 Cr as of Q4 FY25)

Piramal's commanding position in small-ticket mortgages



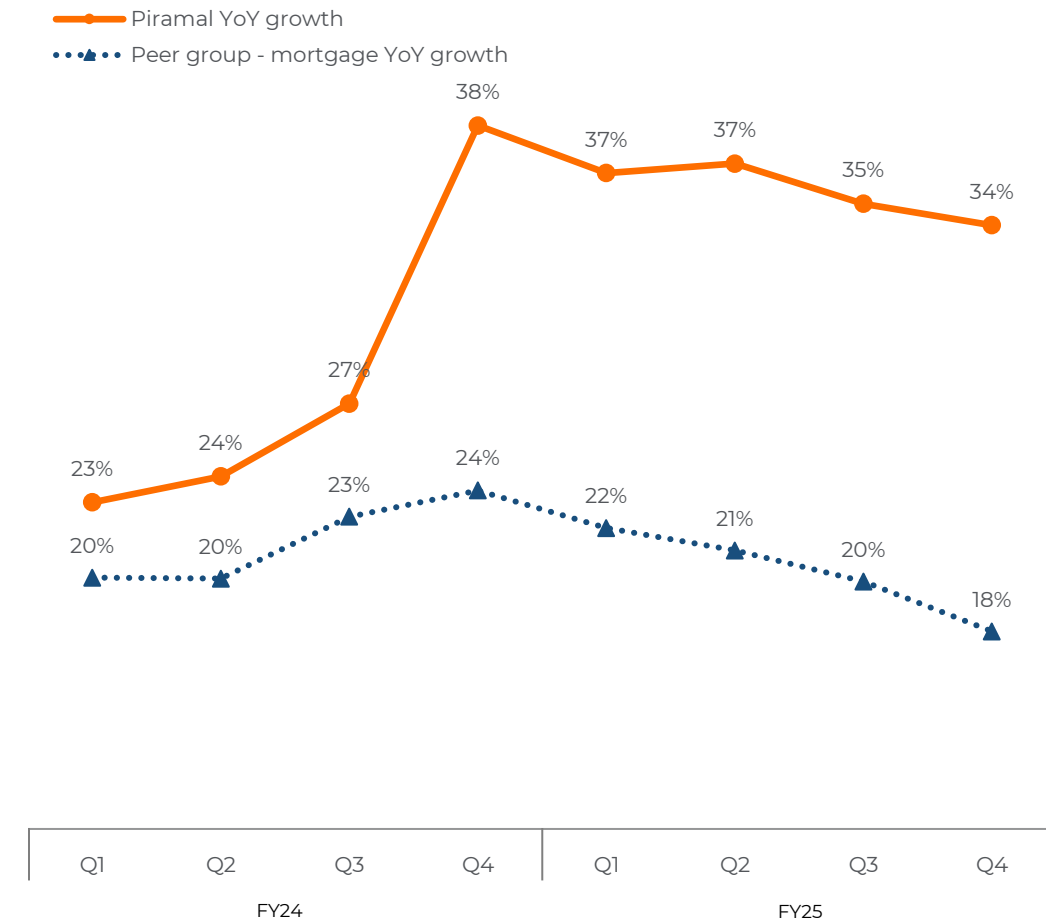
Piramal is among the largest small-ticket mortgage lenders...

Mortgage AUM leaderboard – FY25



...and growing much faster than the relevant market segment

Mortgage AUM growth - Piramal vs peers

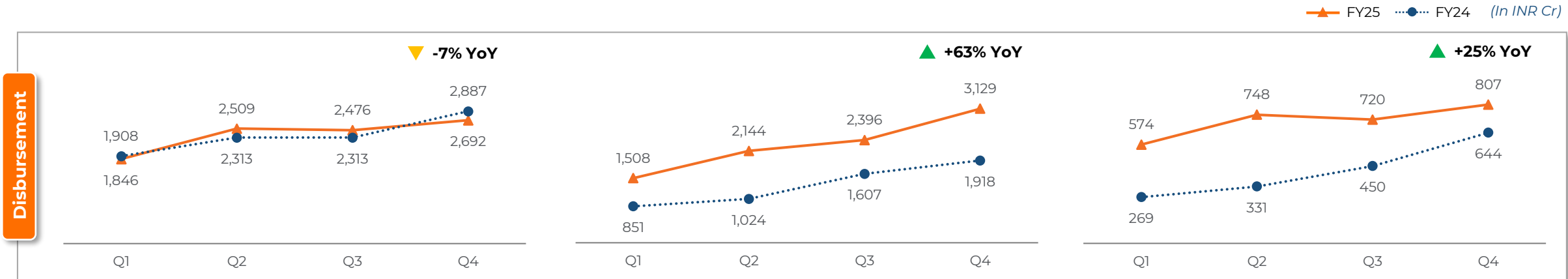
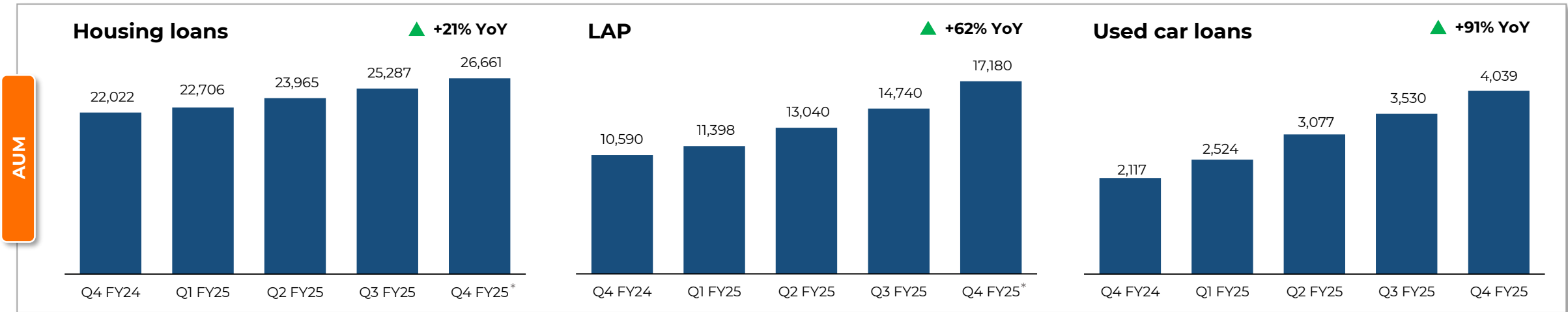


Note: (*) We have used data from seven affordable housing finance companies for comparison – Aadhar, Aavas, Aptus, Home First, IIFL HF, India Shelter and Repco HF

Strong AUM growth momentum across secured products



(In INR Cr)



24 Lac	65%	754	11.6%
Average ticket size	Average LTV	Average CIBIL score	Disbursement yield

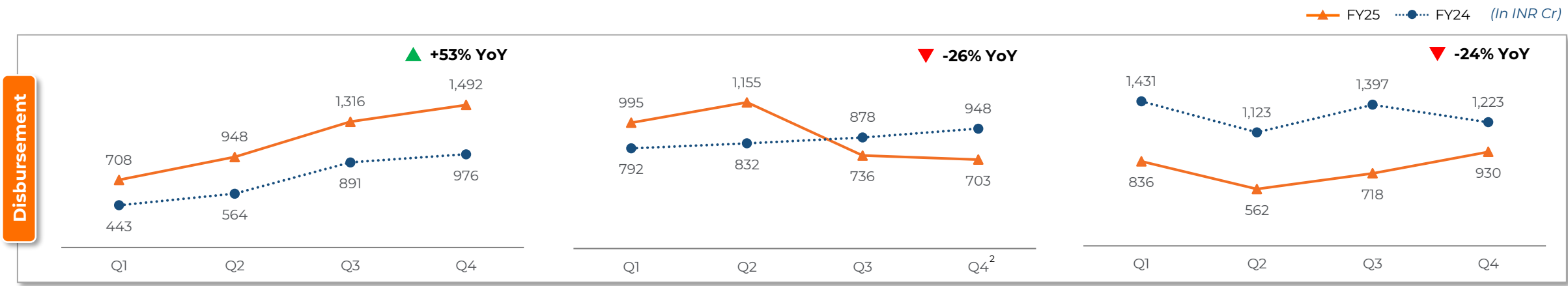
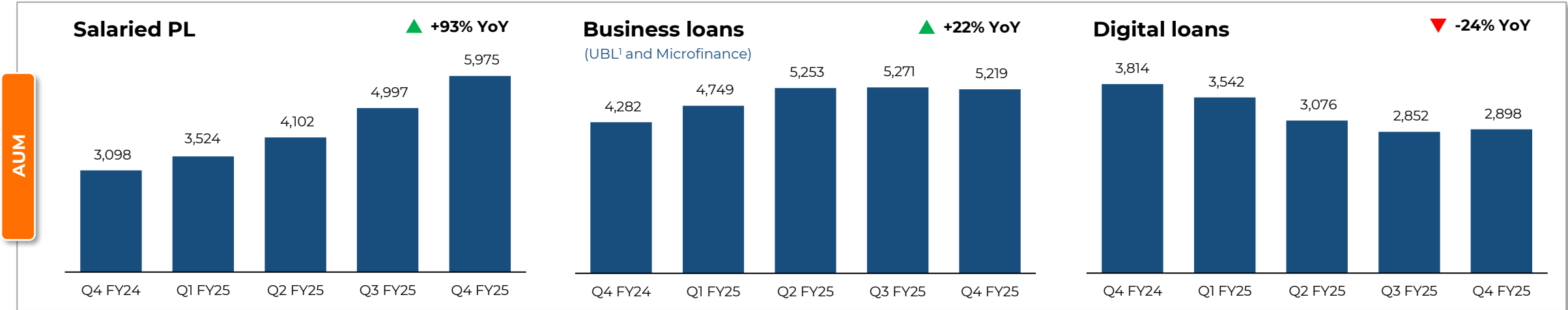
24 Lac	48%	749	12.9%
Average ticket size	Average LTV	Average CIBIL score	Disbursement yield

7 Lac	72%	748	15.3%
Average ticket size	Average LTV	Average CIBIL score	Disbursement yield

Actively managing disbursements to navigate risk



(In INR Cr)



4.1 Lac	756	17.7%
Average ticket size	Average CIBIL score	Disbursement yield

9.2 Lac	749	19.2%
Average ticket size	Average CIBIL score	Disbursement yield

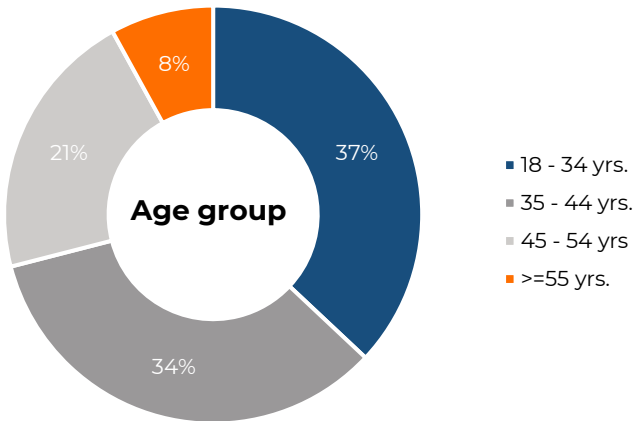
1.1 Lac	759	16.0%
Average ticket size	Average CIBIL score	Disbursement yield

Notes: (1) Unsecured business loans
(2) Split of Q4FY25 disbursements of INR 703 Cr (Q3FY25: 736 Cr): UBL at 637 Cr (Q3FY25: 639 Cr) & Microfinance at 66 Cr (Q3FY25: 97 Cr)

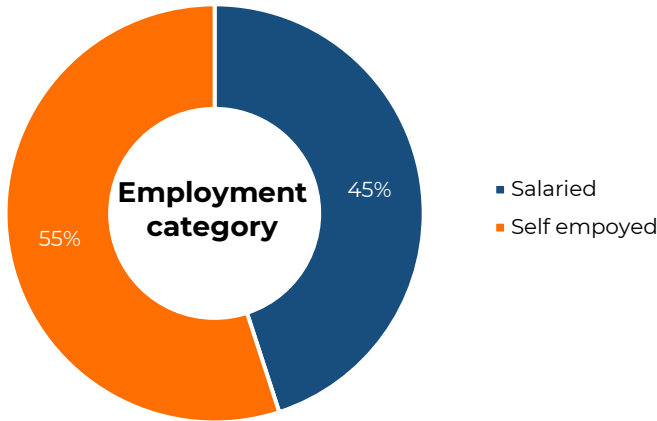
Customer profile for branch-based acquisition



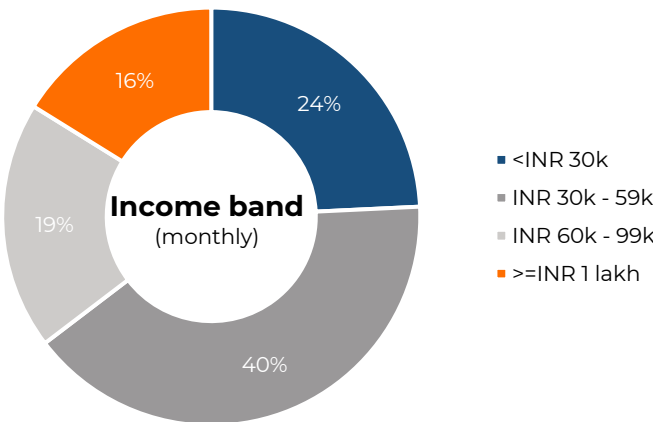
Median customers at 35-40 years age



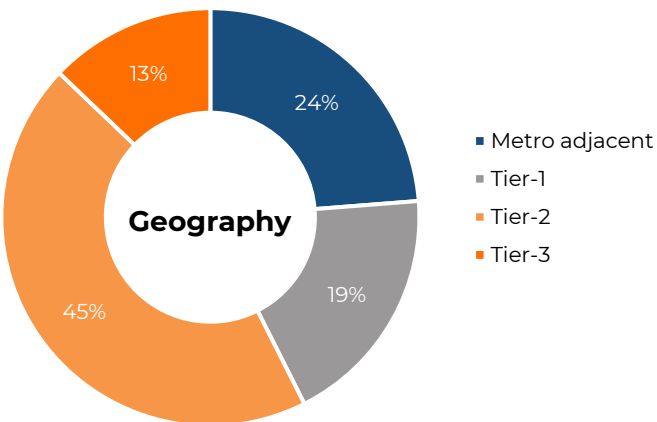
c.55% customers are self-employed



Median customers earn INR30k-60k monthly income



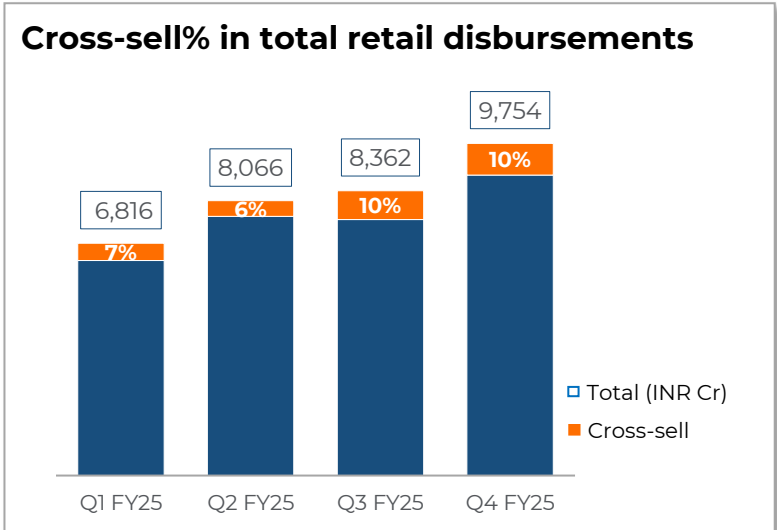
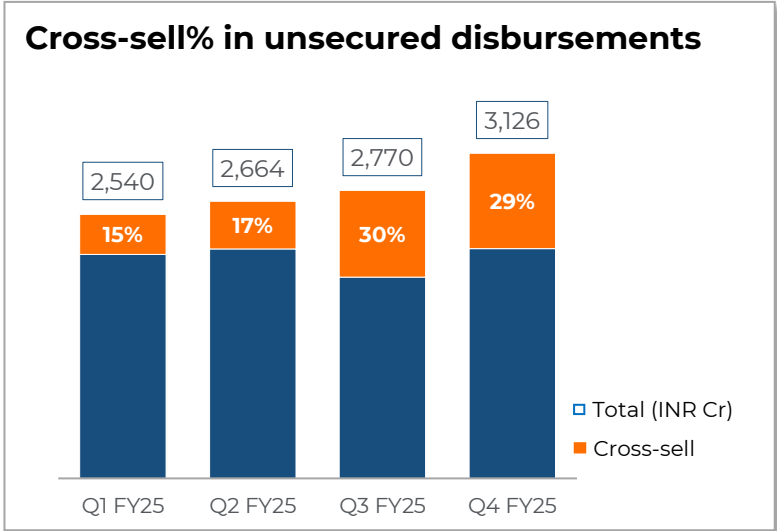
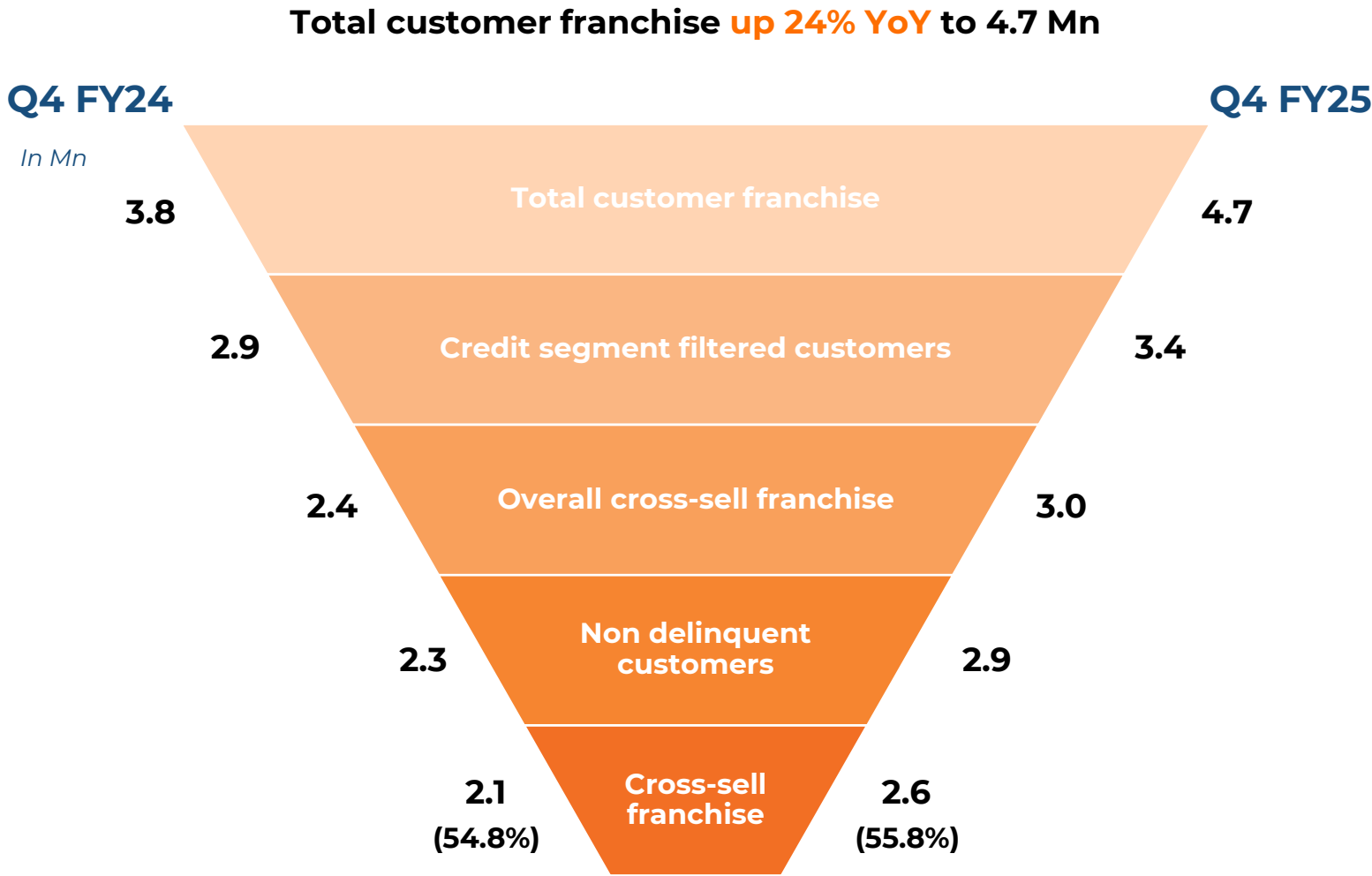
c.58% customers in tier-2/3 markets



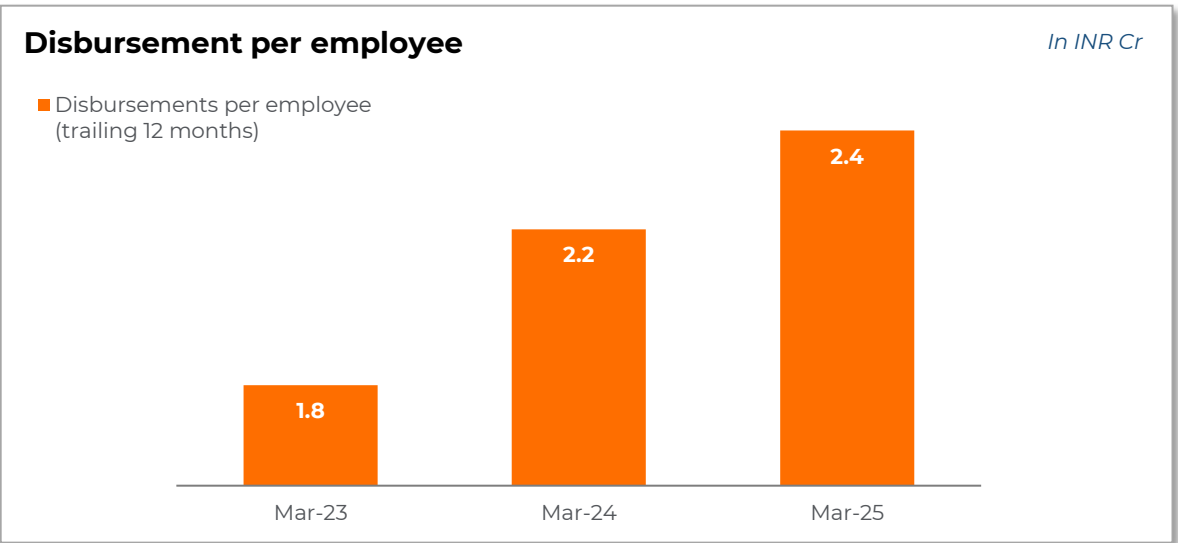
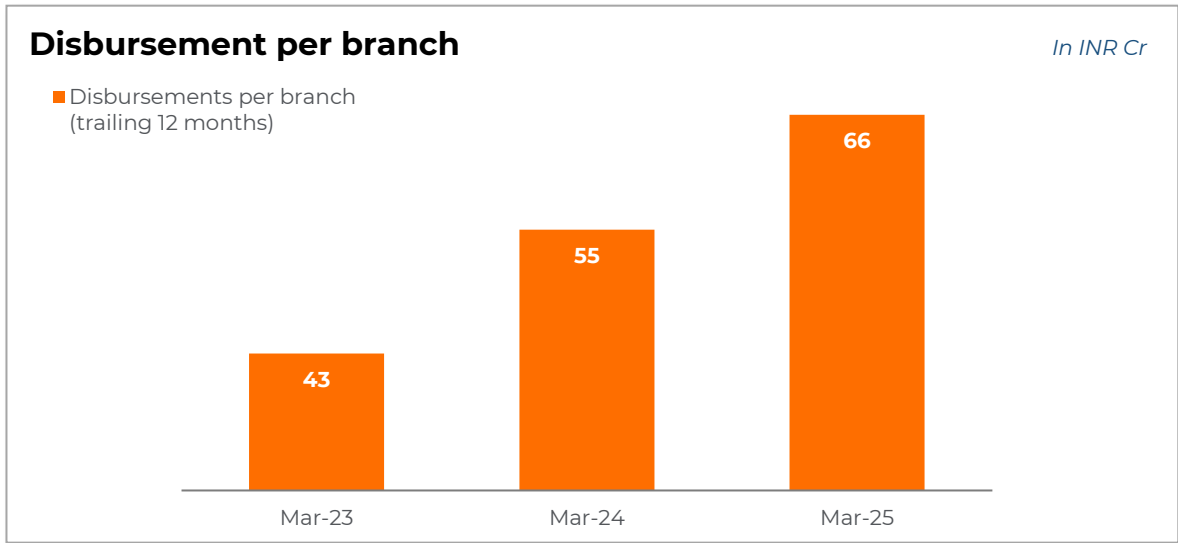
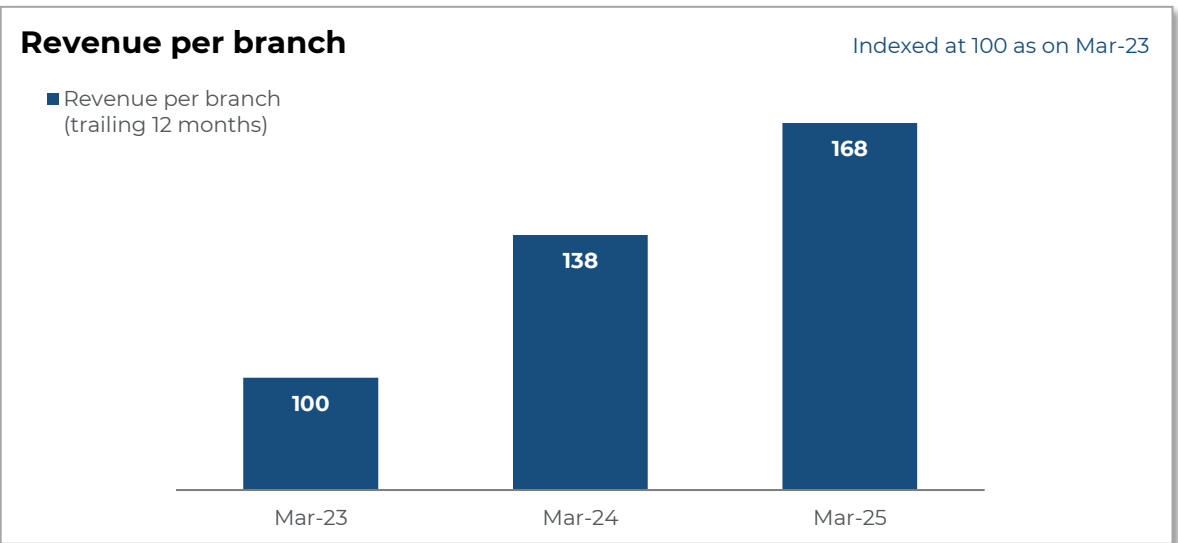
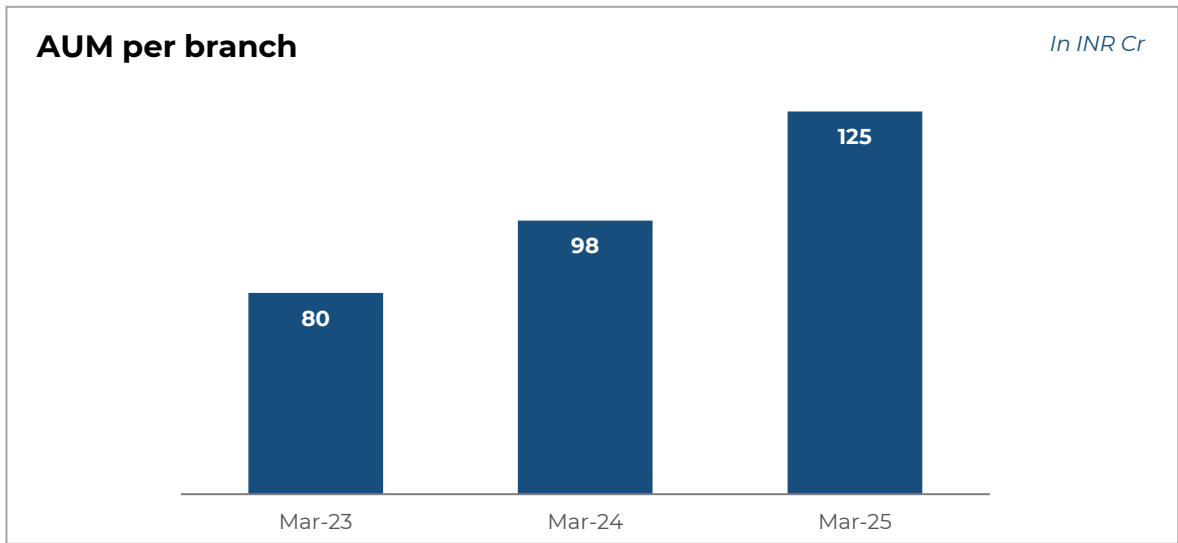
Customers acquired through branch network represent 91% of total retail AUM

Note : All donut charts are for number of customers acquired in FY24 & FY25

Cross-sell franchise | ~30% of unsecured disb. through cross-sell



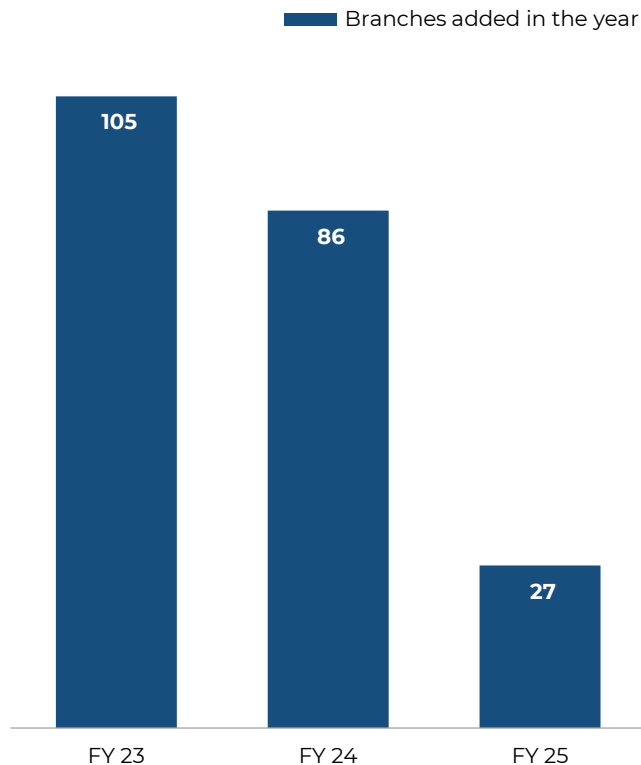
Branch and employee productivity are steadily improving



Increasing product penetration at existing branches, and...



1 We are moderating the pace of branch expansion...



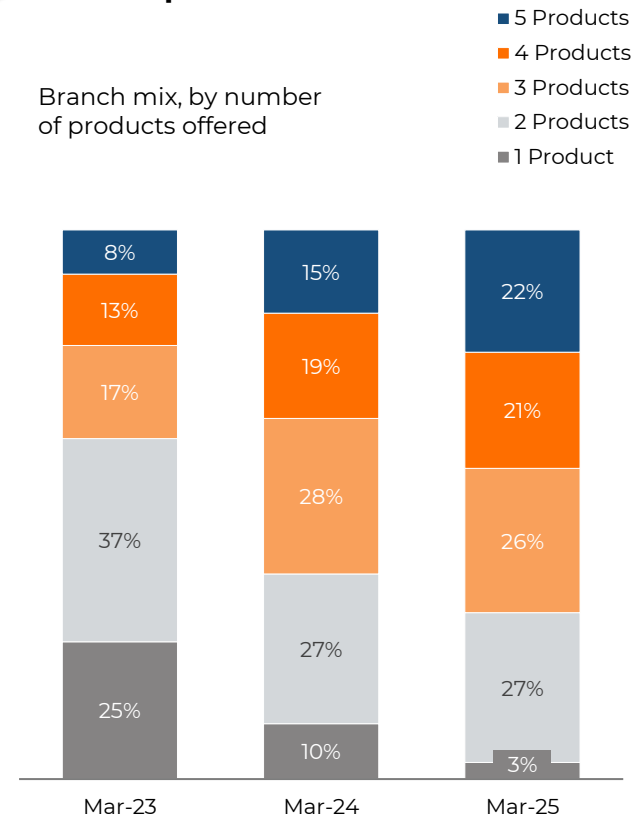
2 ...and focusing more on increasing product penetration into existing branches ...

No. of branches

Products offered	Mar-23	Mar-24	Mar-25
Housing loans	398	470	512
LAP	343	461	512
Used car loans	169	307	363
Salaried PL	127	225	319
Business loans	93	168	293
Total branches	404	490	517

3 ...leading to more products being offered per branch

Branch mix, by number of products offered

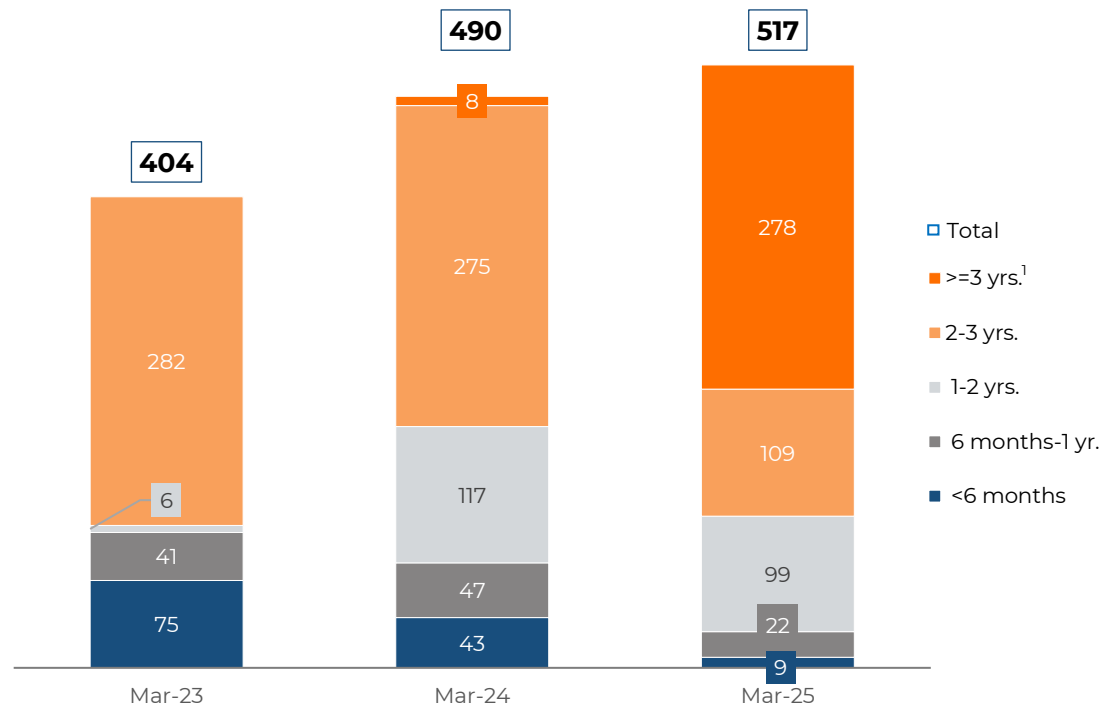


...a maturing network to drive productivity expansion



1 Our branches are becoming more mature...

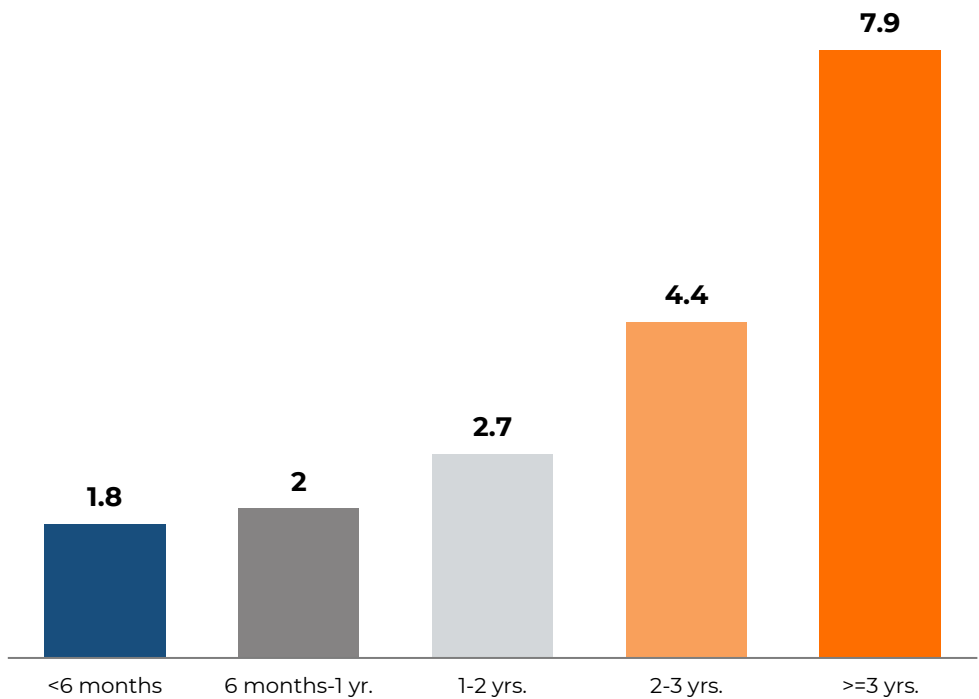
Number of branches, by vintage



2 ...and productivity will further increase

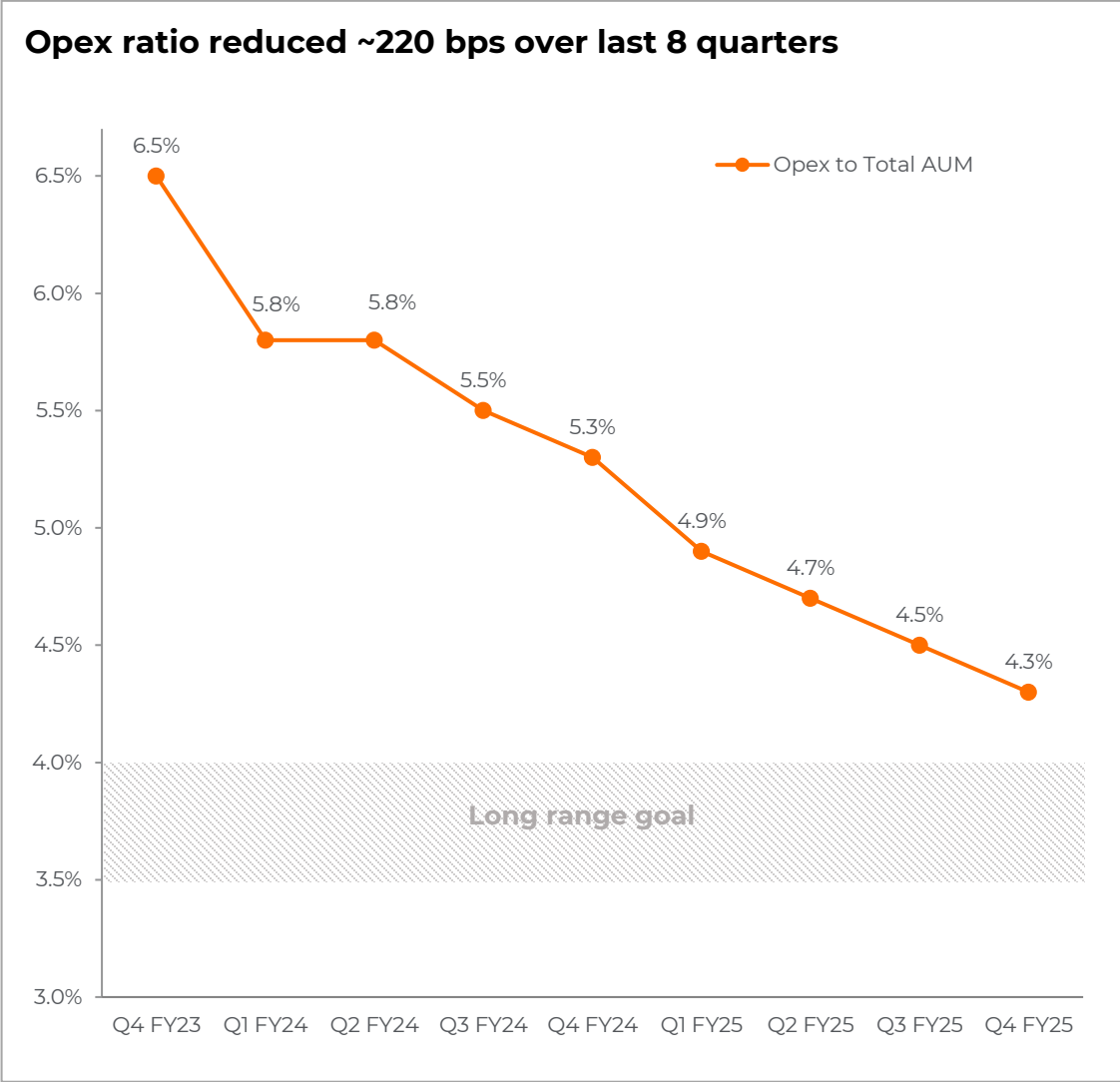
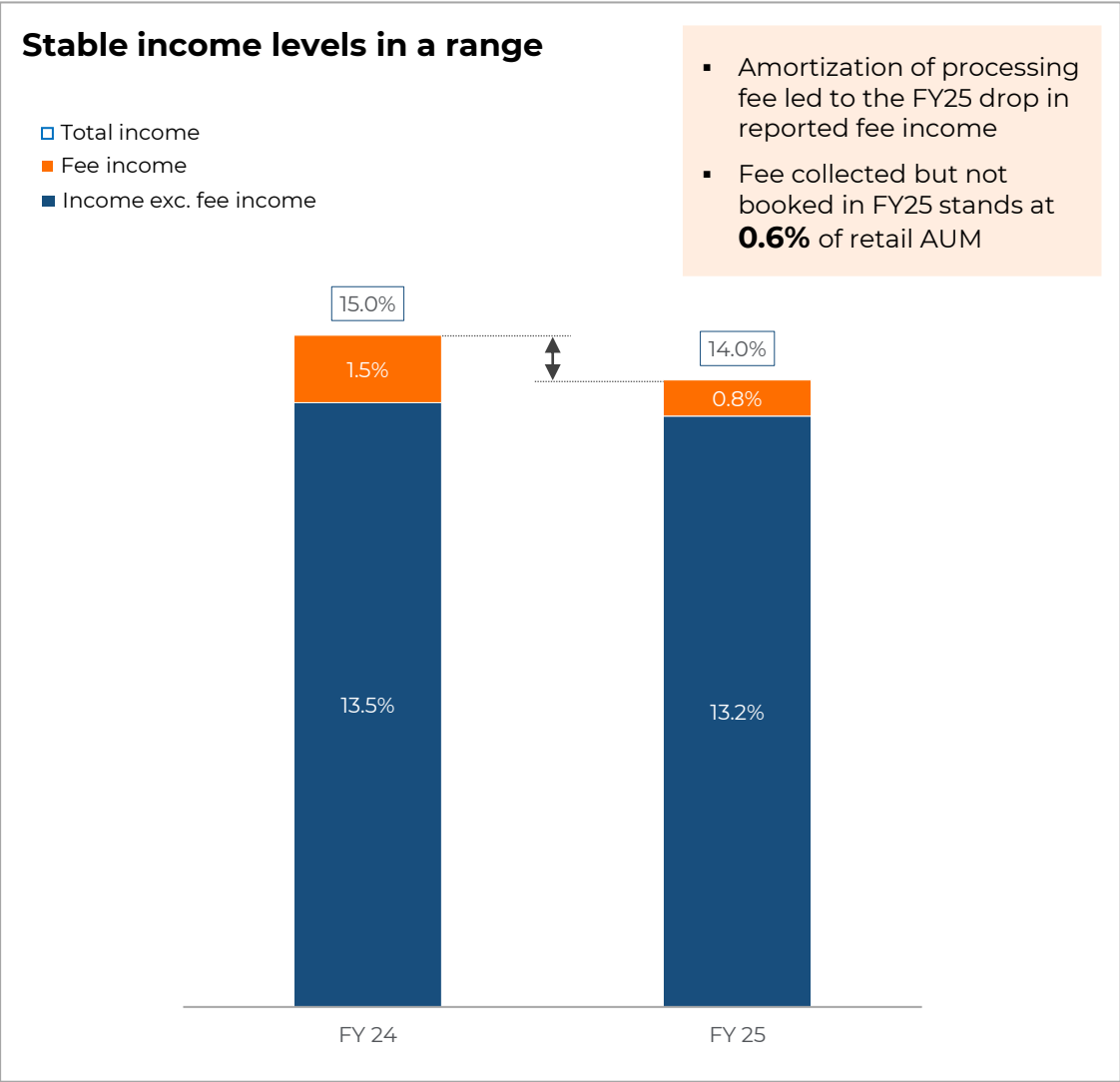
In INR Cr

Benchmark monthly disbursement² per branch by vintage

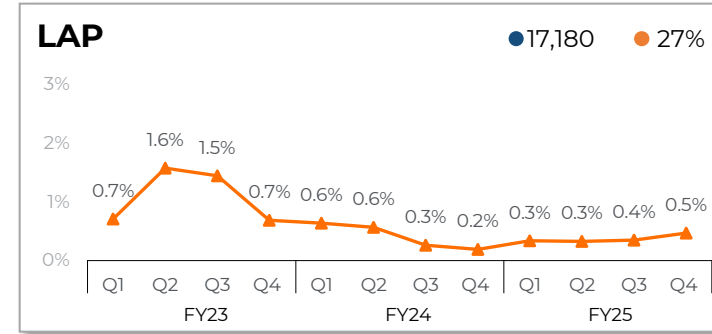
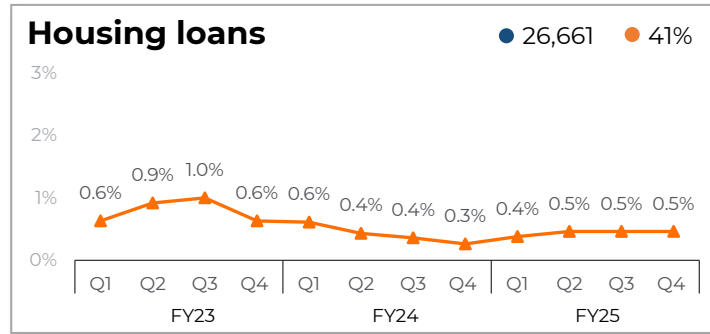


Note: (1) >=3 years bracket in Q4 FY25 mostly represent DHFL branches acquired in Sep'21
(2) Only for branch led products

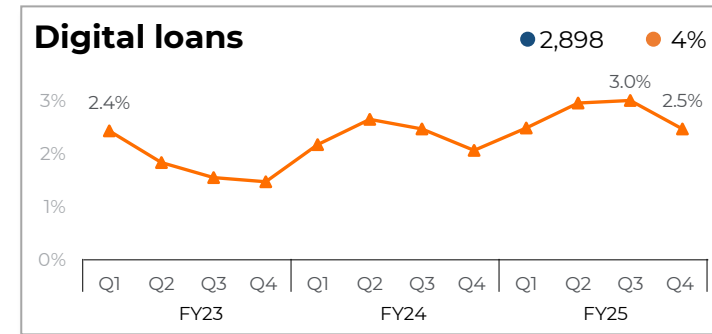
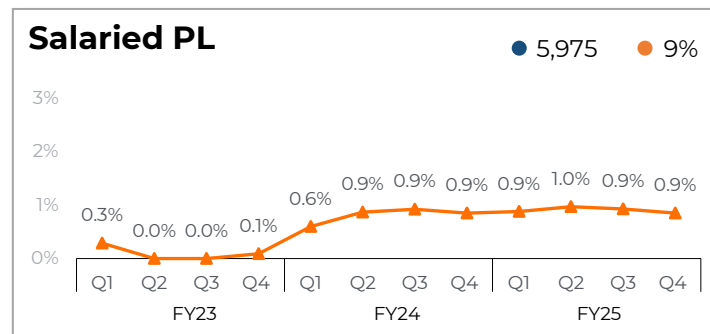
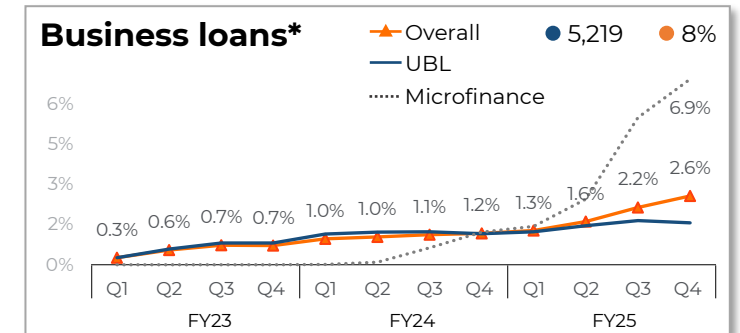
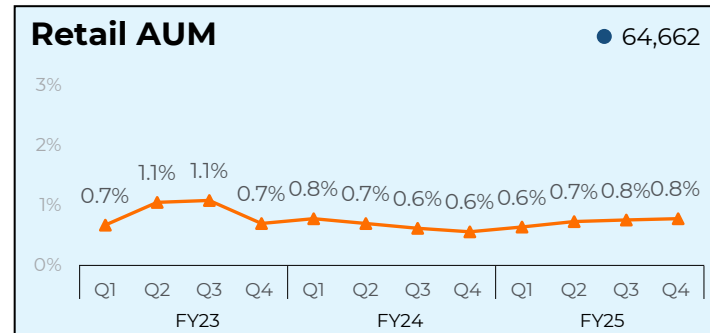
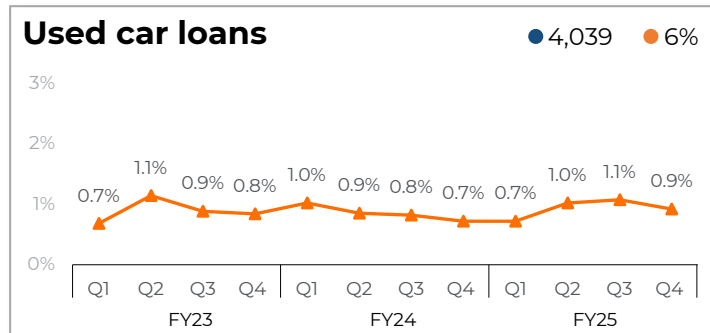
Stable income profile – operating leverage kicking in



Retail risk (1/2) – Overall stable 90+ DPD reflects diversified AUM mix

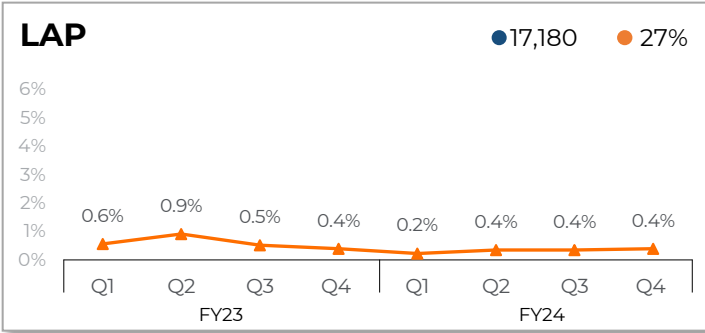
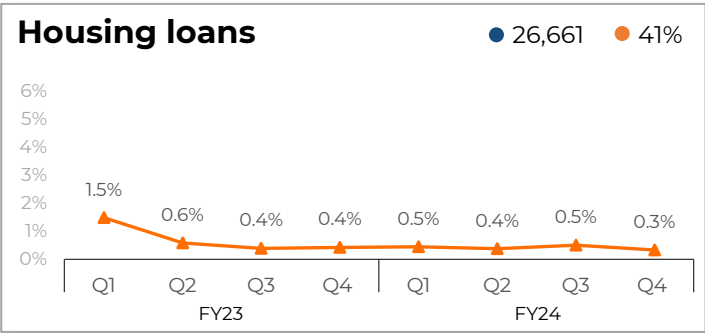


● AUM as of Q4 FY25 (INR Cr)
 ● % of retail AUM as of Q4 FY25
 ▲ 90+ DPD

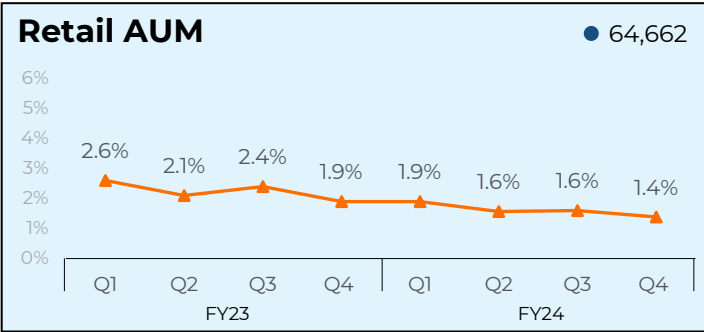
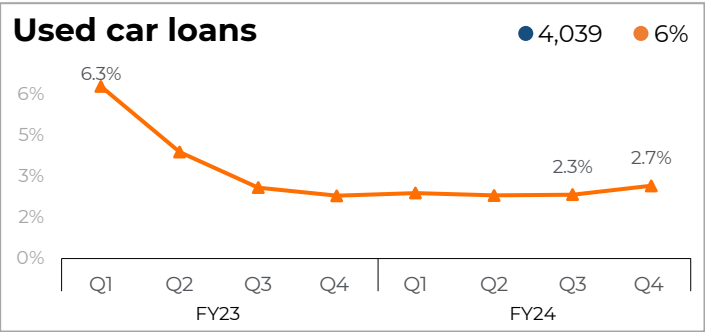


Note: (*) AUM as of Q4FY25 for Unsecured business loans (UBL) is INR 4,247 Cr and Microfinance is INR 975 Cr

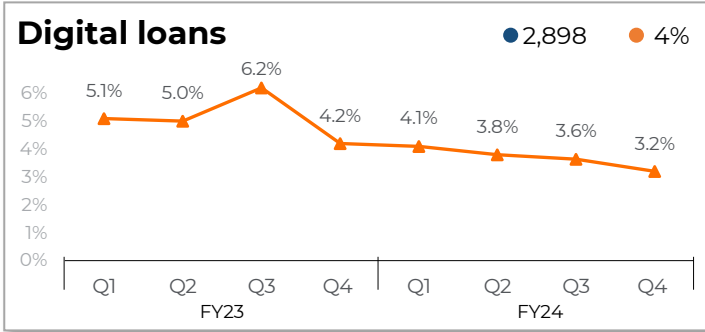
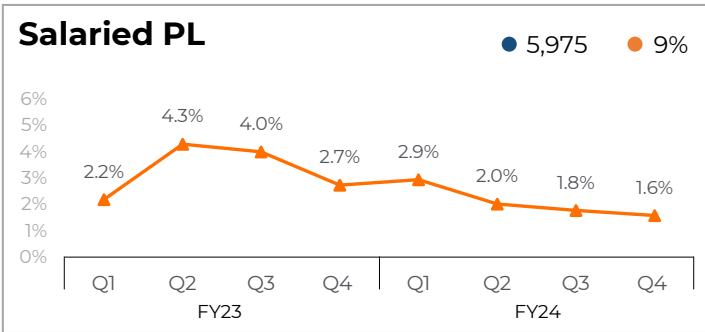
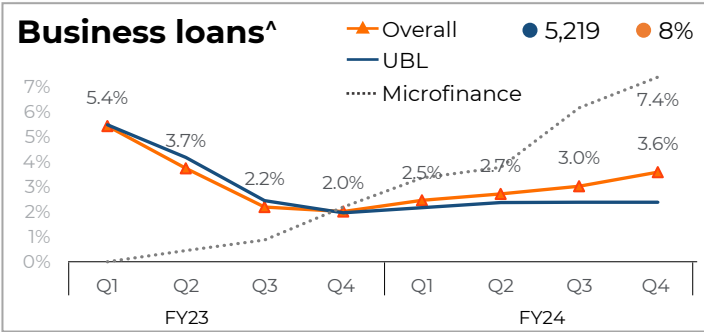
Retail risk (2/2) – vintage risk*: steady improvement in quality of new originations



- AUM as of Q4 FY25 (INR Cr)
- % of retail AUM as of Q4 FY25
- ▲ *90+ DPD at 12 months on book



X-axis represents quarter of origination



Note: (^) AUM as of Q4FY25 for Unsecured business loans (UBL) is INR 4,247 Cr and Microfinance is INR 975 Cr

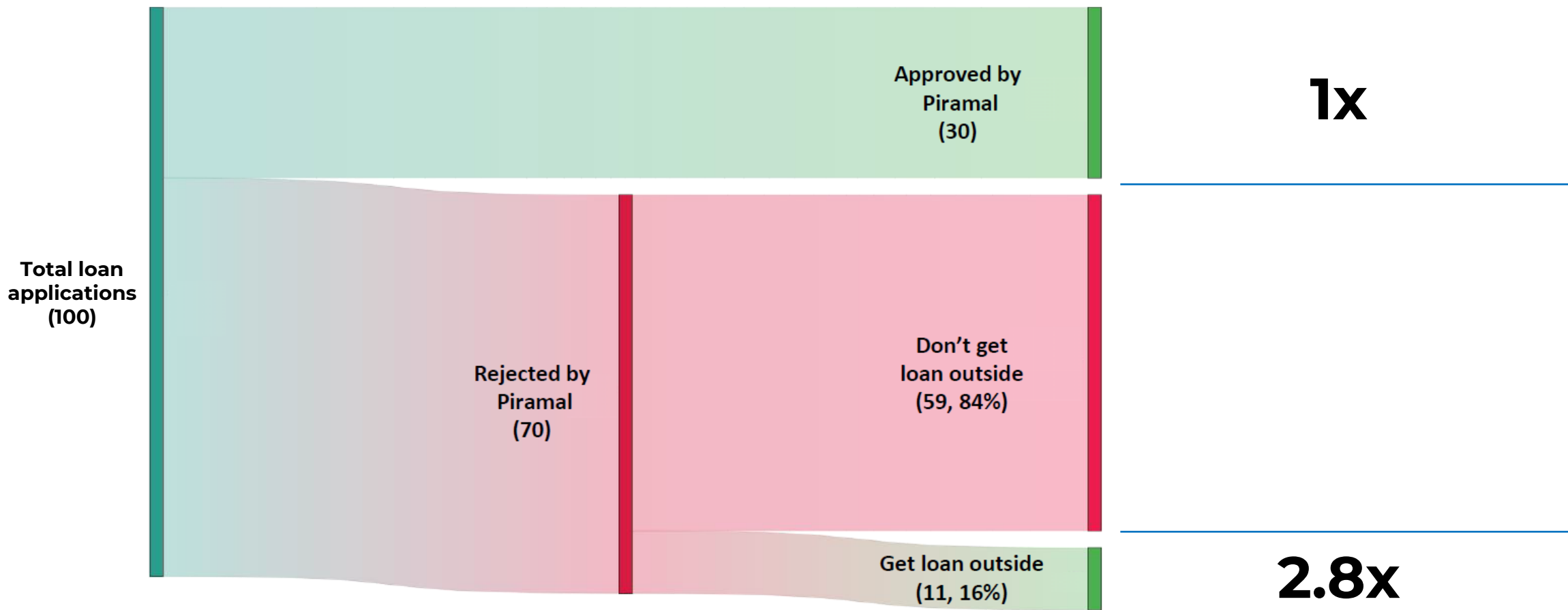
Are our Credit scorecards doing a good job?



16% of people we reject get a loan elsewhere, but their risk is 2.8x of those we approve

Off-Us analysis¹ of the reject base (All products)

Risk on the portfolio²



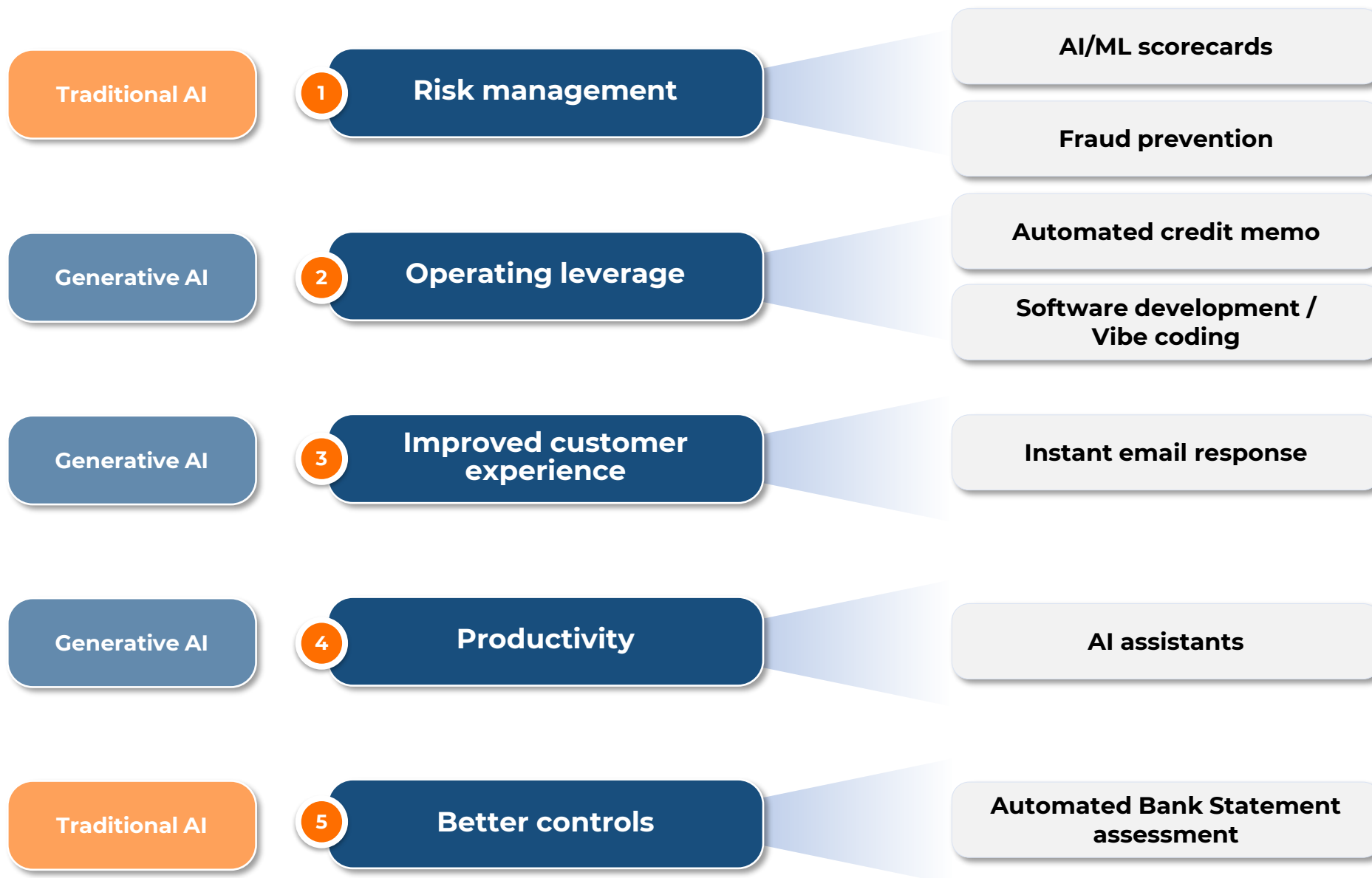
Notes: (1) Off-Us take ups are identified from the bureau data scrubbed post rejection; Off-Us take ups is an event where the client avails a similar loan product Off-Us post Piramal rejection
(2) Risk considered is ever 30+ in 6 months on book

New @ Piramal Finance in FY25

- ① AI evolution
- ② Customer engagement ramp up
- ③ New channels: DA/co-lending (liabilities) & CSCs (assets)
- ④ Micro-LAP launch

Where we see AI adding value

Illustrative examples



Traditional AI use cases



AI/ML scorecards

10-20%

lift in “Bad” capture over bureau scores



Fraud prevention

90%

of retro frauds cases captured on
Leo (fraud management tool)



Automated Bank Statement assessment

60%

of bank statements live on **Aalok**
(bank statement processing stack)



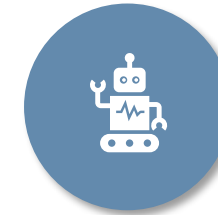
**Automated
credit memo**



**Software development
/ Vibe coding**



**Instant email
response**



AI assistants

~80k

credit memos generated by
credit managers in FY25

25%

of new codes written using
AI in Q4FY25

29%

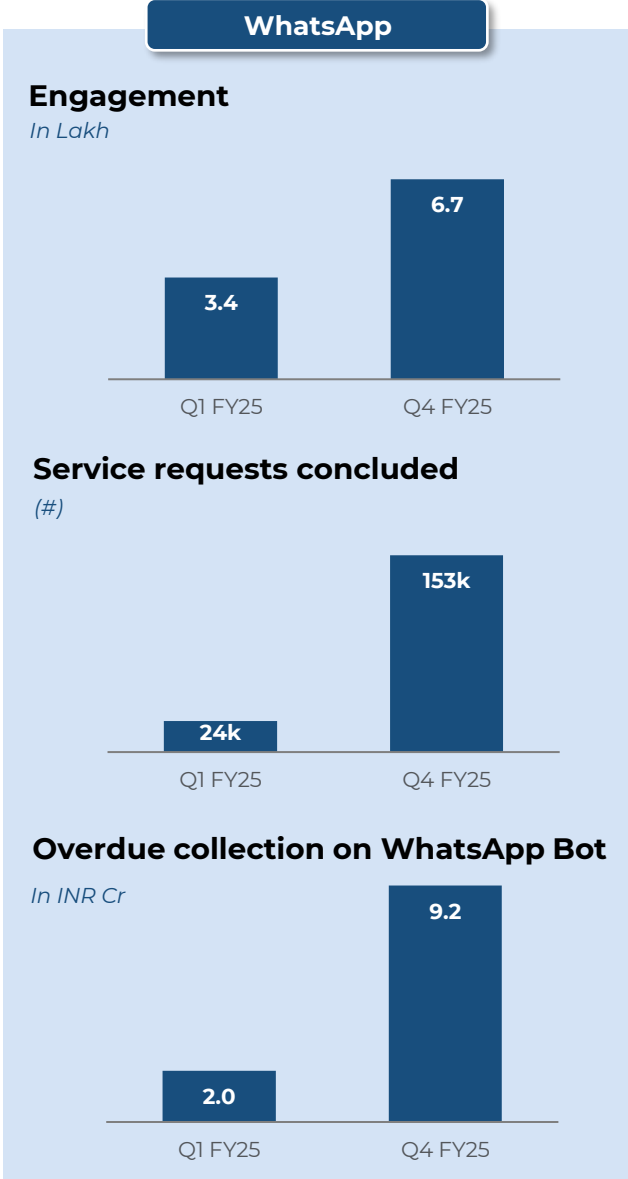
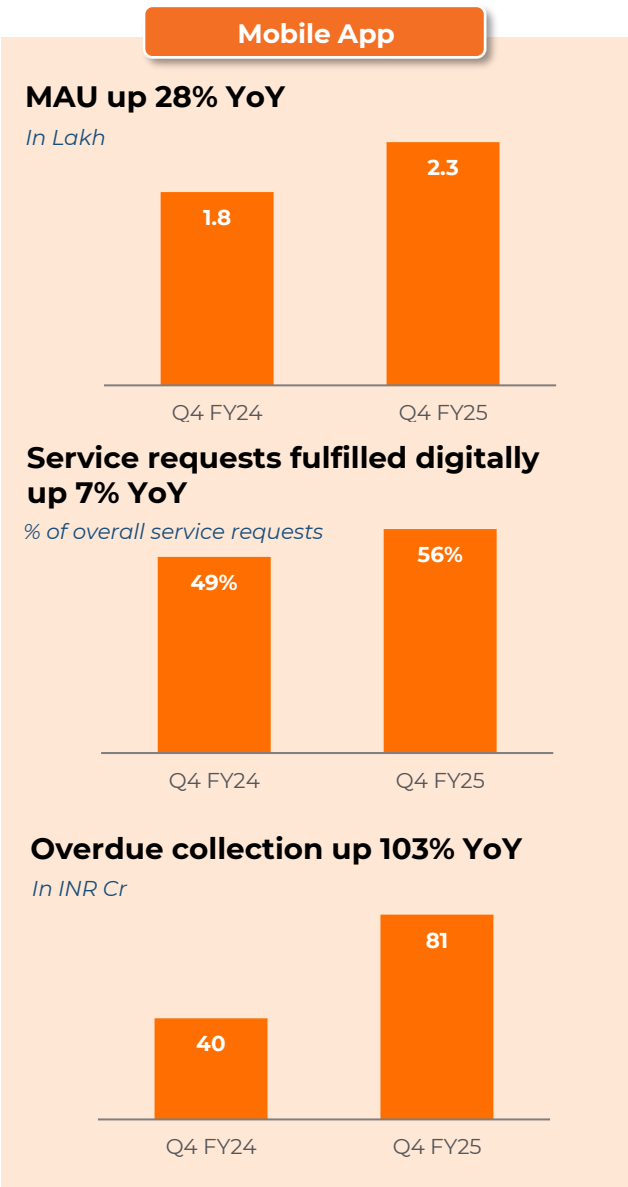
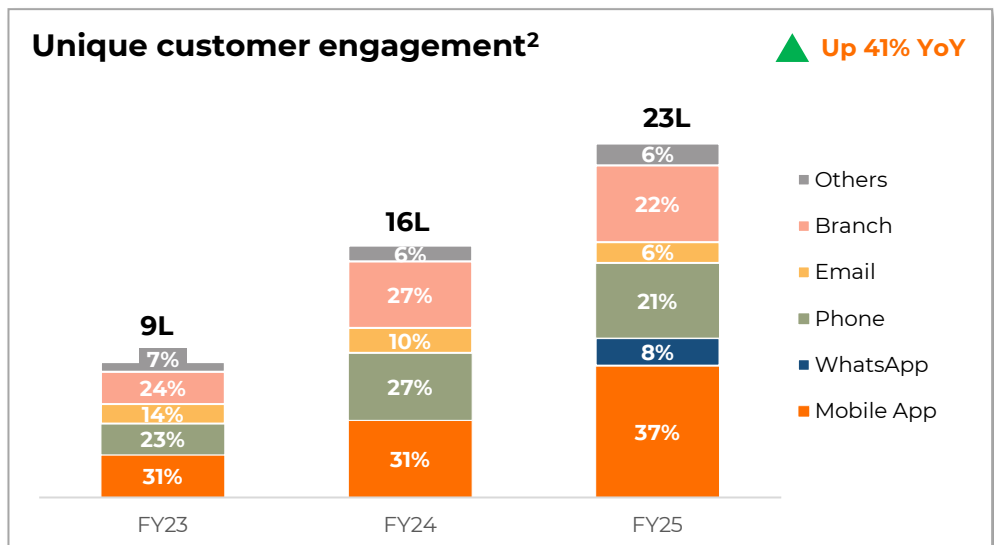
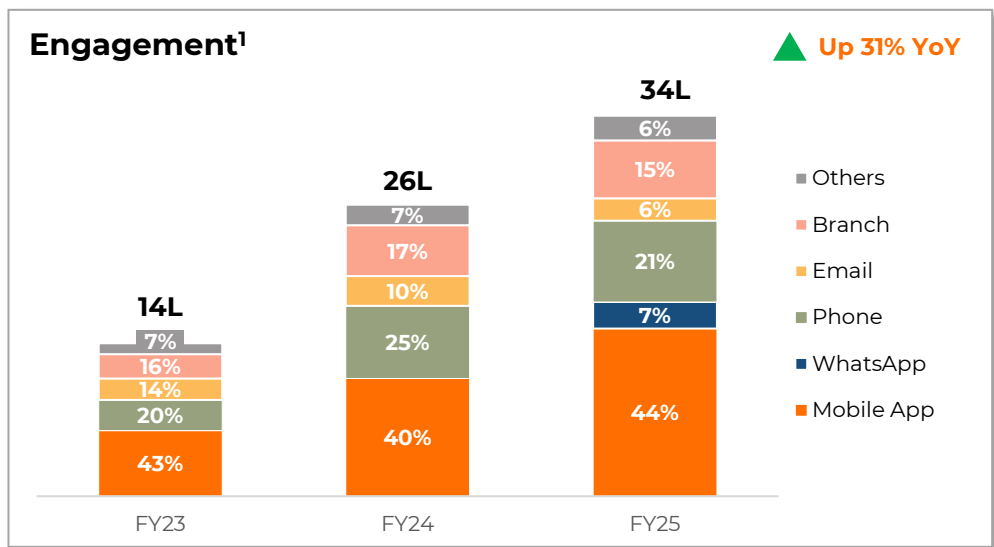
of customer emails
addressed end-to-end by AI
agents

60%

of sales manager using *Arya*
to review channel
distribution

Arya: our in-house Gen AI assistant

A transformative year in digital engagement, service and collections



Notes: (1) Engagement= Queries, Requests & Complaints registered by each channel; (2) Customers may have interacted with more than one channel in the year, count is unique customer per channel

Scaling up new channels for liabilities (DA and co-lending) and assets (CSCs)



Direct Assignment (DA) and Co-lending

Direct Assignment*

INR 7,000 Cr+

Started 8 quarters ago

Co-lending*

~INR 1,000 Cr

Started 4 quarters ago

Key products

Housing loans & LAP

Partnerships

16 DA & Co-lending partnerships

Including the largest PSU bank, two of the top-3 private sector banks and the largest NBFC

Leveraging Common Services Centres (CSCs)

Disbursements

INR 1,800 Cr+

In FY25

10x growth in Q4 FY25 over Q1 FY25

Lead-active VLE^ network

~20,000

>3x growth in Q4 FY25 over Q1 FY25

Branch coverage

~100%

Branch network is active on CSC

Customer franchise

~15,000

Acquired through CSC channel

We launched **micro-LAP** in FY25

Product

**Small-ticket secured loan
backed by mortgage**

**Average
ticket size**

INR 7-9 lakh

Yield

~18%

Tenure

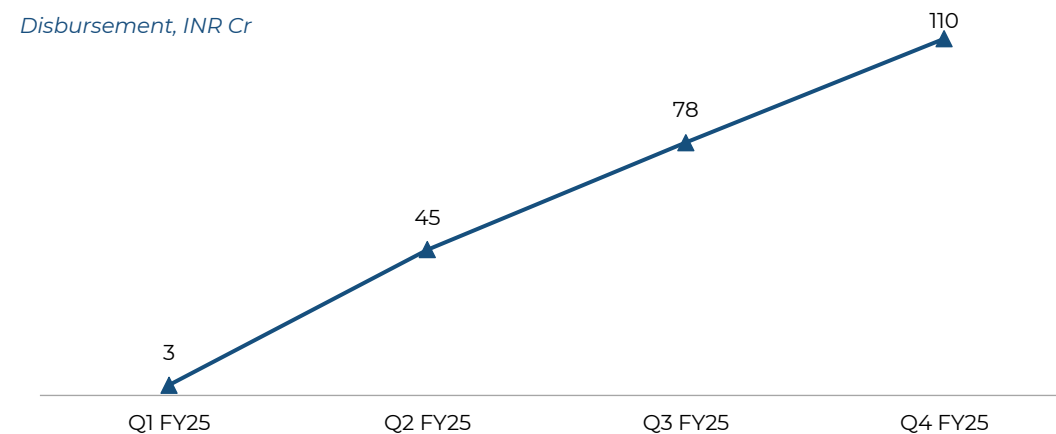
5-7 years

**Collection
Efficiency**

100%

Disbursed INR 235 Cr in FY25

Disbursement, INR Cr



Customer profile



Halwai (Sweet maker)
10 years in business
Loan for expanding business



Tailoring business
5 years in business
Loan for buying additional sewing machines



Wholesale 2.0



Snapshot – Wholesale 2.0



AUM

INR 9,117 Cr

▲ 44% YoY

Mix

73 : 27

Real estate

CMML

Disbursements

INR 7,192 Cr

▲ 22% YoY in FY25

Average ticket size

~INR 70 Cr

Portfolio EIR

(Effective interest rate)

~14.4%

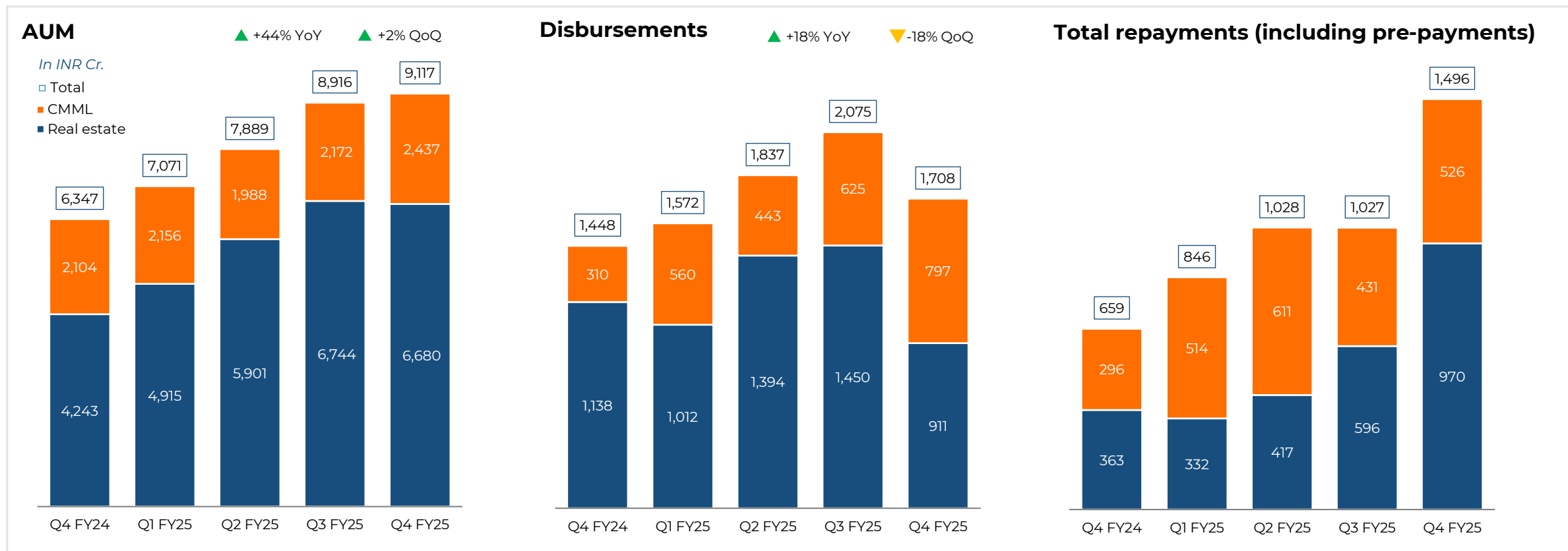
Steady QoQ

**Pre-payments as
% of disbursements**

45% In FY25

Strong underwriting reflects in high prepayments as well

Wholesale 2.0: Building a diversified and granular book backed by cash flows and assets

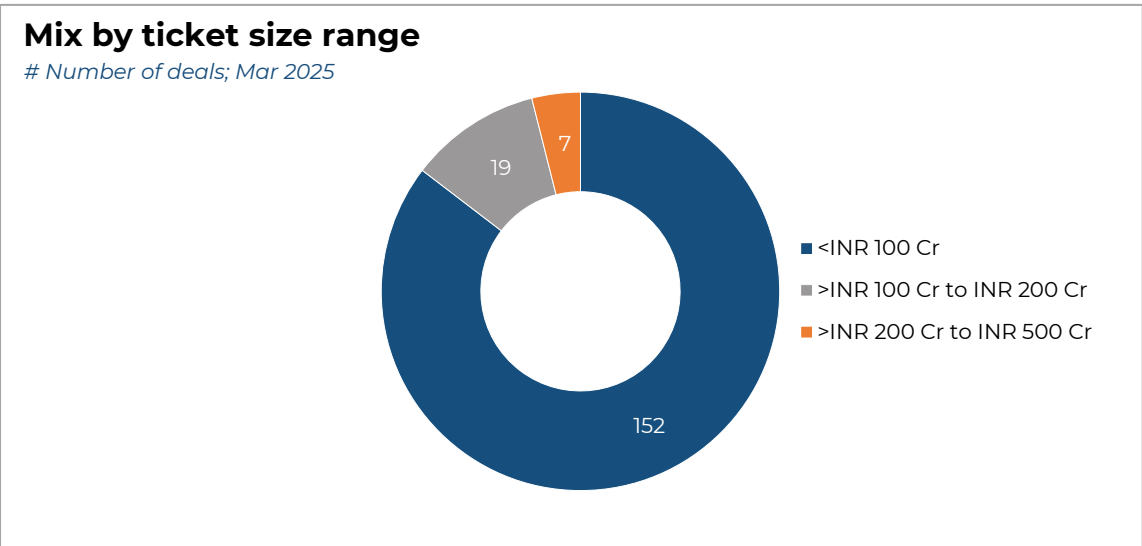
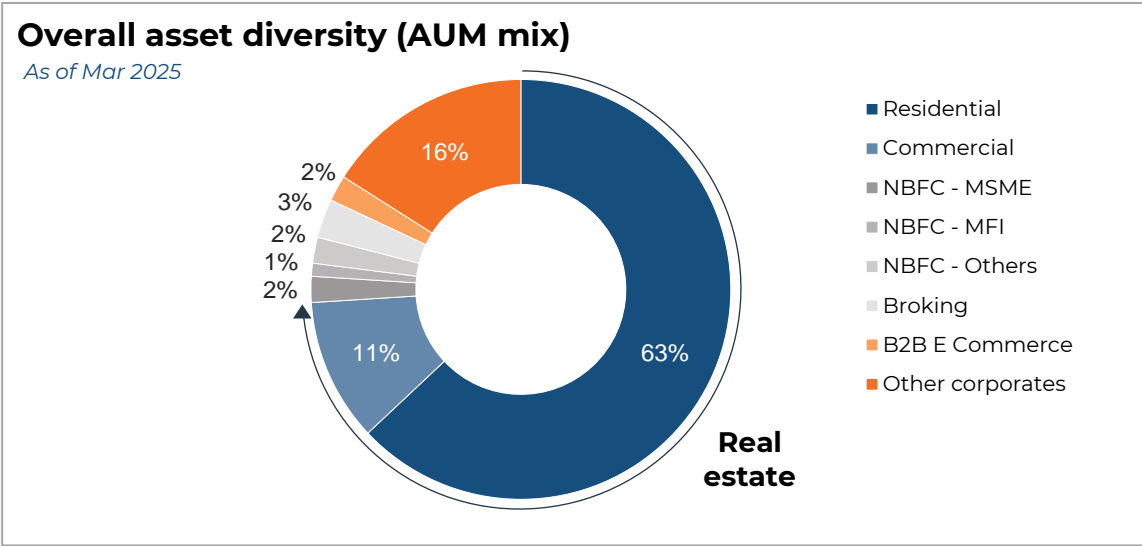
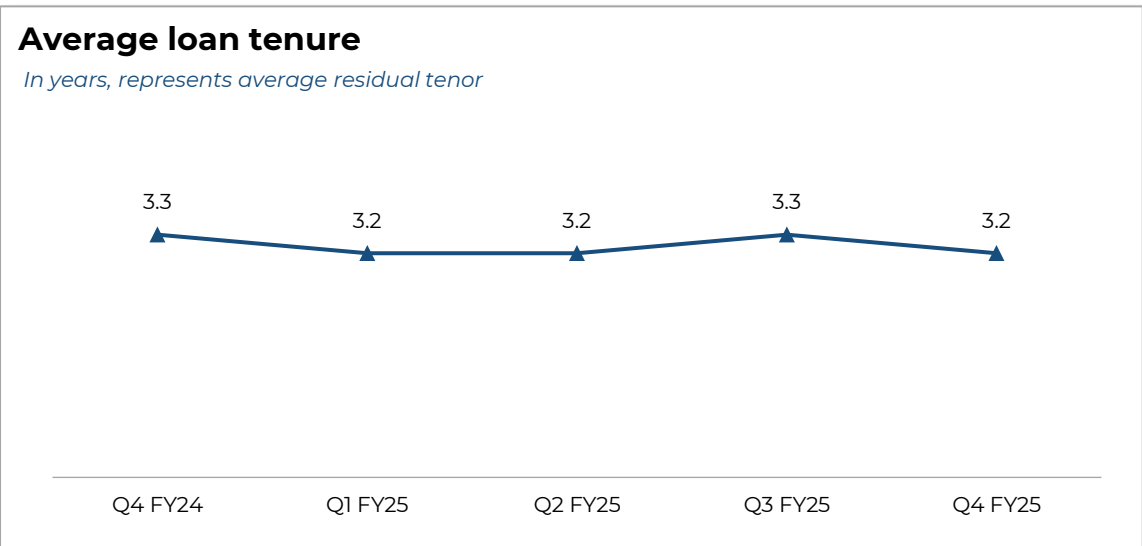
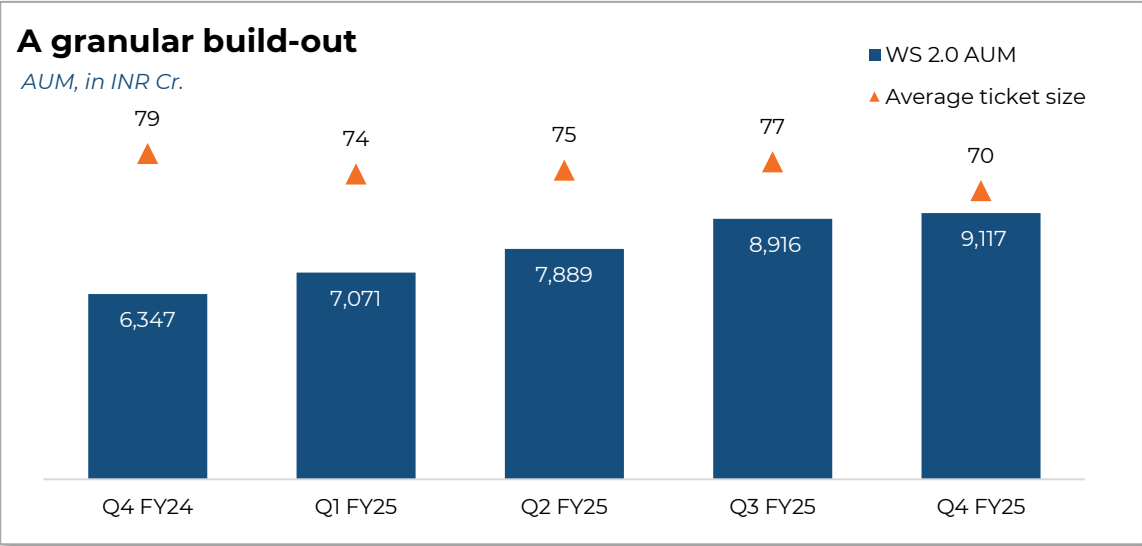


- **Performing well**, in line with or ahead of underwriting, as reflected in prepayments
- **Pre-payments** worth INR 1,162 Cr received in Q4 FY25
- FY25 **pre-payments** (INR 3,237 Cr) were 45% of the disbursements during the year

Wholesale 2.0: Granular and diversified build-out



(Charts represents data for outstanding AUM)



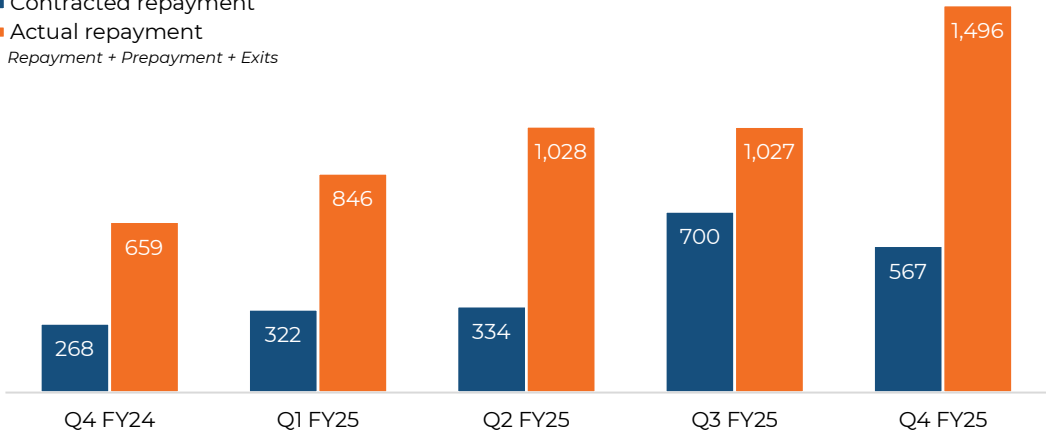
Wholesale 2.0: Portfolio analysis



Repayment analysis

In INR Cr.

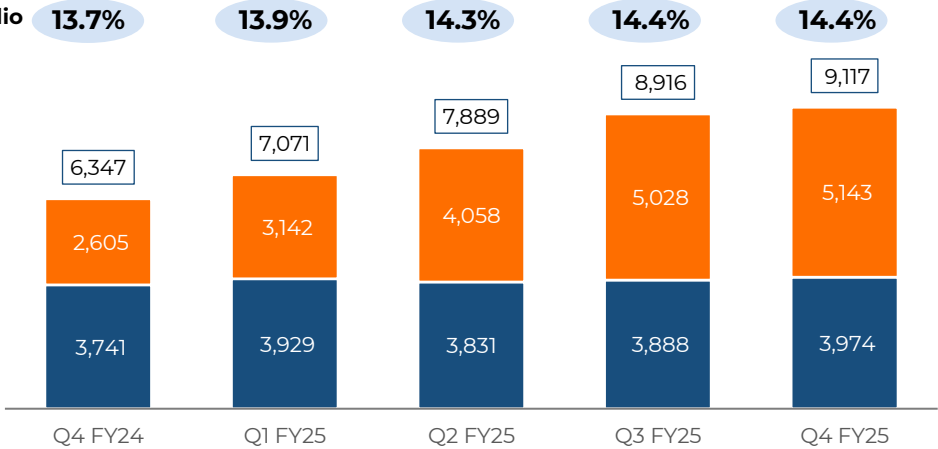
- Contracted repayment
- Actual repayment
Repayment + Prepayment + Exits



Effective Interest Rate (EIR)*

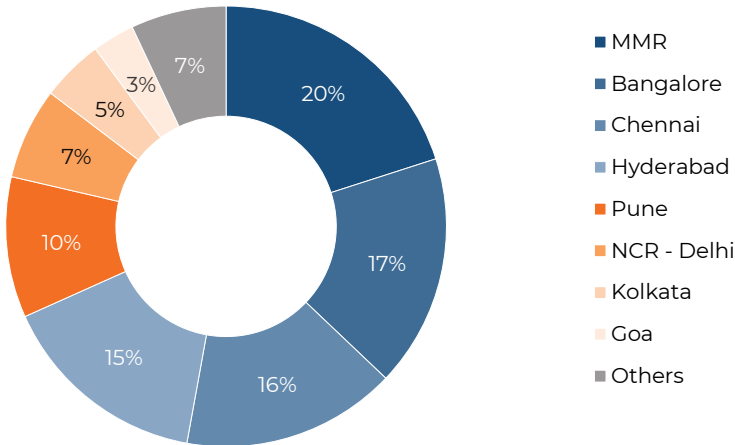
<14% >14% Total WS2.0 AUM (INR Cr.)

Portfolio EIR[^]



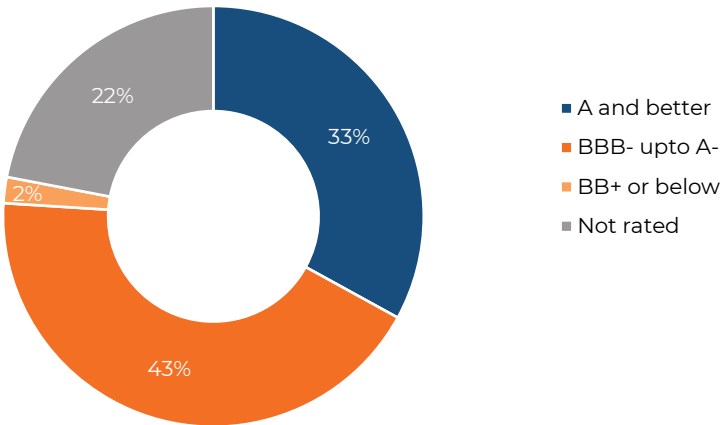
Real estate AUM by geographic exposure*

As of Mar 2025



CMML AUM by ratings*

As of Mar 2025



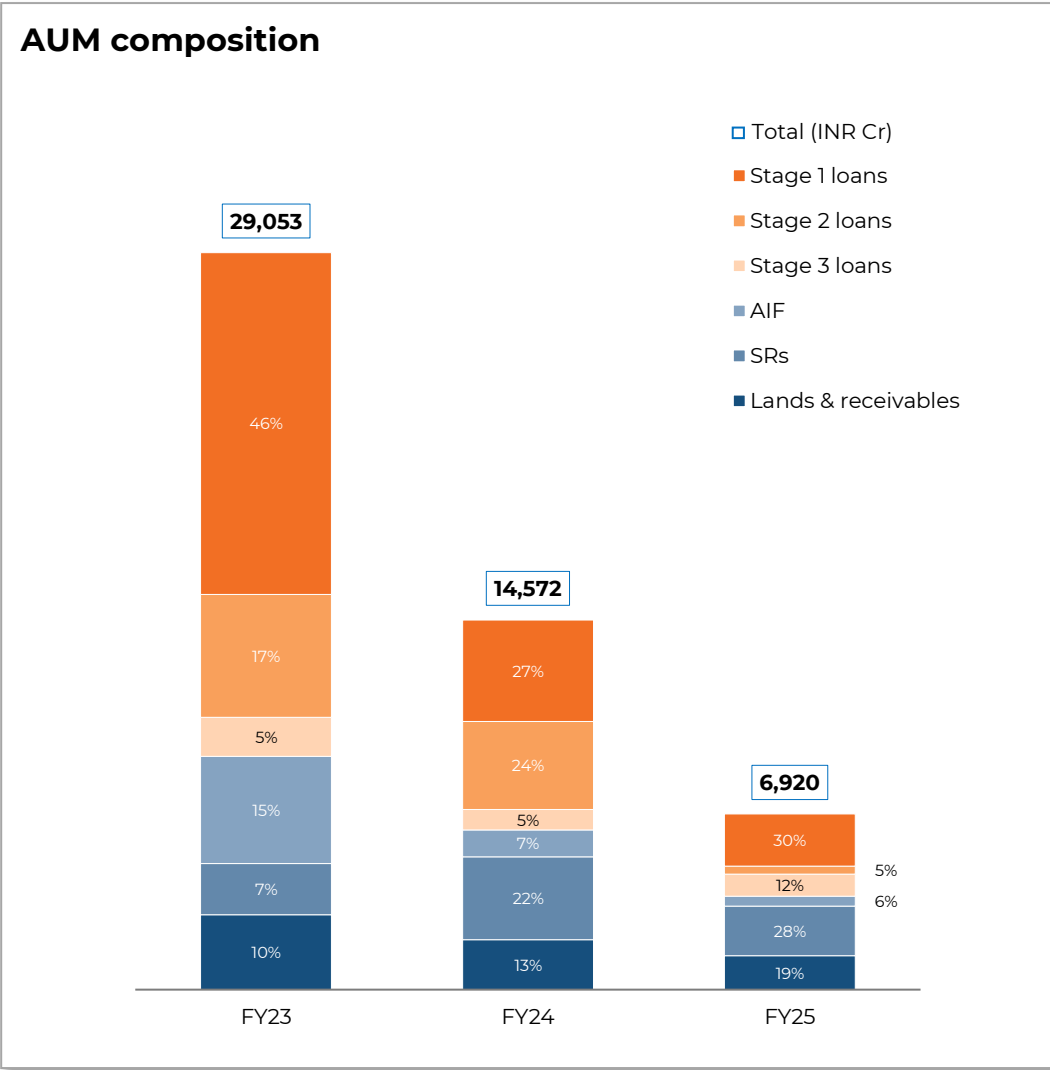
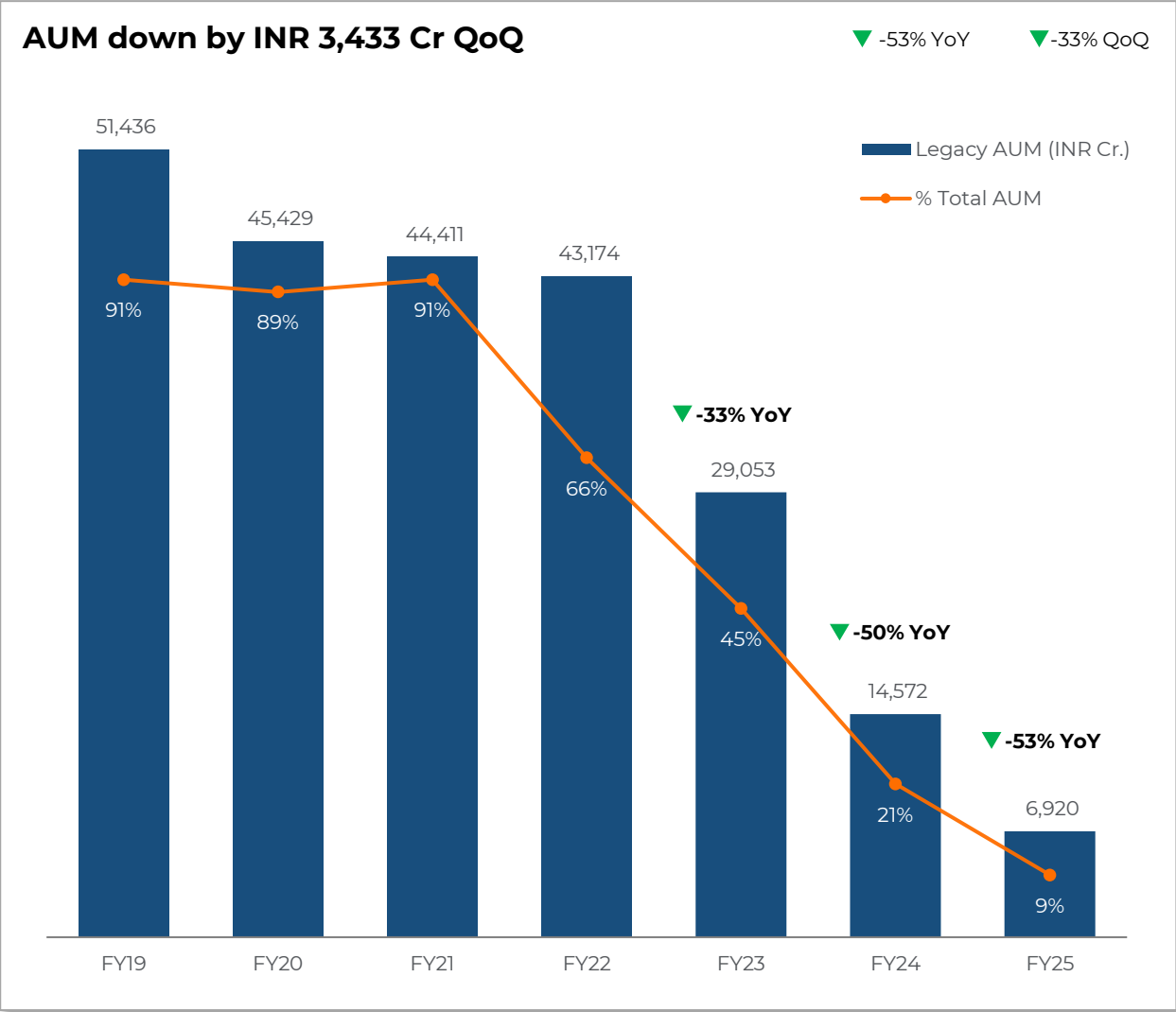
Notes: (*) Represents data for outstanding AUM
(^) Portfolio EIR % includes fee income



Legacy (discontinued) business



Legacy AUM down 84% in three years





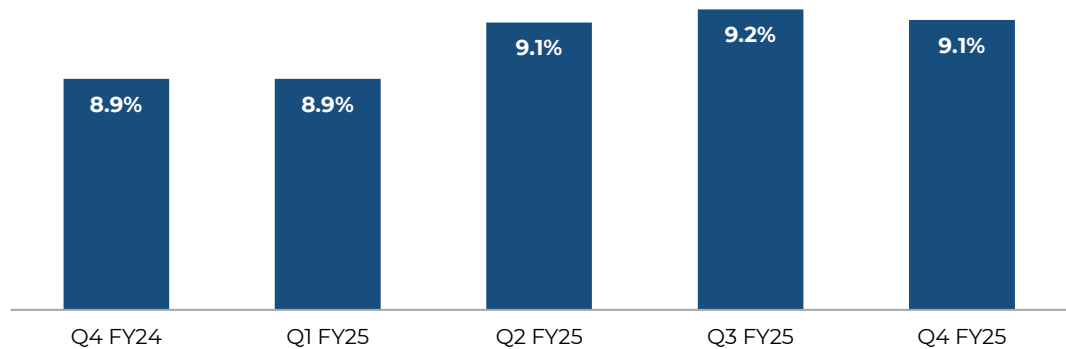
Liabilities



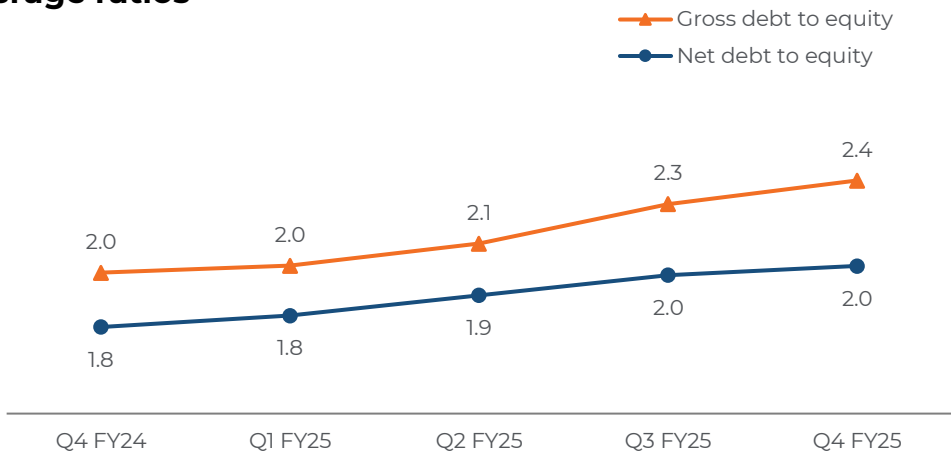
Liabilities management



Average borrowing cost – **stabilized and beginning to fall**

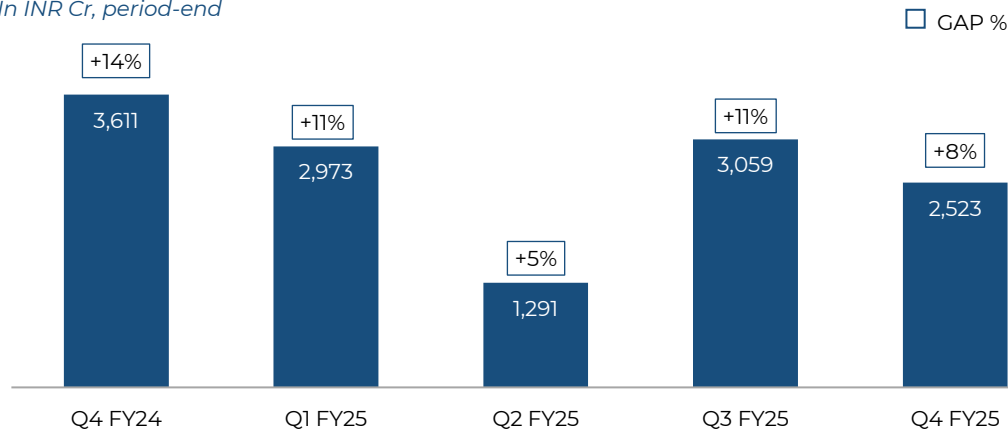


Leverage ratios

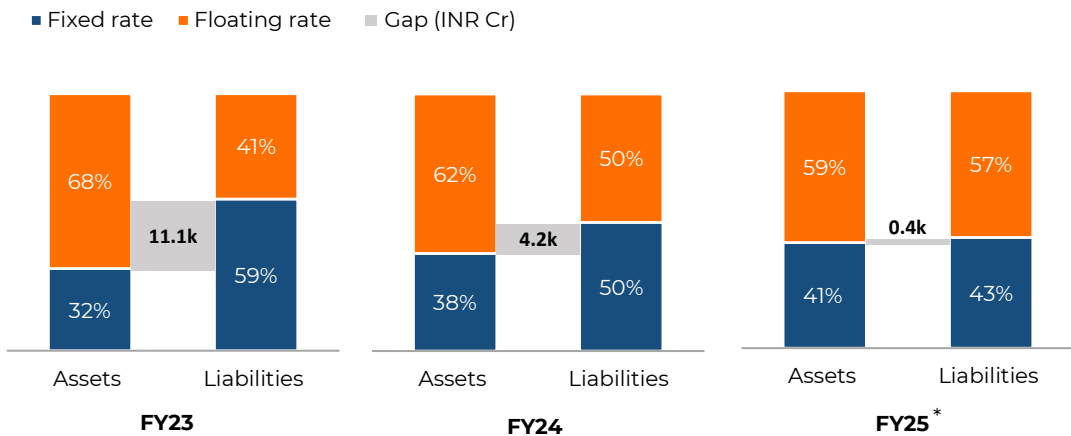


Cum. ALM gap (up to 1 year) – **continues to be positive**

In INR Cr, period-end

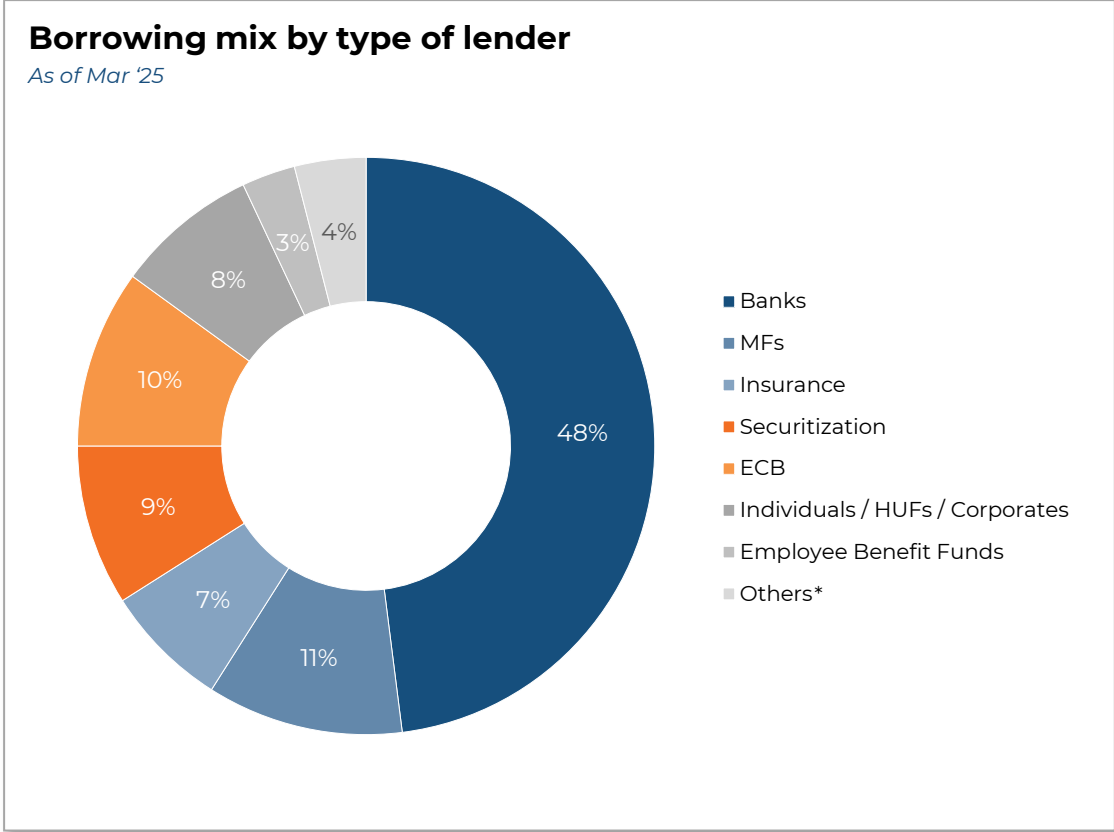
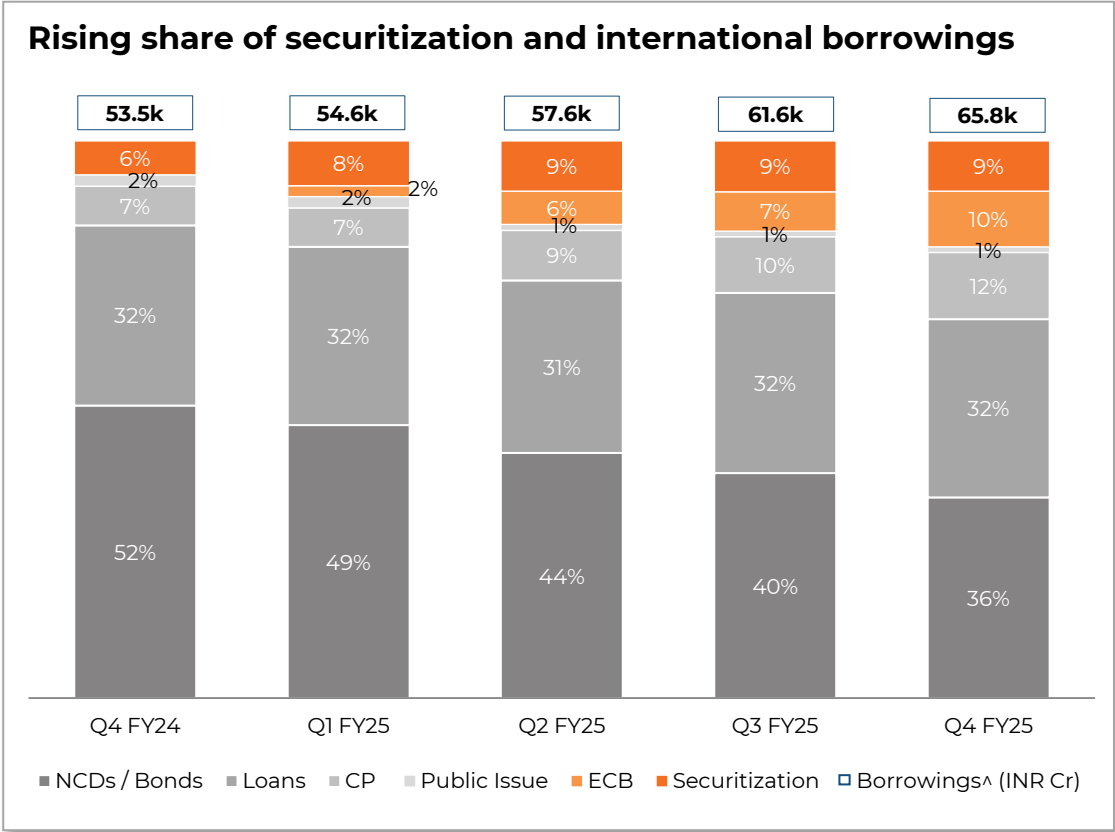


Neutralised fixed-floating gap between assets & liabilities



Note: (*) Liabilities includes fixed rate borrowings of INR 15,248 Cr for Q4 FY25

Securitization and international borrowings now form ~20% of total borrowings



Domestic ratings

Long term ratings
 ICRA & CARE: AA
 Outlook Stable

Short term ratings
 CRISIL, ICRA, CARE: A1+

International ratings

S&P: BB-
Moody's: Ba3

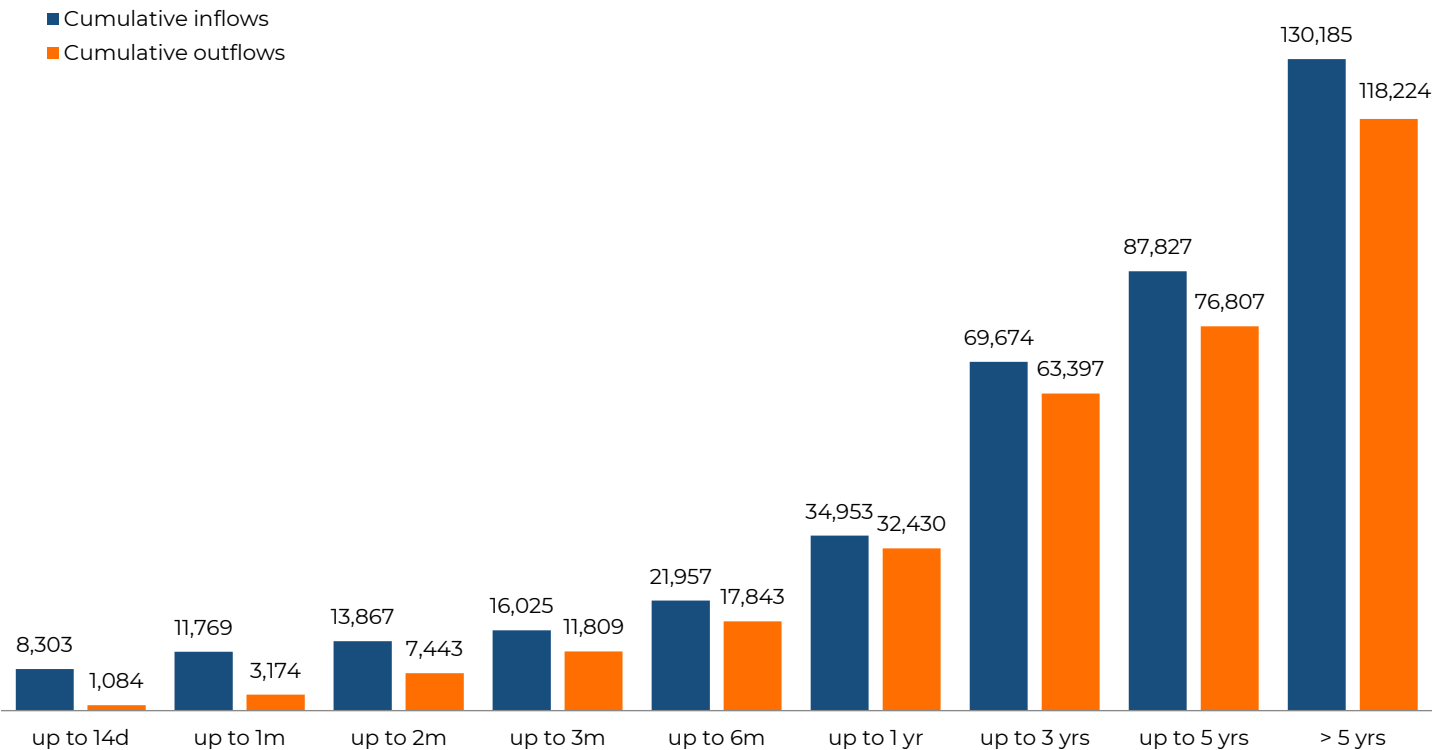
Note: (*) Includes NHB, & other financial institutions which contribute 2% and 2% respectively to overall borrowings
 (^) Small variance between total borrowings and Gross Debt mentioned in Balance Sheet is primarily due to Ind AS adjustments and fair value of ECB

Asset-liability profile



As on Mar 31, 2025

In INR Cr.

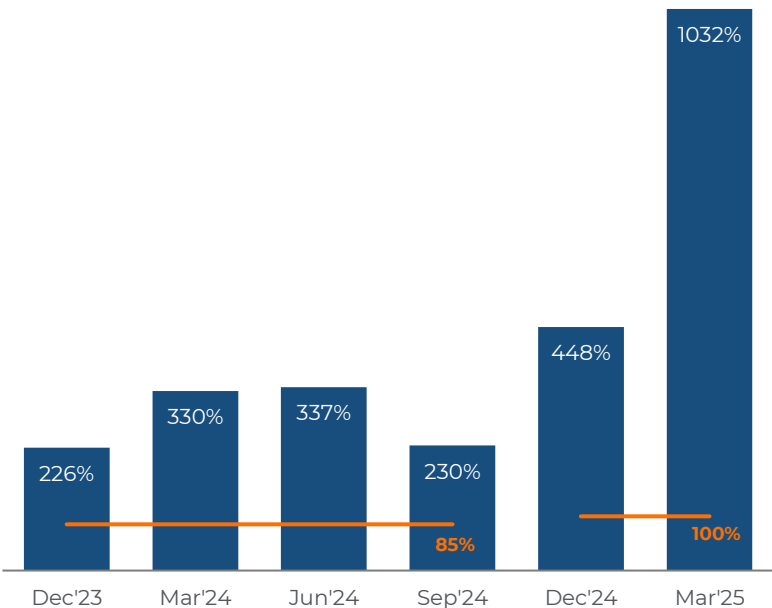


Cumulative GAP (%)



Very strong position on liquidity

■ PEL's consol. LCR % - period end
— Regulatory LCR% requirement (NBFCs)



Q4 FY25 consol. LCR of 205% on period average basis



Financials



Profit and loss statement – consolidated



In INR Cr.

Consolidated income statement	Q4 FY25	Q4 FY24	YoY %	Q3 FY25	QoQ %	FY25	FY24	YoY %
Interest income ¹	2,381	1,944	23%	2,318	3%	8,909	7,423	20%
Less: Interest expense	1,417	1,189	19%	1,378	3%	5,317	4,400	21%
Net interest income (A)	964	755	28%	940	3%	3,591	3,022	19%
Fee & commission	123	190	(35%)	107	15%	440	560	(21%)
Dividend	13	49	(73%)	12	8%	58	148	(61%)
Others	241	84		86		506	241	
Other income (B)	377	323	17%	205	84%	1,004	948	103%
Total income (A+B)	1,341	1,078	24%	1,145	17%	4,595	3,971	39%
Less: Operating expenses (Opex)	783	785	-	786	-	3,014	2,774	9%
Pre-provision operating profit (PPOP)	557	293	90%	358	55%	1,581	1,197	109%
Less: Loan loss provisions & FV loss / (gain)	531	1,837	(71%)	272	95%	1,073	6,012	(82%)
Less: Shriram FV loss / (gain)	-	(871)		-		-	(1,726)	
Less: Goodwill write-off	-	-		-		-	278	
Profit before tax	26	(674)		86		508	(3,368)	
Add: Exceptional gain / (loss) ²	-	-		-		-	(64) ³	
Less: Current & deferred tax	14	(821)		52		160	(1,595)	
Add: Associate income	90	(11)		5		137	154	
<i>of which: Alternatives</i>	82	9		30		178	225	
<i>Pramerica Life Insurance</i>	8	(21)		(26)		(42)	(72)	
Reported net profit / loss after tax	102	137		39		485	(1,684)	

Notes: (1) Interest Income includes DA upfront income of INR 112 Cr in Q4FY25, INR 43 Cr in Q4FY24 and INR 100 Cr in Q3FY25

(2) AIF losses and gains reported as exceptional items in prior periods have been included in provisions here

(3) Exceptional item in Q2 FY24 pertains to one-time refund / return investors of Indiareit PMS

Link to Data Sheet Q4 FY25



Data from previous quarters now available on our website

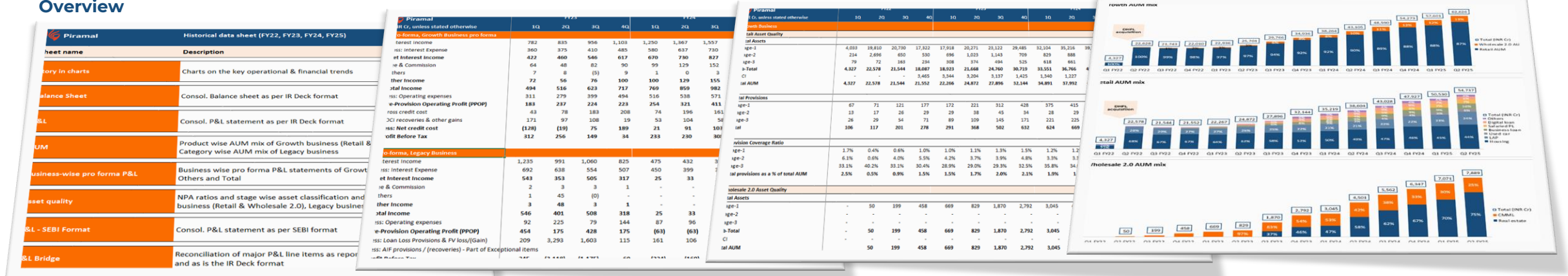
[Click here to download the 'Data Sheet Q4 FY25'](#)

Overview

Pro forma business wise P&L

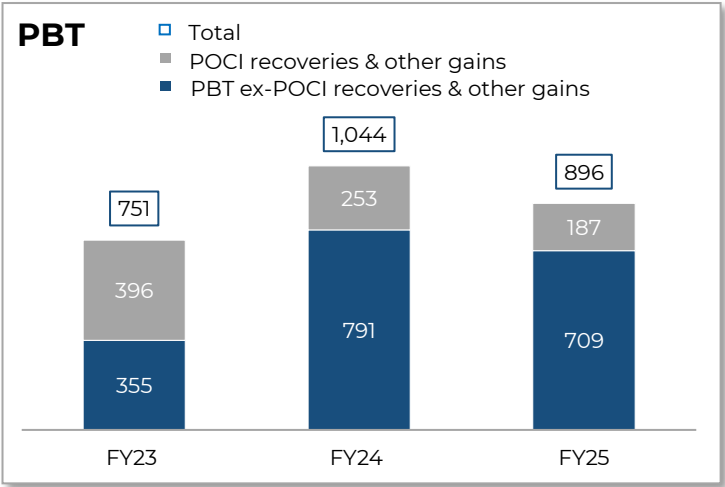
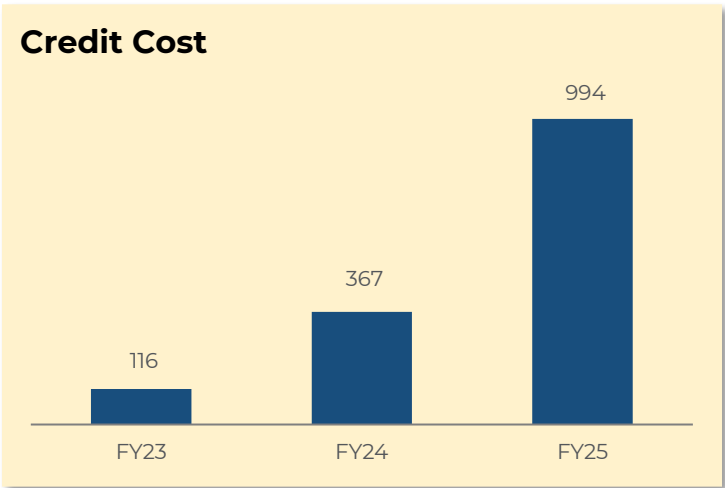
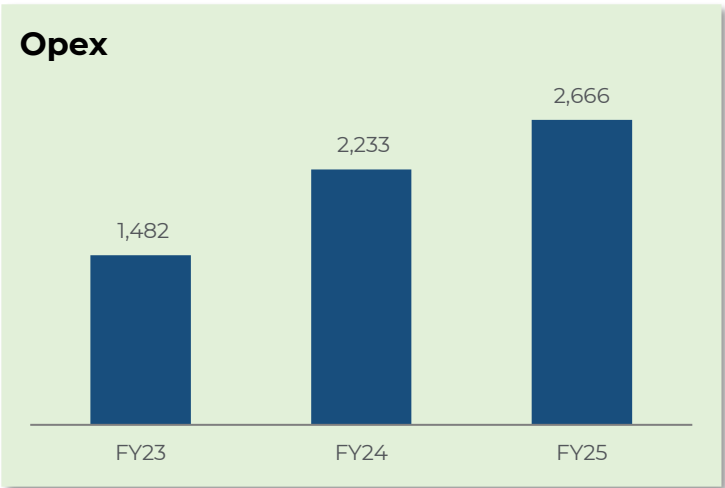
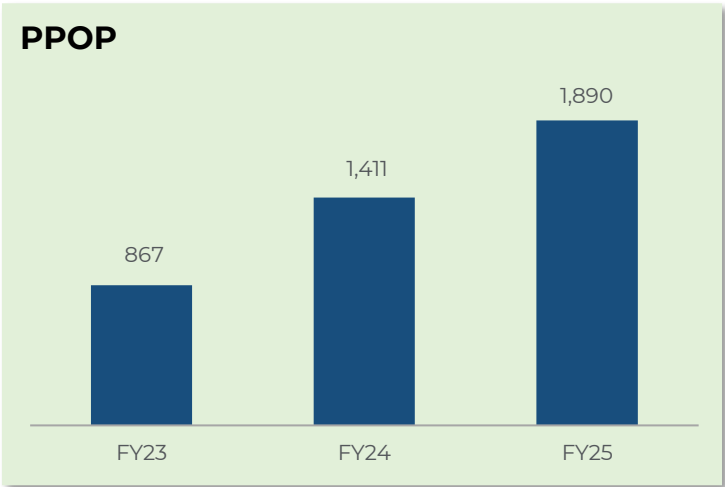
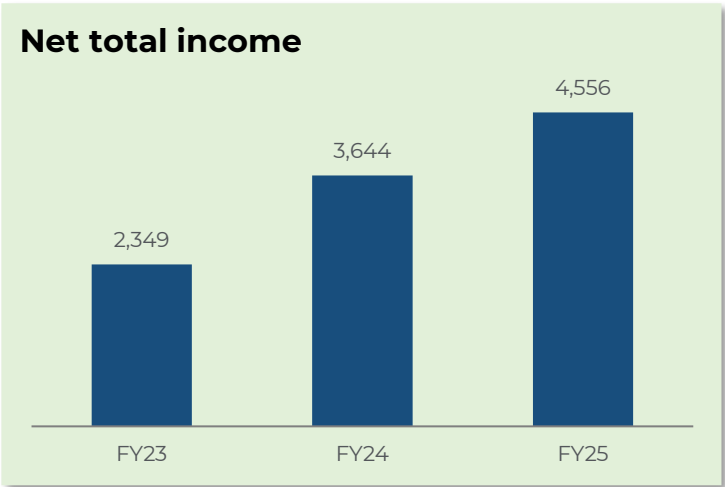
Asset quality

Story in charts



Annual P&L* - Growth business

In INR Cr.

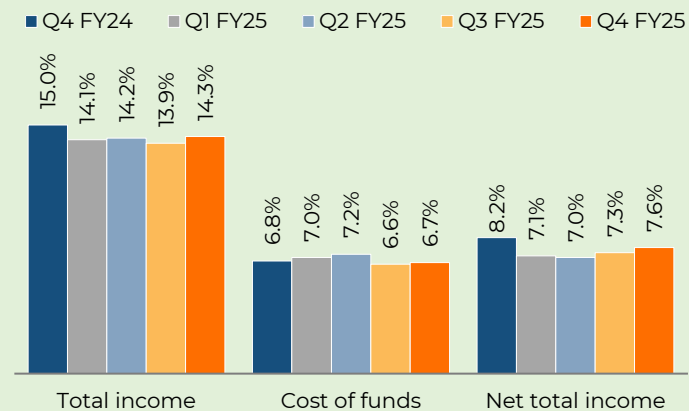


Notes: (*) Pro forma business P&L

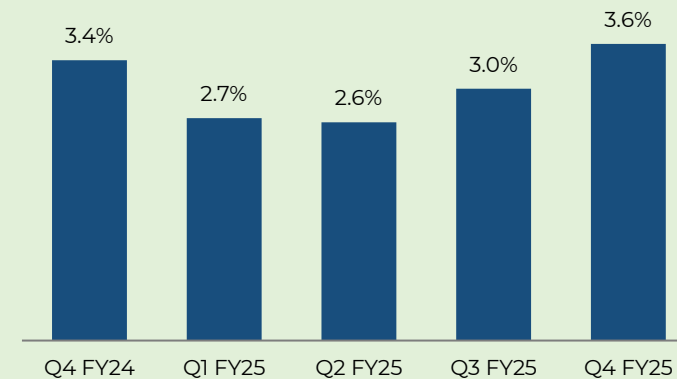
Quarterly profitability* - Growth business

(All ratios as % of average total AUM of Growth business)

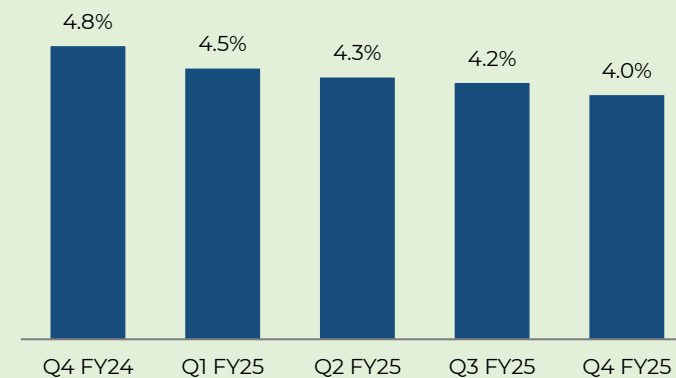
Net total income



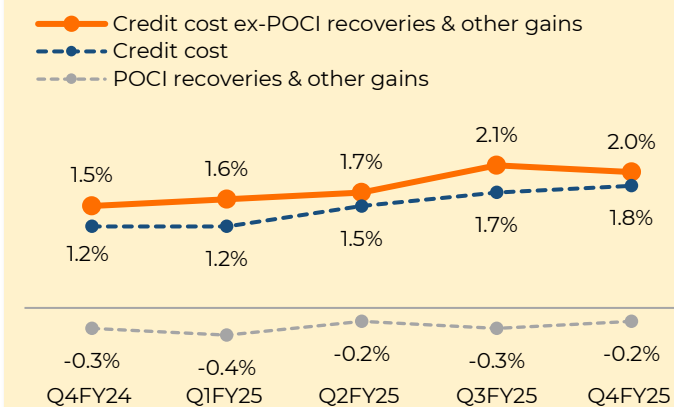
PPOP



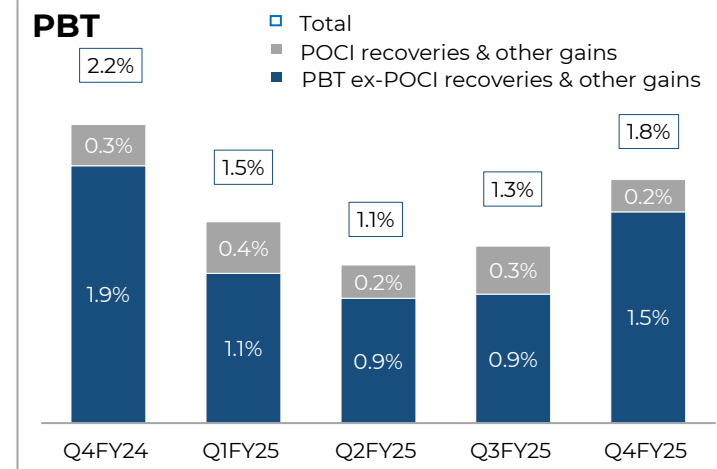
Opex



Credit Cost



PBT



Balance sheet

Consolidated balance sheet (INR Cr.)			
Particulars	Q4 FY25	Q3 FY25	Q4 FY24
<u>Assets</u>			
Cash & liquid investments	10,084	8,277	6,247
Gross asset under management	73,685	72,810	67,219
ECL provision	2,042	3,102	3,429
Net assets under management	71,642	69,709	63,790
Investments in Shriram group	1,708	1,708	1,708
Investments in alternatives and others	3,405	3,469	2,537
Fixed assets	2,635	2,666	2,734
Net assets / (liability)	3,105	3,226	2,943
Total assets	92,580	89,055	79,959
<u>Liabilities</u>			
Net worth	27,096	26,924	26,557
Gross debt	65,484	62,131	53,402
Total liabilities	92,580	89,055	79,959



- Total capital adequacy at 23.6% with net worth of INR 27,096 Cr

Appendix



Asset classification: Total assets



Total assets (INR Cr.)	Q4 FY25	Q3 FY25	Q4 FY24
Stage 1	69,743	66,474	60,308
Stage 2	1,637	3,967	4,461
Stage 3	1,951	1,903	1,430
Sub-Total	73,331	72,343	66,199
POCI	354	467	1,020
Total AUM*	73,685	72,810	67,219
Total provisions (INR Cr.)	Q4 FY25	Q3 FY25	Q4 FY24
Stage 1	1,095	1,210	1,567
Stage 2	250	954	928
Stage 3	697	938	934
Total	2,042	3,102	3,429
Provision coverage ratio (%)	Q4 FY25	Q3 FY25	Q4 FY24
Stage 1	1.6%	1.8%	2.6%
Stage 2	15.3%	24.1%	20.8%
Stage 3	35.7%	49.3%	65.3%
Total provisions as a % of total AUM	2.8%	4.3%	5.2%
GNPA ratio (%)	2.8%	2.8%	2.4%
NNPA ratio (%)	1.9%	1.5%	0.8%

Note: (*) Excludes direct assignment (DA) (INR 6,070 Cr as of Q4 FY25, INR 4,959 Cr as of Q3 FY25 and INR 1,598 Cr as of Q4 FY24), Co-lending (INR 933 Cr as of Q4 FY25, INR 593 Cr as of Q3 FY25 and INR 27 Cr as of Q4 FY24)

Asset classification: Growth assets



Total assets (INR Cr.)	Q4 FY25	Q3 FY25	Q4 FY24
Stage 1	64,063	59,617	50,010
Stage 2	1,259	1,363	986
Stage 3	1,089	1,011	631
Sub-Total	66,411	61,991	51,627
POCI	354	467	1,020
Total AUM*	66,765	62,457	52,647
Total provisions (INR Cr.)	Q4 FY25	Q3 FY25	Q4 FY24
Stage 1	726	671	650
Stage 2	149	146	32
Stage 3	438	407	230
Total	1,314	1,224	912
Provision coverage ratio (%)	Q4 FY25	Q3 FY25	Q4 FY24
Stage 1	1.1%	1.1%	1.3%
Stage 2	11.9%	10.7%	3.3%
Stage 3	40.2%	40.3%	36.4%
Total provisions as a % of total AUM	2.0%	2.0%	1.8%

Note: (*) Excludes direct assignment (DA) (INR 6,070 Cr as of Q4 FY25, INR 4,959 Cr as of Q3 FY25 and INR 1,598 Cr as of Q4 FY24), Co-lending (INR 933 Cr as of Q4 FY25, INR 593 Cr as of Q3 FY25 and INR 27 Cr as of Q4 FY24)

Asset classification: Legacy assets



Total assets (INR Cr.)	Q4 FY25	Q3 FY25	Q4 FY24
Stage 1	5,679	6,857	10,298
Stage 2	378	2,604	3,475
Stage 3	862	892	799
Total AUM	6,920	10,353	14,572
Total provisions (INR Cr.)	Q4 FY25	Q3 FY25	Q4 FY24
Stage 1	369	539	916
Stage 2	101	808	896
Stage 3	259	530	705
Total	728	1,877	2,517
Provision coverage ratio (%)	Q4 FY25	Q3 FY25	Q4 FY24
Stage 1	6.5%	7.9%	8.9%
Stage 2	26.7%	31.0%	25.8%
Stage 3	30.0%	59.4%	88.2%
Total provisions as a % of total AUM	10.5%	18.1%	17.3%

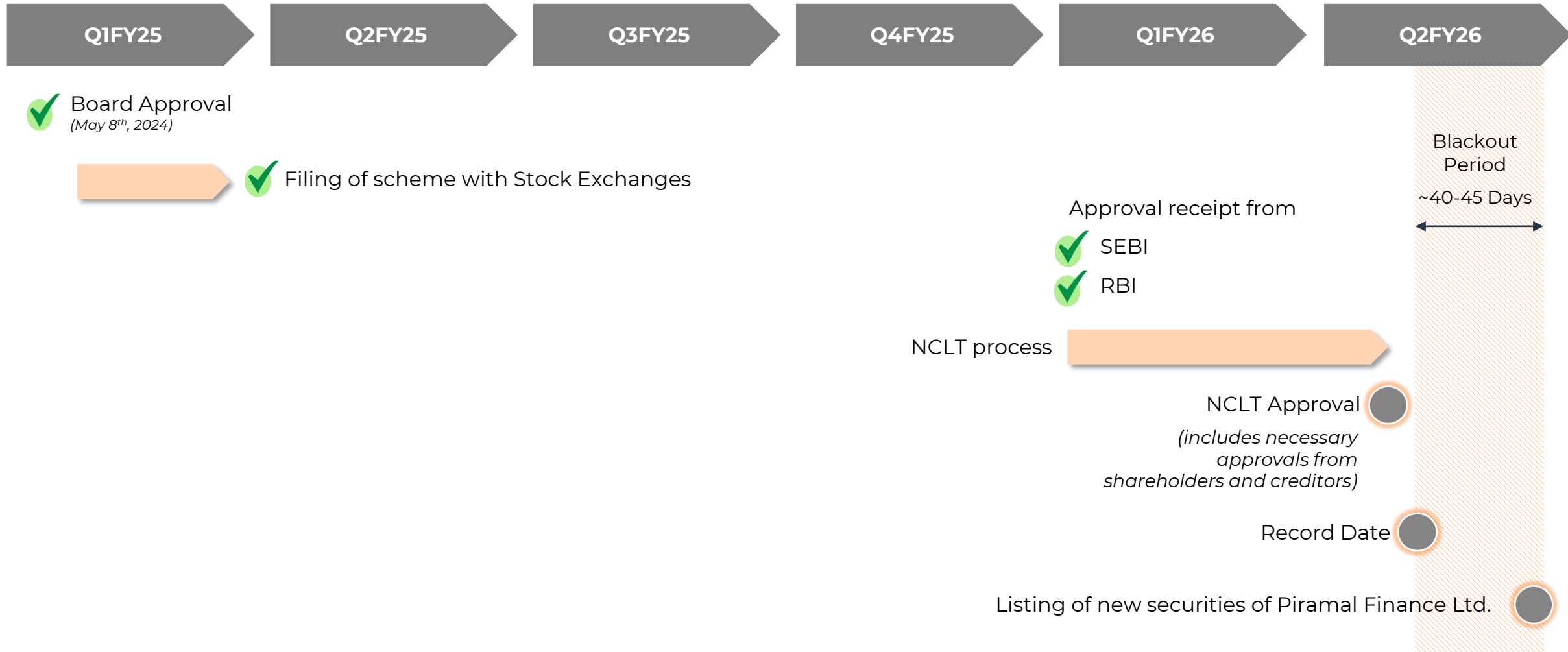
Multi-product retail lending platform across the risk-reward spectrum – Q4 FY25



Product Segments	Products	Average disbursement ticket size (INR lakh)	Disbursement yield	Share in disbursements	AUM yield	Share in AUM*
Housing	Affordable housing	24.0	11.6%	27.6%	11.7%	41.2%
	Mass affluent housing					
	Budget housing					
Secured MSME (LAP)	Secured business loan	23.9	12.9%	32.1%	13.0%	26.6%
	Loan against property (LAP)					
	LAP plus					
Used car loans	Pre-owned car loans	6.7	15.3%	9.5%	15.0%	6.2%
Business loan	Microfinance loans	0.5	16.9%	0.7%	17.6%	1.5%
	Business loans	10.1	19.5%	6.5%	20.0%	6.6%
	Merchant BNPL					
Salaried PL	Salaried personal loans	4.1	17.7%	15.3%	17.5%	9.2%
Digital loan	Digital purchase finance	1.1	16.0%	9.5%	17.5%	4.5%
	Digital personal loans					
Total / weighted average		16.2	14.2%		13.6%	

Note: (*) The balance 4.1% (to make the total 100%) consists of LAMF (INR 936 Cr as of Q4FY25), SRs (INR 1,628 Cr as of Q4 FY25) & pass-through certificates (PTC) (INR 118 Cr as of Q4 FY25)

Proposed merger of PEL with PFL to complete by Q2FY26



MERGING PEL and PFL will **simplify the group structure** and **provide shareholders with direct access to the entire lending business**

Term	Description
90+ DPD delinquency	90 to 180 days DPD (% of average AUM)
ALM Profile	Based on contractual ALM for wholesale and behavioral ALM for the retail portfolio
AUM yield (retail)	Weightage average yield excludes POCI and pertains to all customers outstanding as of 31st Mar 2025
Average AUM	Average of periodic average total AUM
Blackout period	Blackout period pertains to all listed securities of PEL
Borrowing cost	Borrowing cost = interest expense / average interest - bearing liabilities
CMML	Corporate mid market loans
Cost of funds (CoF)	COF = Interest expense / on book average AUM
Credit segment filtered customers	Customer base after removing industry level delinquent behavior
Cross-sell franchise	Customer base after removing low score customers
Cumulative GAP	Cumulative GAP = Cumulative inflows up to 1-year – cumulative outflows up to 1-year
Cumulative GAP (%)	Cumulative GAP (%) = net flows (i.e., cumulative inflows – cumulative outflows) as a % of cumulative outflows
GAP%	GAP% = Net flows (i.e., cumulative inflows – cumulative outflows) as a % of cumulative outflows
Geography	Population considered Tier 1: 40+ lacs, Tier2: 10-40 lacs, Tier3: <10 lacs; metro adjacent locations carved out from tier 1/2/3 for centers in peripheries of metros.
Gross credit cost	Aggregate of stage-wise credit cost for stage 1/2/3 loans & write-off
Growth AUM	It includes Retail AUM and Wholesale 2.0 AUM
LCR %	Liquidity coverage ratio %
MAU	Monthly active users
Net credit cost	Gross credit cost less recoveries from POCI book and other gains
Net interest income (NII)	NII = interest income - interest expense
Net interest margin (NIM)	NIM = net interest income / on book average AUM
Non delinquent customers	Customer base after removing internal defaults
On book AUM	On book AUM excludes DA and co-lending
Overall cross-sell franchise	Customer base after removing minimum seasoning norm with us
POCI	POCI (purchased or originated credit impaired) represents the stressed retail book acquired from DHFL at discounted value.
Retail AUM	It includes POCI, SRs, PTC, DA, co-lending & excludes acquired off-book assets (INR 7,696 Cr as of Q3 FY25) in the nature of DA & PTC as part of the DHFL acquisition
RoAUM	Return on average total AUM of Growth business
Total customer franchise	It includes existing / past borrowers as well as co-borrowers
Vintage risk	30+ DPD at 3 months on book (MoB) mark
Wholesale 2.0	It refers to loans sanctioned under new real estate (RE) and corporate mid market loans (CMML) from FY22 onwards

Disclaimer



Except for the historical information contained herein, statements in this presentation and any subsequent discussions, which include words or phrases such as 'will', 'aim', 'will likely result', 'would', 'believe', 'may', 'expect', 'will continue', 'anticipate', 'estimate', 'intend', 'plan', 'contemplate', 'seek to', 'future', 'objective', 'goal', 'likely', 'project', 'on-course', 'should', 'potential', 'pipeline', 'guidance', 'will pursue' 'trend line' and similar expressions or variations of such expressions may constitute 'forward-looking statements'.

These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.



These risks and uncertainties include but are not limited to Piramal Enterprise Limited's ability to successfully implement its strategy, the Company's growth and expansion plans, obtain regulatory approvals, provisioning policies, technological changes, investment and business income, cash flow projections, exposure to market risks as well as other risks.

Piramal Enterprises Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

These materials are not a prospectus, a statement in lieu of a prospectus, an offering circular, an invitation or an advertisement or an offer document under the Companies Act, 2013 rules thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India. The securities referred to herein have not been and will not be registered under the U.S. Securities Act of 1933, as amended, and may not be offered or sold in the United States, except pursuant to an applicable exemption from registration. No public offering of securities is being made in the United States or in any other jurisdiction.

Dial-in details for Q4 & FY25 earnings conference call



Event details	Location & time	Telephone numbers
Conference call on 6 May 2025	India – 6:00 PM (India standard time)	Universal dial-in +91 22 6280 1264 / +91 22 7115 8165
	USA – 8:30 AM (Eastern time – New York)	Toll free number 1 866 746 2133
	UK – 1:30 PM (London time)	Toll free number 0 808 101 1573
	Singapore – 8:30 PM (Singapore time)	Toll free number 800 101 2045
	Hong Kong – 8:30 PM (Hong Kong time)	Toll free number 800 964 448
	<p><u>Online Registration:</u> We recommend to kindly pre-register using this link</p>  	<p><i>To enable the participants to connect to the conference call without having to wait for an operator, please register at the above-mentioned link. You will receive dial in numbers, passcode, and a pin for the concall on the registered email address provided by you. Kindly dial into the call on the Conference Call date and use the passcode & pin to connect to call.</i></p>

Please dial-in 10 minutes prior to the conference schedule to ensure that you are connected in time

Thank You

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