

Ref. No.: AUSFB/SEC/2024-25/388

Date: January 24, 2025

To,

National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai 400051, Maharashtra. NSE Symbol: AUBANK	BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400001, Maharashtra. Scrip Code: 540611, 958400, 959025, 974093, 974094, 974095, 974914, 974963, 975017 & 975038
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Dear Sir/Madam,

Sub: Presentation to Investors on Unaudited Financial Results of AU Small Finance Bank Limited for the Quarter and Nine months ended on December 31, 2024

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In continuation to our intimation for Conference Call to discuss Financial Results of AU Small Finance Bank Limited ("the Bank") for the Quarter and Nine months ended on December 31, 2024 vide letter dated January 10, 2025, we submit herewith the Investors Presentation on Unaudited Financial Results of the Bank for the Quarter and Nine months ended on December 31, 2024.

The Investors Presentation may also be accessed on the website of the Bank at the link:
<https://www.aubank.in/investors/quarterly-reports>.

Further, the audio recordings and transcript of the Conference call shall also be made available at the above link within the prescribed timelines.

This is for your information and records.

Thanking You,

Yours faithfully,

For AU SMALL FINANCE BANK LIMITED

Manmohan Parnami
Company Secretary and Compliance Officer
Membership No.: F9999
investorrelations@aubank.in
Encl: As above

BADLAAV
HUMSE HAI



INVESTOR PRESENTATION

Q3'FY25

24th January 2025

Earnings presentation

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Operating Environment	<ul style="list-style-type: none"> ❑ After seeing some pick-up during festive season, the economic momentum was subdued during the latter part of Q3 but overall environment is relatively better than H1'FY25 ❑ Liquidity remained in deficit for most part of Q3 leading to consistent pressure on interest rates and deposit growth ❑ Unsecured advances (esp. MFI) continue to be in a corrective phase across industry
Operating Performance & highlights	<ul style="list-style-type: none"> ❑ Amidst this operating environment, the Bank has delivered a well-rounded performance and focused on managing cost of funds, and controlling opex <ul style="list-style-type: none"> ▪ Deposit has grown 14.9% YTD and 2.3% QoQ whereas Gross loan portfolio has grown 12.9% YTD, and 3.7% QoQ <ul style="list-style-type: none"> ○ Secured loans are up 5.1% QoQ (~90% of portfolio), Unsecured businesses are down by 7% QoQ ▪ Credit cost has remained elevated (at 1.52% of GLP for 9M) driven mainly by unsecured segment; asset quality on secured assets remains in line with expectation ▪ For 9M'FY25, EPS grew by 24% YoY whereas Book Value Per Share (BVPS) grew by 23% during the same time ▪ Annualised RoA of Q3'FY25 at 1.5% and for 9M'FY25 at 1.6% ❑ Bank has integrated SBL and AHL businesses of erstwhile Fincare with MBL and Housing businesses of AU. This will bring greater synergy and open newer geographic opportunities for expansion particularly in South India and UP
Outlook for FY25	<ul style="list-style-type: none"> ❑ Secured loans expected to grow 23% - 25% for full year whereas unsecured businesses portfolio expected to de-grow ~10%; Total FY25 GLP growth expected to be ~ 20% ❑ Full year CoF now expected to remain around lower range of our guidance of 7.10% - 7.15% (vs initial guidance of 7.20 – 7.25%) ❑ Credit costs for FY25 to be around 1.5% - 1.6% on GLP ❑ RoA expected to be within striking distance of our guidance of 1.6% despite pressure from elevated credit cost

Deposit and Liquidity – Q3'FY25

Total Deposits

₹1,12,260 Cr
(₹1,09,693 Cr)

CA Deposits

₹5,644 Cr
(₹5,981 Cr)

SA Deposits

₹28,758 Cr
(₹29,540 Cr)

Cost of Funds

7.06%
(7.04%)

CD Ratio

89%
(86%)

CD Ratio (ex-refinance)

81%
(80%)

LCR Ratio

115%
(112%)

Deposits & Cost of Funds

- ❑ Total Deposits grew 14.9% YTD and 2.3% QoQ; with CASA ratio of 30.6% as on Dec'24 vs 32.4% as on Sep'24
- ❑ CA/SA deposits have grown by 4% / 11% YTD; Q3 saw some outflow from Govt savings accounts and on a QoQ basis, CA/SA balances declined by 5.6% / 2.6% in Q3
- ❑ On quarterly average basis, CA/SA deposits were up 5.9% / 4.4% QoQ respectively and total deposits were up 8% QoQ
- ❑ CASA + Retail TD stands at 65% and CASA + Retail TD + Non-callable Bulk TD is 80% of total deposits
- ❑ CoF for Q3'FY25 increased by 2 bps to 7.06% compared to 7.04% in Q2'FY25; 9M'FY25 CoF at 7.05%
 - Full year CoF is now expected to be at the lower end of guidance of ~7.10 – 7.15%
 - Launched 'AU Eternity' - a luxury Banking Program in collaboration with Mastercard. It is designed to complement 'AU IVY', 'AU Royale' and 'AU Platinum'

CD ratio/Loan to Deposit ratio (LDR)

- ❑ CD ratio stood at 89% as compared to 86% as on Q2'FY25
- ❑ After adjusting for loans against which refinance was availed from domestic Development Finance Institutions (DFIs), the CD ratio stands at 81% (vs. 80% in Q2'FY25); endeavor to maintain at 80-85%

Liquidity Coverage Ratio (LCR)

- ❑ Average LCR for the quarter was at 115% compared to 112% in Q2'FY25
- ❑ Bank continues to carry sufficient high-quality, liquid, non-SLR investments, not part of LCR computation

Advances and Asset Quality – Q3'FY25

Gross Loan Portfolio

₹1,08,921 Cr
(₹1,05,031 Cr)

Gross Advances (GA)

₹1,00,989 Cr
(₹96,033 Cr)

GA Yield

14.4%
(14.4%)

Gross NPA

2.31%
(1.98%)

Net NPA

0.91%
(0.75%)

Credit Cost on Total Avg asset

1.15% for 9M'FY25

Provisioning Coverage (PCR)

80%
(82%)

Loan Portfolio

- ❑ Gross loan portfolio (GLP) stood at ₹108,921 Cr, registering a QoQ growth of 3.7% and YTD growth of 12.9%
 - Secured businesses grew by 5.1% QoQ, and 16% YTD
 - Unsecured businesses are down 7% QoQ and 8% YTD impacted by slowdown in MFI and calibrated approach in credit cards
- ❑ Yield on gross advances at 14.4% dipped by 5bps QoQ due to mix change
 - Disbursement yield for Q3 was at 15.1% (vs. 15.2% in Q2) and 83% disbursements were in high-RoA businesses vs 81% in Q2'FY25
 - Overall, for 9M'FY25, disbursement yields have increased by 32 bps in Wheels, 33 bps in MBL and 146 bps in Housing (vs FY24) in the core AU pre-merger loan books

Asset Quality

- ❑ GNPA increased to 2.31% (vs 1.98% in Q2) and NNPA increased to 0.91% (vs. 0.75% in Q2) led primarily by unsecured assets and some seasonal impact from Wheels and Agri commodity related businesses
- ❑ For 9M'FY25 net credit cost is 1.15% of Total Average Assets and 1.52% of average GLP
 - MFI 9M credit cost at 5.41%; Collection efficiency (CE) in December was comparatively better with overall Non-OD bucket CE for Dec being 98.7% and Q3 at 98.46% compared to 98.44% in Q2'FY25
 - Credit card and PL credit cost was at 9.2% vs 8.35% in H1 with continued tightening in the business



Financial Performance – Q3'FY25

Net Interest Income	₹2,023 Cr (₹1,974 Cr)
Other Income	₹618 Cr (₹638 Cr)
Operating expenses	₹1,436 Cr (₹1,481 Cr)
Net Profit	₹528 Cr (₹571 Cr)
BVPS/EPS for 9M	₹223/₹21.6 (₹182/₹17.4)
NIM	5.9% (6.1%)
RoA / RoE	1.5% / 13.0% (1.7% / 14.5%)
Tier-I / CRAR	16.9%/18.0% (17.4%/18.5)

Earnings

- ❑ Net Interest Income grew 53% YoY and 2.4% QoQ to ₹2,023 Cr; NIM, calculated on daily avg. interest earning assets incl off book, stood at 5.9% for Q3 (vs. 6.1% in Q2) and remains at 6% for 9M'FY25
 - ~23 bps NIM decline driven by higher proportion of investment book (~10bps), adverse loan mix and higher CoF (~9bps) and NII reversal on NPAs (~4 bps);
- ❑ YoY fee income growth saw traction from business and cross sell activities
 - All our investments have started to monetize; Early signs of offtake in AD-I business
 - Fee income in Q3 saw some impact on account of regulatory changes around surrender guidelines in life insurance and income deferral in multi year general & health insurance policies

Operating Expenses

- ❑ Opex / Total Assets was at 4.1% in Q3 (vs 4.5% in Q2) and C/I was at 54% in Q3 vs 57% in Q2 (~57% for 9M'FY25)
 - Aided by lower acquisition in cards, merger synergies, efficiency, some moderation in overhead cost
- ❑ Operating expenses in Q4 are seasonally higher due to year end business and other expenses (CSR etc.) and we expect full year FY25 Cost to Income around ~ 58

Profitability and Capitalisation

- ❑ For Q3'FY25, PPOp was up 85% YoY, 6% QoQ
- ❑ PAT was up 41% YoY and saw a decline of 7% QoQ at ₹528 Cr (Vs. ₹375 Cr in Q3'FY24 and ₹571 Cr in Q2'FY25)
- ❑ 9M EPS at ₹21.6 is up 24% YoY whereas BVPS grew by 23% during same time
- ❑ Annualized RoA and RoE for 9M'FY25 stood at 1.6% and 13.5% respectively
- ❑ Tier 1 ratio at 18.8% and CRAR at 19.9% including profits for 9M'FY25

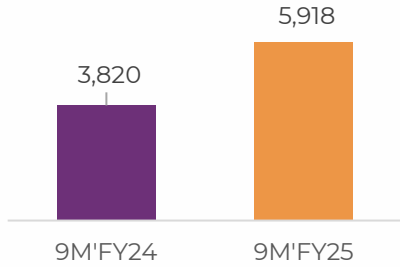


1. Numbers in parenthesis () are comparative nos. for Q2'FY25; Previous year numbers may not be directly comparable due to Fincare merger being effective from 1st Apt'24
 2. Bad debt recovery has been reclassified from other income to provisions and previous period numbers are reclassified with the same effect

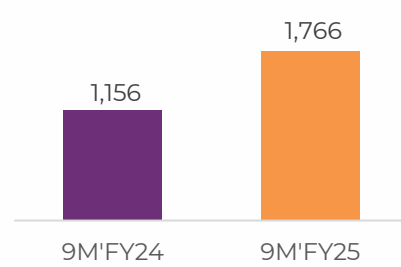
9M'FY25 Financial highlights

₹ in Crores

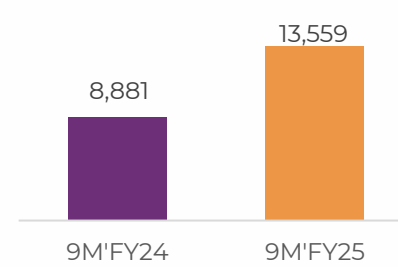
Net Interest Income



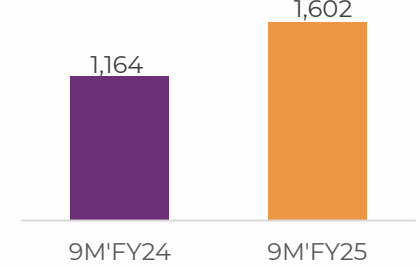
Other Income



Total Income



PAT



Yield on Advance

14.4%

Vs
13.3%
(9M'FY24)

Cost of Fund

7.05%

Vs
6.74%
(9M'FY24)

Net Interest Margin

6.0%

Vs
5.6%
(9M'FY24)

Cost to Income

57.2%

Vs
63.5%
(9M'FY24)

GNPA

2.31%

Vs.
1.98%
(31st Dec'23)

RoA

1.6%#

Vs
1.6%
(31st Dec'23)

RoE

13.5%

Vs
13.4%
(31st Dec'23)

Provision Coverage Ratio

80%

Vs
72%
(31st Dec'23)

CRAR

18.0%

Vs
20.8%
(31st Dec'23)

Tier-I CRAR

16.9%

Vs
19.6%
(31st Dec'23)

#9M'FY25 ROA is computed based on monthly average of total assets as reported to RBI
Previous year numbers are not directly comparable due to Fincare merger being effective from 1st Apt'24
NIM is calculated on the Interest earning Assets including off book assets on a daily basis

Business segments	H1'FY25 on Gross Loan Portfolio (GLP)			9M'FY25 on GLP		
	Avg GLP mix	Annualised Credit Cost	Weighted Credit cost on B/s	Avg GLP mix	Annualised Credit Cost	Weighted Credit cost on B/S
Secured Retail (Wheels, MBL, HL, GL, Others)	68.7%	0.90%	0.62%	69.0%	0.95%	0.65%
Commercial Banking	19.3%	0.35%	0.07%	19.5%	0.46%	0.09%
Microfinance	7.8%	3.08%	0.24%	7.4%	5.41%	0.40%
Credit Cards + PL/BL	4.2%	8.35%	0.35%	4.1%	9.20%	0.38%
Total Credit Cost	100%		1.28%	100.0%		1.52%

❑ Secured retail assets

- Q3'FY25 was inline with our expectations with higher slippages in festive months followed by some pullback in December. We expect some more pullback in Q4
- Overall, we remain well collateralized and ultimate losses on our secured retail portfolio have been historically low (even through GNPA may remain elevated in the interim)

❑ **Commercial Banking** – Expect to be within the guided range (~0.50%) although Q3 did see some commodity related slippages in Agri business

❑ Microfinance Portfolio

- Slippages were higher in Q2 and Q3 and the trend is likely to continue in Q4 as well
- Annualized credit cost for 9M'FY25 was 5.41% against 3.08% in H1'FY25. We had made contingency provision of ₹17 Cr in Q1, which remains unutilized, and including that, overall credit cost 5.71% on GLP – also exacerbated by de-growth in the portfolio

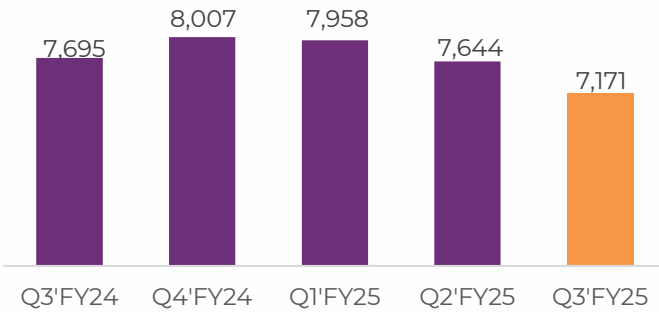
❑ Credit Cards + PL + BL

- Elevated credit cost in credit card along expected lines as we calibrate our approach and strengthen digital underwriting and risk frameworks to position these businesses for sustainable growth



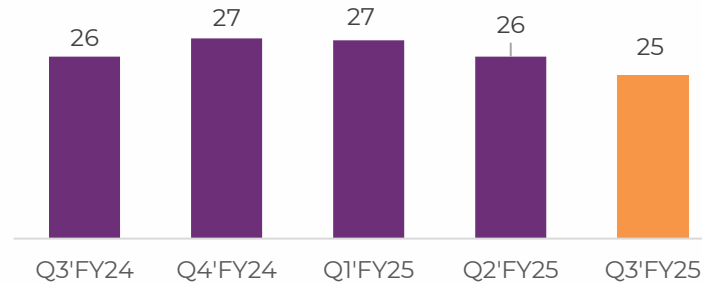
Gross loan portfolio

₹ in Crores

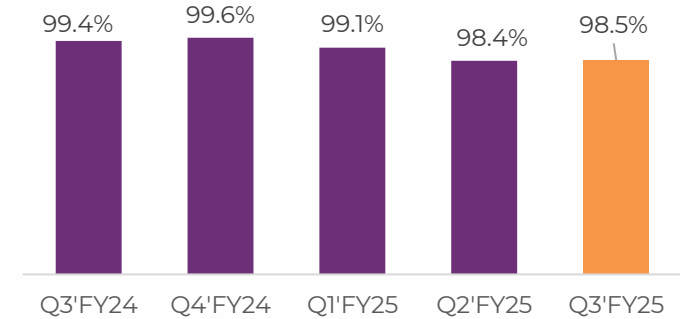


Average outstanding exposure

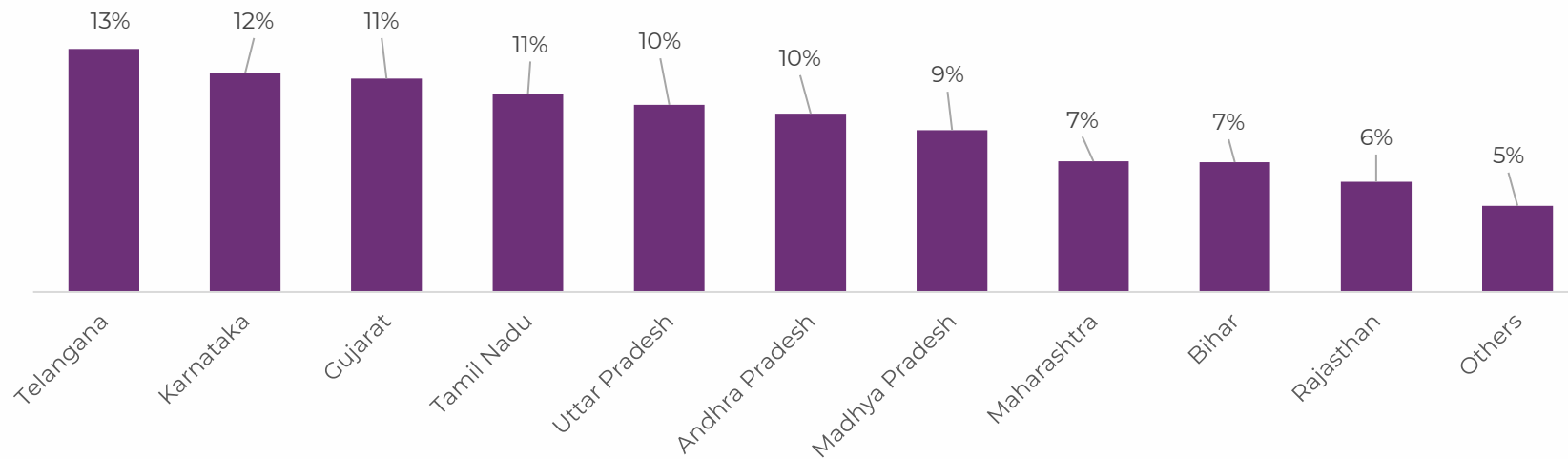
Per borrower in '000



Non-OD collection efficiency



Geographical exposure % share



- ❑ Portfolio spread across 61k Villages
- ❑ Top 3 states account for 36%
- ❑ 346/349 (99%) districts have GLP concentrations less than 1.5% each
- ❑ Top district is 2.9%



Asset Quality

- GNPA at ~4.1%; SMA book at ~4.4% evenly distributed across SMA 0, SMA 1 and SMA 2
- 39% portfolio with customers having Sole Lender relationship
- ~20% of portfolio is affected by MFIN 2.0 guidelines (~17% loans has >3 lenders and remainder have total unsecured exposure >2 Lacs)
- ~50% of MFI portfolio has been sourced in FY25
- Bank is increasing its CGFMU cover - ~20% of portfolio covered under CGFMU
 - 34% of FY25 disbursements covered by CGFMU
 - For Q3'FY25, more than 50% disbursement will be covered by CGFMU
- Provisioning coverage of ~66% excluding contingent provision of ₹17 Cr



Robust Framework

- Amongst the lowest average exposure per customer in industry, ~25K
- Average disbursement ticket size is at ~50 K
- Indebtedness threshold always lower compared to Industry guard rails - ETB 1.75 Lacs and NTB 1.5 Lacs
- Branch level risk categorization with stricter guardrails already in place even before MFIN guidelines
- Dedicated Collection team with introduction of ERO - Early Recovery Officer in Aug'24 to manage 31-90 DPD customers

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Profit & Loss statement

(All Figures in ₹ Crore)	9M'FY25	9M'FY24	YoY	Q3'FY25	Q3'FY24	YoY	Q2'FY25	QoQ
Income								
Interest Earned	11,793	7,725	53%	4,113	2,736	50%	3,911	5%
Interest Expended	5,875	3,905	50%	2,091	1,411	48%	1,936	8%
Net Interest Income	5,918	3,820	55%	2,023	1,325	53%	1,974	2%
Other Income	1,766	1,156	53%	618	442	40%	638	-3%
Net Total Income	7,683	4,976	54%	2,641	1,767	49%	2,612	1%
Expenses								
Employee Cost	2,330	1,548	51%	755	529	43%	785	-4%
Other Operating Expenses	2,065	1,612	28%	682	589	16%	695	-2%
Operating Expenses	4,395	3,160	39%	1,436	1,117	29%	1,481	-3%
PPoP	3,288	1,817	81%	1,205	650	85%	1,132	6%
Provisions	1,158	272	325%	502	151	231%	373	35%
Profit Before Tax	2,131	1,545	38%	703	498	41%	759	-7%
Tax expenses	529	381	39%	175	123	42%	188	-7%
Profit After Tax	1,602	1,164	38%	528	375	41%	571	-7%

- ❑ NIM dropped by 23bps during the quarter driven by:
 - ~10bps impact on account of 12% higher avg. investment book in Q3 vs Q2; investment book share should be stable at similar levels in Q4
 - ~9bps impact from lower income due to mix change and increase in CoF
 - ~4bps impact due to interest reversal on slippages

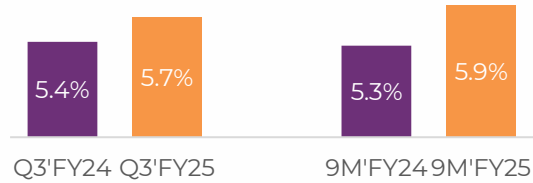
- ❑ Employee cost has seen some merger related synergy benefits

Note: Beginning Q2'FY25, bad debt recovery has been reclassified from other income to provisions and previous period numbers are reclassified with the same effect. Previous year numbers are not directly comparable due to Fincare merger being effective from 1st Apr'24

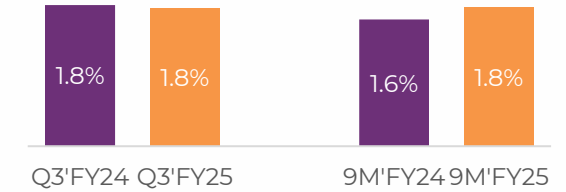
(All Figures in ₹ Crore)	9M'FY25	9M'FY24	YoY	Q3'FY25	Q3'FY24	YoY	Q2'FY25	QoQ
Loan Assets Processing & Other Fees	790	549	44%	288	200	44%	272	6%
General Banking, Cross Sell & Deposits related fees	469	310	51%	155	125	24%	172	-10%
PSLC Fees	4	0	N.A	2	0	N.A	2	0%
Credit Card	292	211	39%	93	88	5%	98	-5%
Miscellaneous	77	41	85%	34	12	182%	25	35%
Core Other Income	1,633	1,112	47%	572	426	34%	570	0%
Income from Treasury Operations	133	44	199%	46	17	181%	68	-31%
Other Income	1,766	1,156	53%	618	442	40%	638	-3%
Other Income as % of Net Interest Income	30%	30%	N.A	31%	33%	N.A	32%	N.A

- ❑ Other income has sustainably grown over last few quarters and now stands at 31% of NII
- ❑ Key drivers of growth include:
 - Growing penetration of insurance products in our customer base
 - Increase in deposit and lending related fee with business volumes
 - Credit card interchange and fees
 - All investments have started being monetized including early signs of offtake in AD-I business, and Wealth Management
 - Q3 cross sell fee income reflects revenue adjustments due to regulatory changes around surrender guidelines in life insurance and income deferment in multi year general & health insurance policies

NII (%)

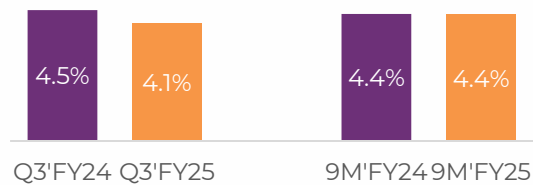


Other Income (%)

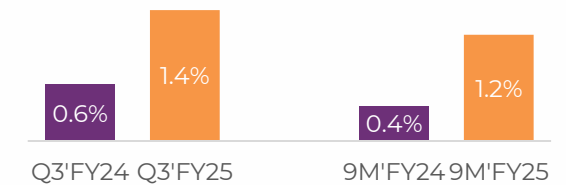


RoA Components

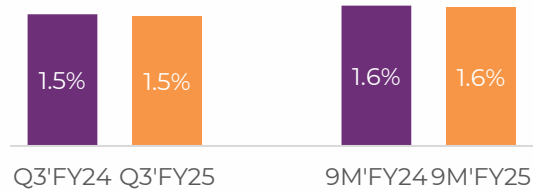
Opex (%)



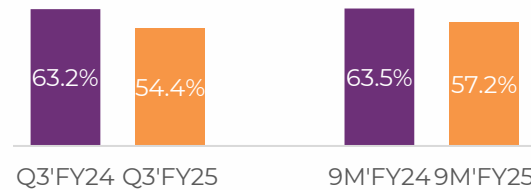
Provision & Contingencies (%)



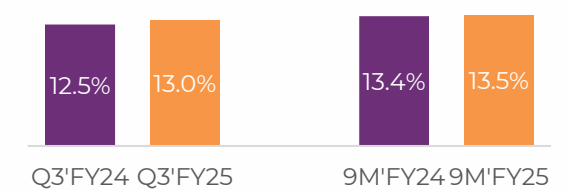
RoA (%)



Cost to Income (%)



RoE (%)



Notes:

RoA, NII, Other income, Opex, Provisions & Contingencies for are represented as % of Avg. Total Assets;

Average Total Assets for Q3'FY25 and 9M'FY25 is computed based on monthly average of total assets

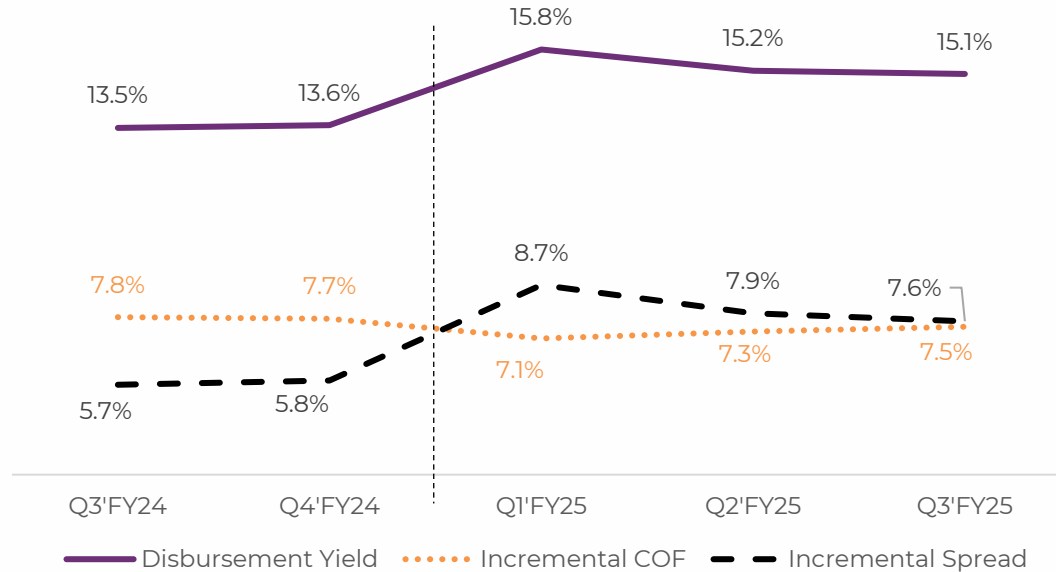
Bad debt recovery has been reclassified from other income to provisions and previous period numbers are reclassified with the same effect

Previous year numbers are not directly comparable due to merger with Fincare effective from 1st Apt'24

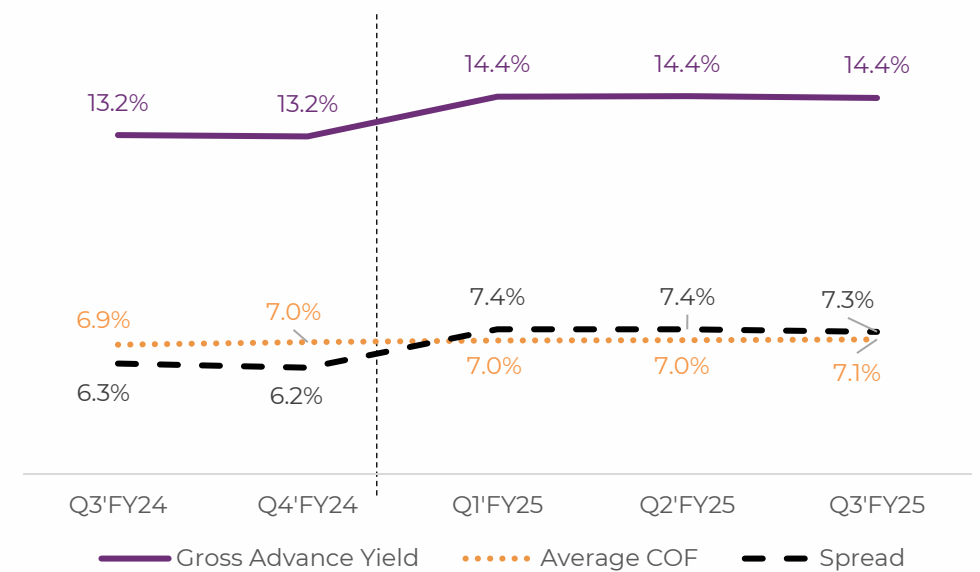


Incremental spreads aided by higher disbursement yield

Incremental Spreads



Gross Advance Spreads



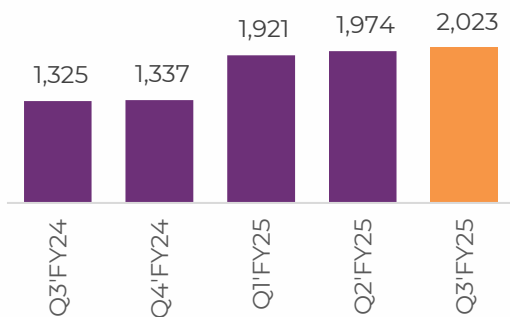
- QoQ decrease in disbursement yield driven by lower disbursement in high yielding unsecured businesses; disbursement yields in secured retail assets was broadly stable
- Yields on gross advances dipped by 5bps to remain ~14.4%
- CoF increased by 2 bps in the quarter from 7.04% in Q2'FY25 to 7.06% in Q3'FY25; 9M'FY25 CoF at 7.05%

----- Merged numbers from Q1'FY25 onwards

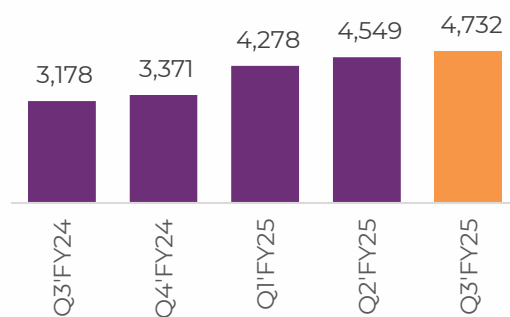
Quarterly trends of key parameters (1 of 2)

₹ in Crores

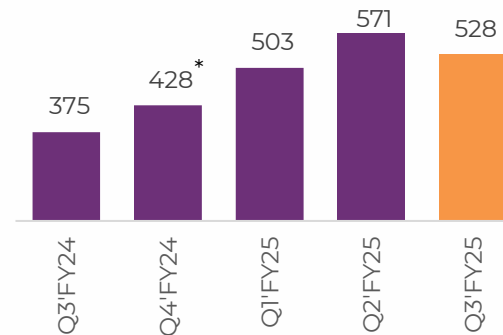
Net Interest Income



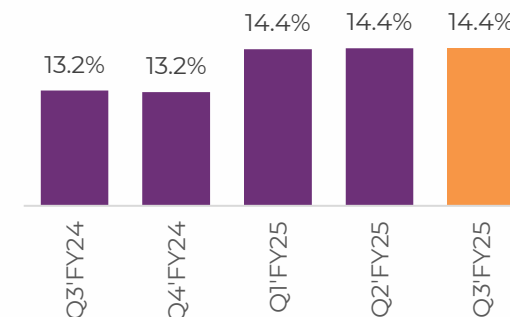
Total Income



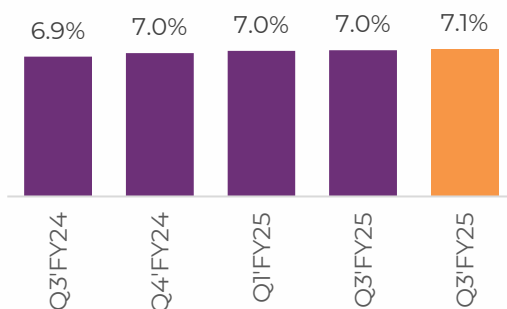
PAT



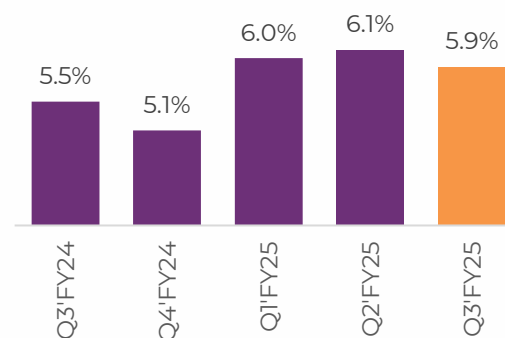
Gross Advance Yield



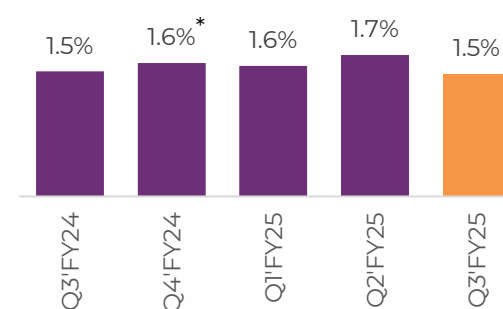
Cost of Fund



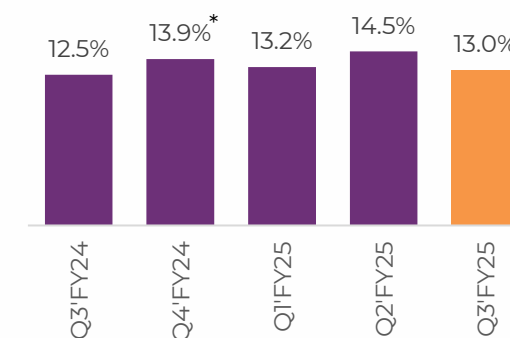
Net Interest Margin



RoA#



RoE



Note: *Figures for Q4'FY24 are excluding exceptional items – Stamp duty for merger and other transaction related expenses,

#From Q1'FY25, RoA is computed based on monthly average of total assets

Previous year numbers are not directly comparable due to merger with Fincare effective from 1st Apt'24

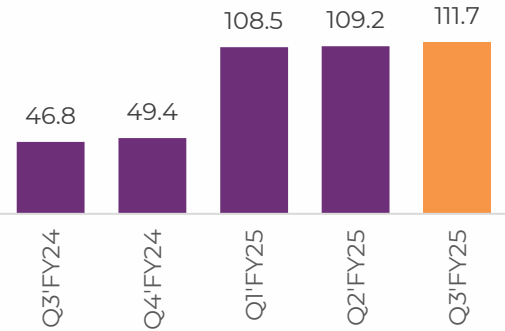


Quarterly trends of key parameters (2 of 2)

₹ in Crores

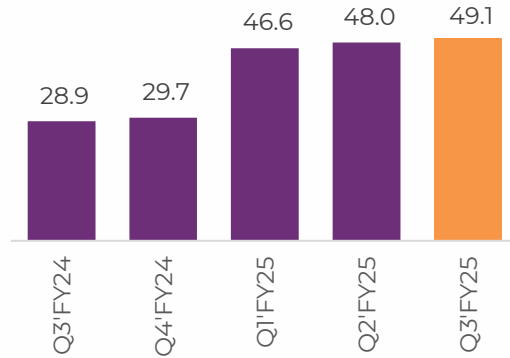
Customers

(in Lacs)

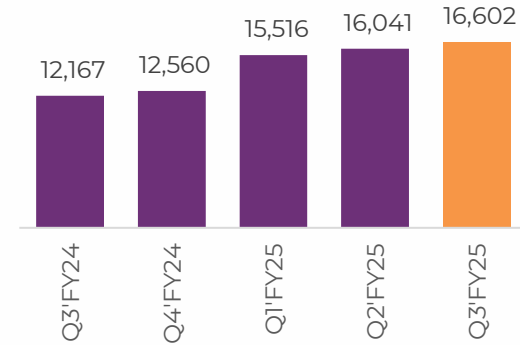


Employees

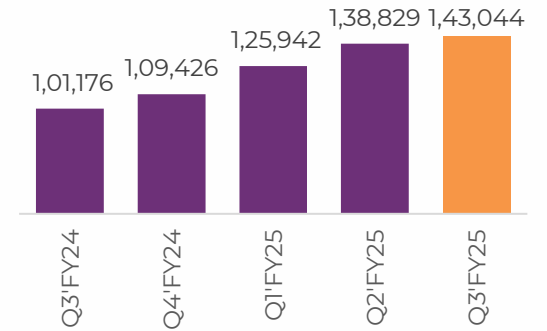
(in 000s)



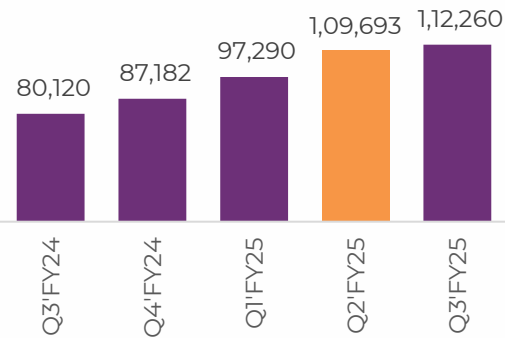
Shareholders' Funds



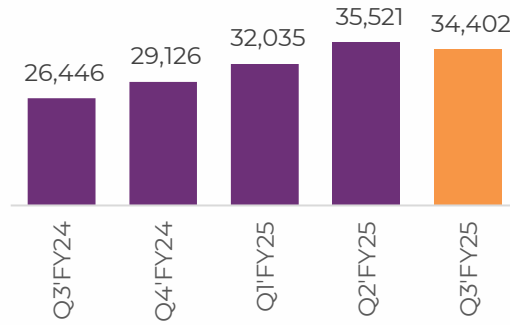
Total B/S Assets



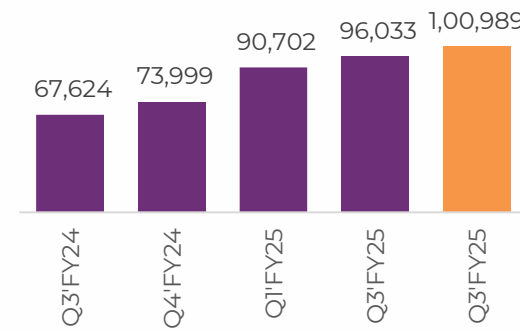
Deposits



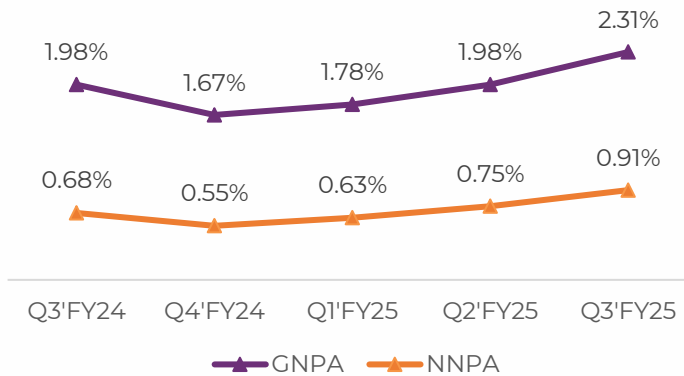
CASA Deposit



Gross Advances



GNPA and NNPA



Note: Previous year numbers are not directly comparable due to merger with Fincare effective from 1st Apt'24

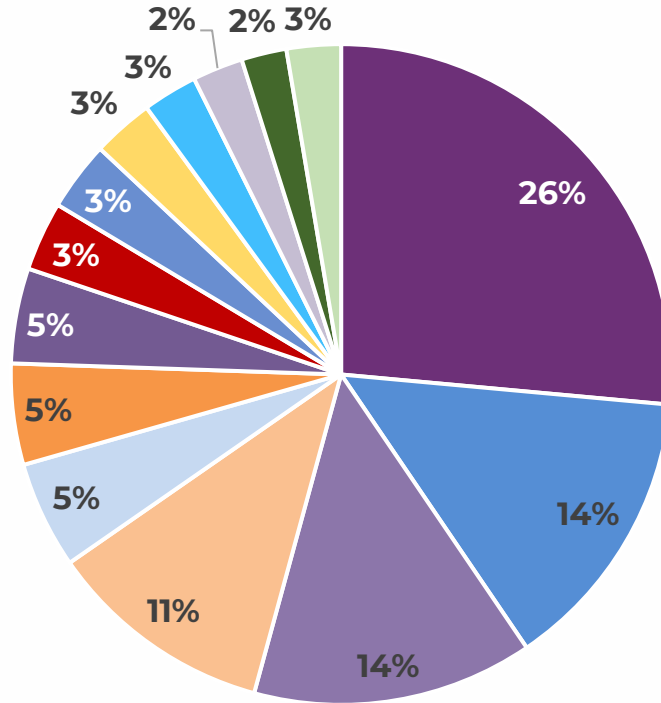
(All Figures in ₹ Crore)	31 st Dec'24	31 st Dec'23	YoY	30 th Sep'24	QoQ	1 st Apr'24 (Merged Opening B/S)	YTD
Liabilities							
Shareholders Fund	16,602	12,167	36%	16,041	3%	14,985	11%
Deposits	1,12,260	80,120	40%	1,09,693	2%	97,704	15%
Borrowings	9,988	5,414	84%	8,777	14%	9,240	8%
Other Liabilities and Provisions	4,195	3,474	21%	4,318	-3%	4,762	-12%
Total Liabilities	1,43,044	1,01,176	41%	1,38,829	3%	1,26,690	13%
Assets							
Cash and Balances	6,231	5,155	21%	8,506	-27%	7,528	-17%
Investments	33,613	26,714	26%	31,861	6%	30,329	11%
Advances	99,559	66,740	49%	94,838	5%	85,514	16%
Fixed Assets	914	807	13%	920	-1%	918	0%
Other Assets	2,727	1,760	55%	2,704	1%	2,401	14%
Total Assets	1,43,044	1,01,176	41%	1,38,829	3%	1,26,690	13%
Off Book Assets	7,932	8,553	-7%	8,998	-12%	10,012	-21%

- ❑ Strong Balance sheet with Capital adequacy ratio including profit is at **19.9%** as on 31st Dec'24

Gross Advances

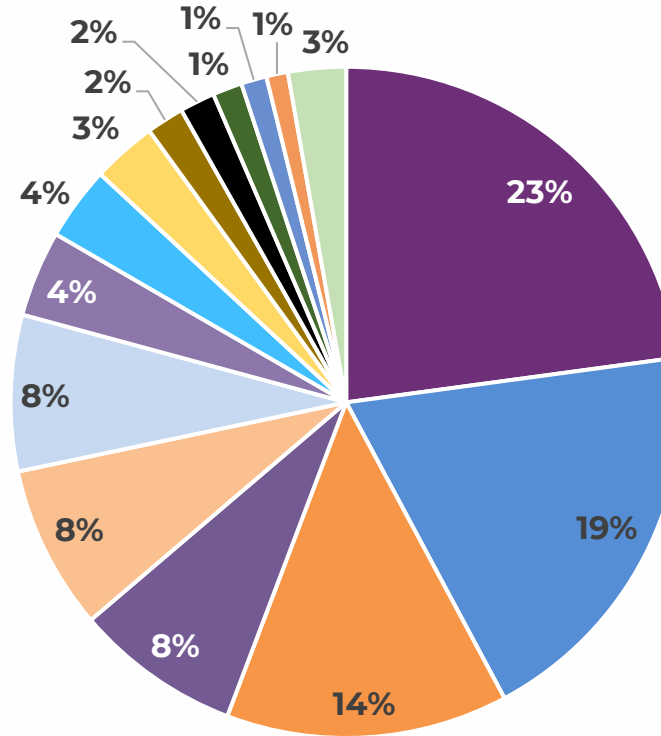
Deposits

- Rajasthan
- Maharashtra
- Madhya Pradesh
- Gujarat
- Haryana
- Delhi
- Punjab
- Andhra Pradesh
- Telangana
- Uttar Pradesh
- Karnataka
- Chhattisgarh
- Tamil Nadu
- Other



0.6% Market Share

- Rajasthan
- Maharashtra
- Delhi
- Punjab
- Gujarat
- Haryana
- Madhya Pradesh
- Karnataka
- Uttar Pradesh
- Telangana
- Himachal Pradesh
- Tamil Nadu
- Kerala
- West Bengal
- Others



0.5% Market Share



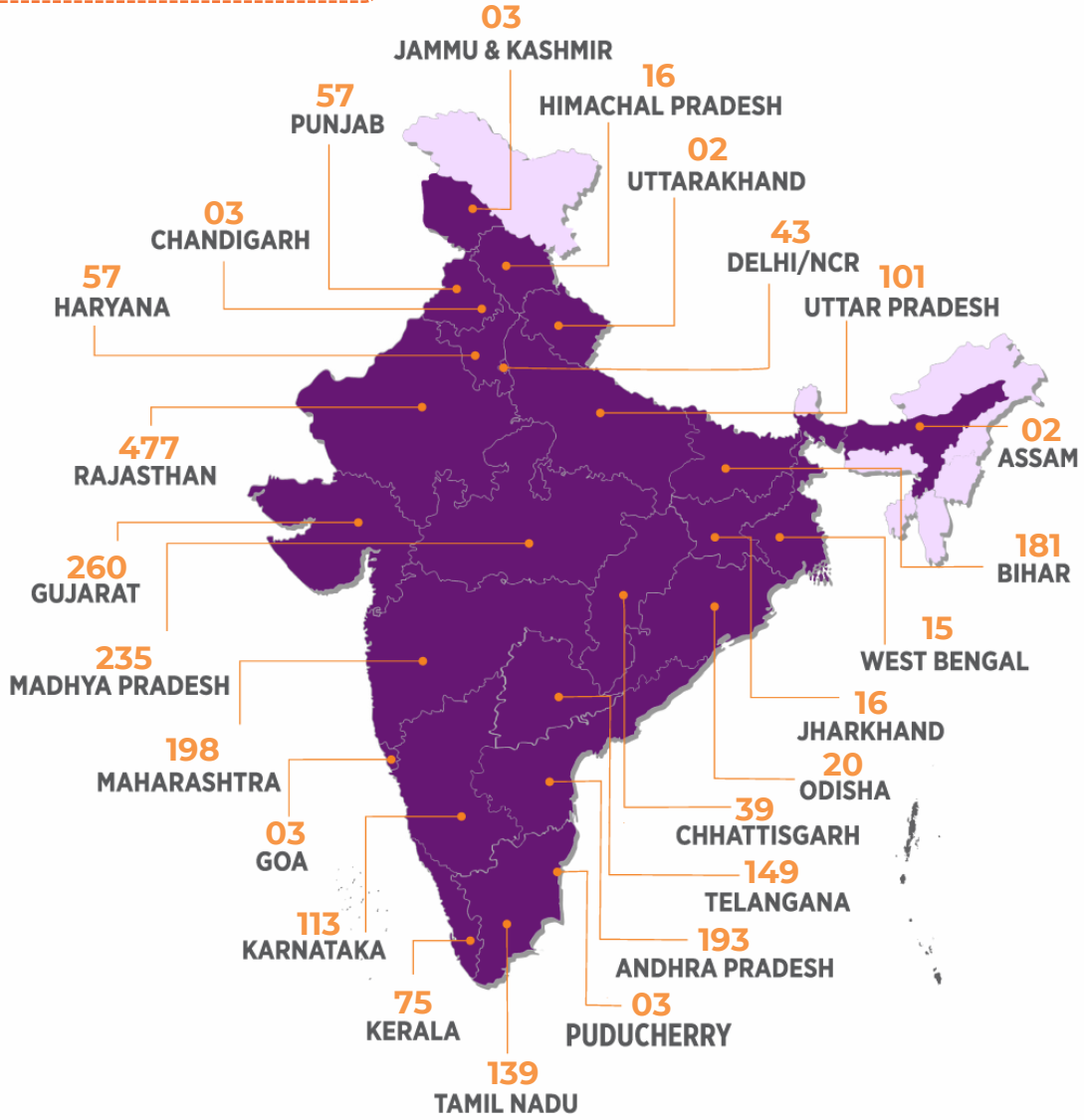
Pan-India geographic presence

21 States and 4 UTs

2,400 Touchpoints

459 Districts

674 ATMs



2,400 Touchpoints



10 States with more than 100 touchpoints

Region	Touchpoints
South	672
North	658
West	461
Central	377
East	232
Total	2,400

Map is for representative purpose only; highlighted purple (■) states & UT's represent the presence of AU's physical touchpoint

Significant headroom to expand product range within existing branches

As on	Total unique touchpoints (excl. BO/BC/URC)	Deposits		Retail Assets				Commercial Banking	Inclusive Banking	
		Urban Banking	Swadesh banking	Wheels	MBL	HL	Gold		Agri SMF	MFI
Dec'24	1,656	440	177	574	911	596	861	507	98	798
Expansion plan within existing touchpoints by FY26		-	70 - 80	250 – 300	130 – 150	50 - 60	40 – 50	30 – 40	Plan is WIP	
New Branches (FY26)		60 – 70	10-15							

- ❑ Large opportunity to grow by expanding product presence within existing AU touchpoints
 - Wheels – additional 250- 300 touchpoints over next 1 year, which is an addition of 40% - 50% over existing base
 - MBL – additional 130 – 150 touchpoints, an addition of 10% - 15% over existing base
 - Swadesh banking will look to convert existing 70 - 80 asset centres in district / tehsil headquarters into deposit branches

- ❑ Opening of newer branches - plan to add 60-70 new liability branches in top metro and urban cities

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MANAGEMENT UPDATE

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LIABILITIES UPDATE

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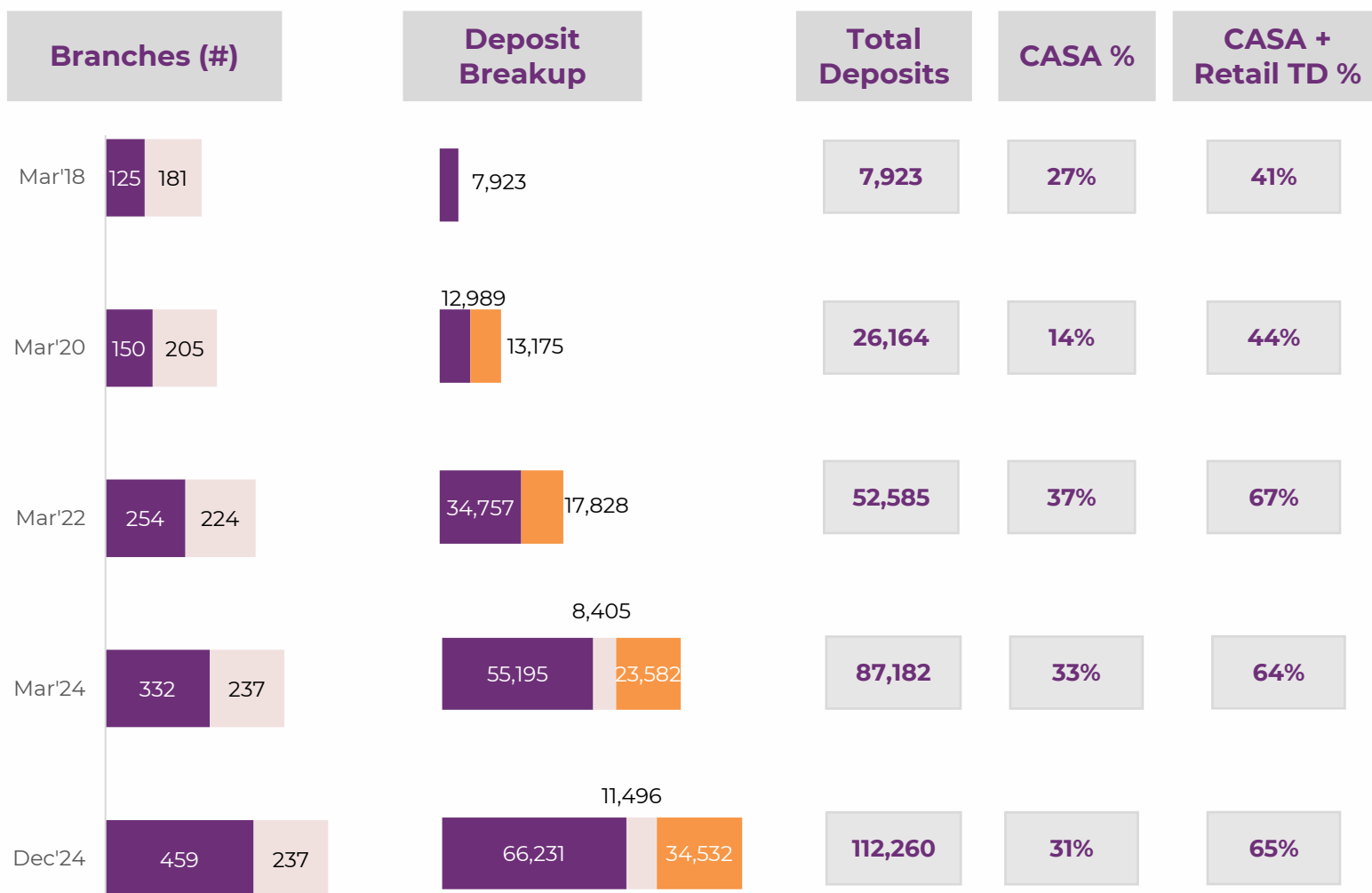
ASSETS PERFORMANCE

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OTHER KEY INFORMATION

Evolution of the Branch Banking charter

Bank's Deposit Journey



■ Urban Branch Banking ■ Swadesh Banking ■ Other Vertical

Note: Urban Branch Banking and Swadesh Banking are as per internal classification and will be subject to changes

Current proposition

Complete Channels

- Urban Branches
- Swadesh Banking
- Govt Banking
- Wholesale Banking
- Co-operative
- NBFC & FIG
- Video Banking
- TASC
- NR
- Enterprise Salary

Complete product suite

- Segmented CA and SA products (ivy, Royale, Platinum)
- Live with all other products required by branch banking customers:
 - Wealth
 - Insurance
 - AD I remittance
 - Credit cards
 - PL
 - Other retail loans
 - Working capital loans
 - QR codes

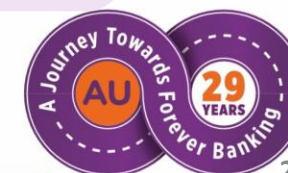


31%

CASA

80%

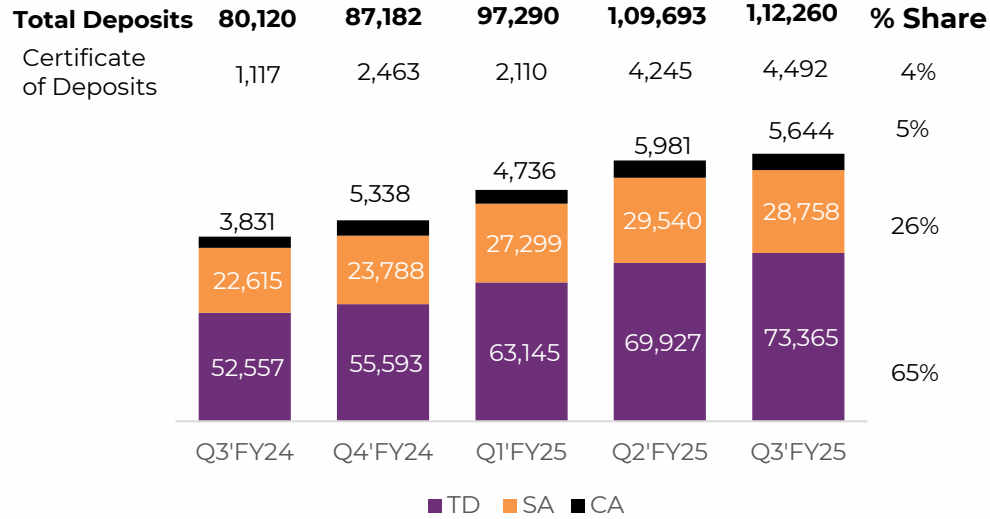
CASA+RTD+Bulk non-callable TD



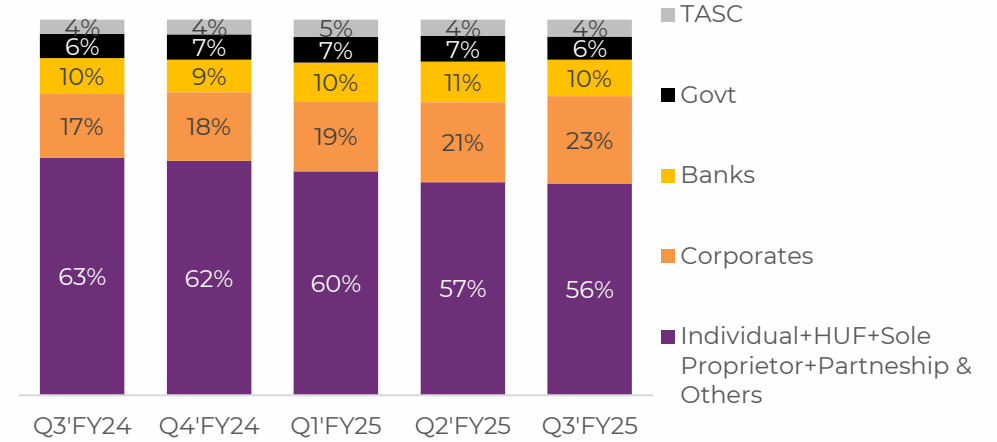
Focus on granular deposits and retail customer profile

₹ in Crores unless specified

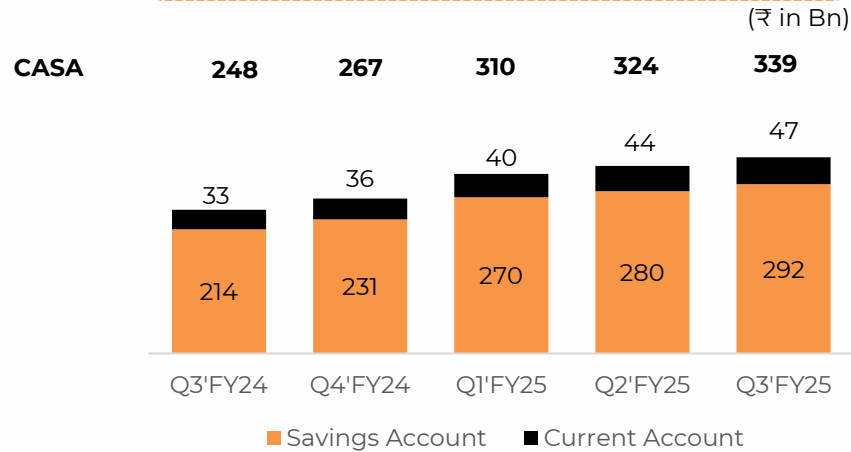
Deposit Mix



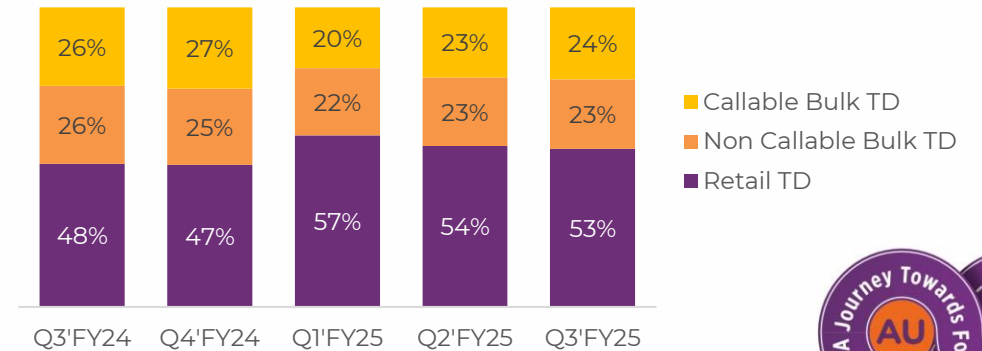
Deposit Customer Profile



Quarterly Daily Average CASA Balance



Term Deposit Breakup



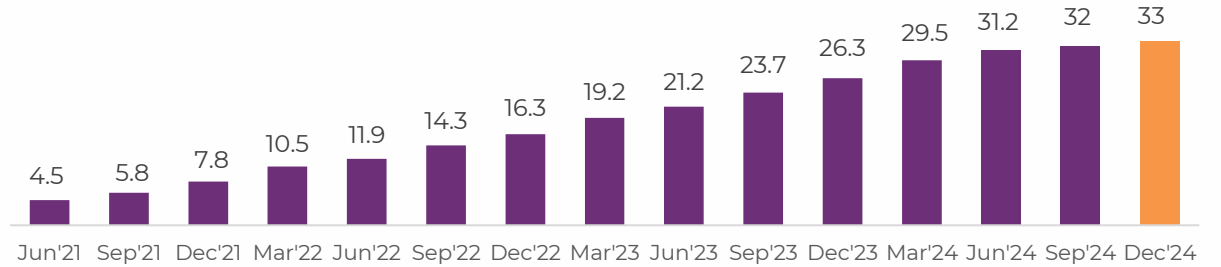
7x growth on AU 0101 since launch



65%
customers registered on AU 0101

33 Lacs
registered users

Registered users



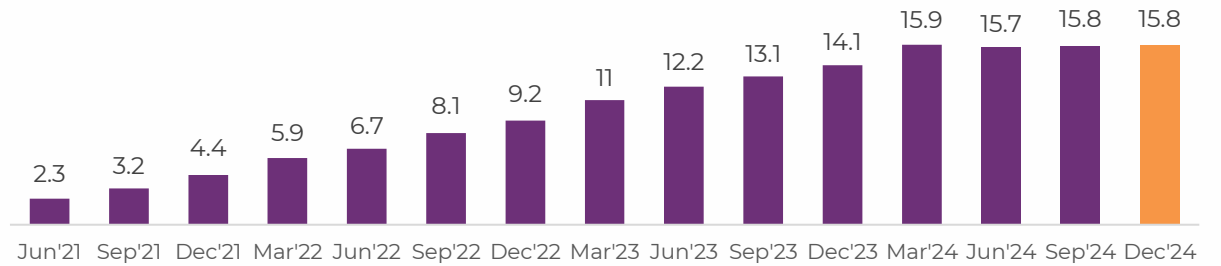
32 Lacs services processed in Q3'FY25



48%
registered users are monthly active

15.8 Lacs
monthly active users
(2.6 L daily active users)

Monthly active users



72 Lacs financial transactions¹ processed in Q3'FY25



3.2 Lacs
monthly transacting customers

8
Avg monthly transactions per transacting customer

Continuously enhancing features, performance and experience to drive stickiness

¹ % based on AU standalone customers on flexcube CBS; ¹ Includes IFT, IMPS, NEFT, RTGS, UPI, Bill Payment, Lifestyle



Wealth



2.1 Lacs+

Customers

₹1,250 Cr

Total AUM

40K

Customers with Live SIP

Dedicated Relationship Officer & AU0101 for all Product Segment – IVY, Eternity, Royale, Platinum & Others

AD- I (Fx & Trade)



PRODUCT (phase I live)

- Import & Export Financing
- Capital Account (FDI, ECB & Overseas Inv.)
- Inward & Outward Foreign Remittance
- FCNR Deposits

CHANNELS

AU DigiTrade
AU Remit

Monthly Fx flow volumes reached >\$100 Mn in Dec'24

Most of the built-out cost associated with AD-I business has already been incurred

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MANAGEMENT UPDATE

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OPERATING & FINANCIAL HIGHLIGHTS

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LIABILITIES UPDATE

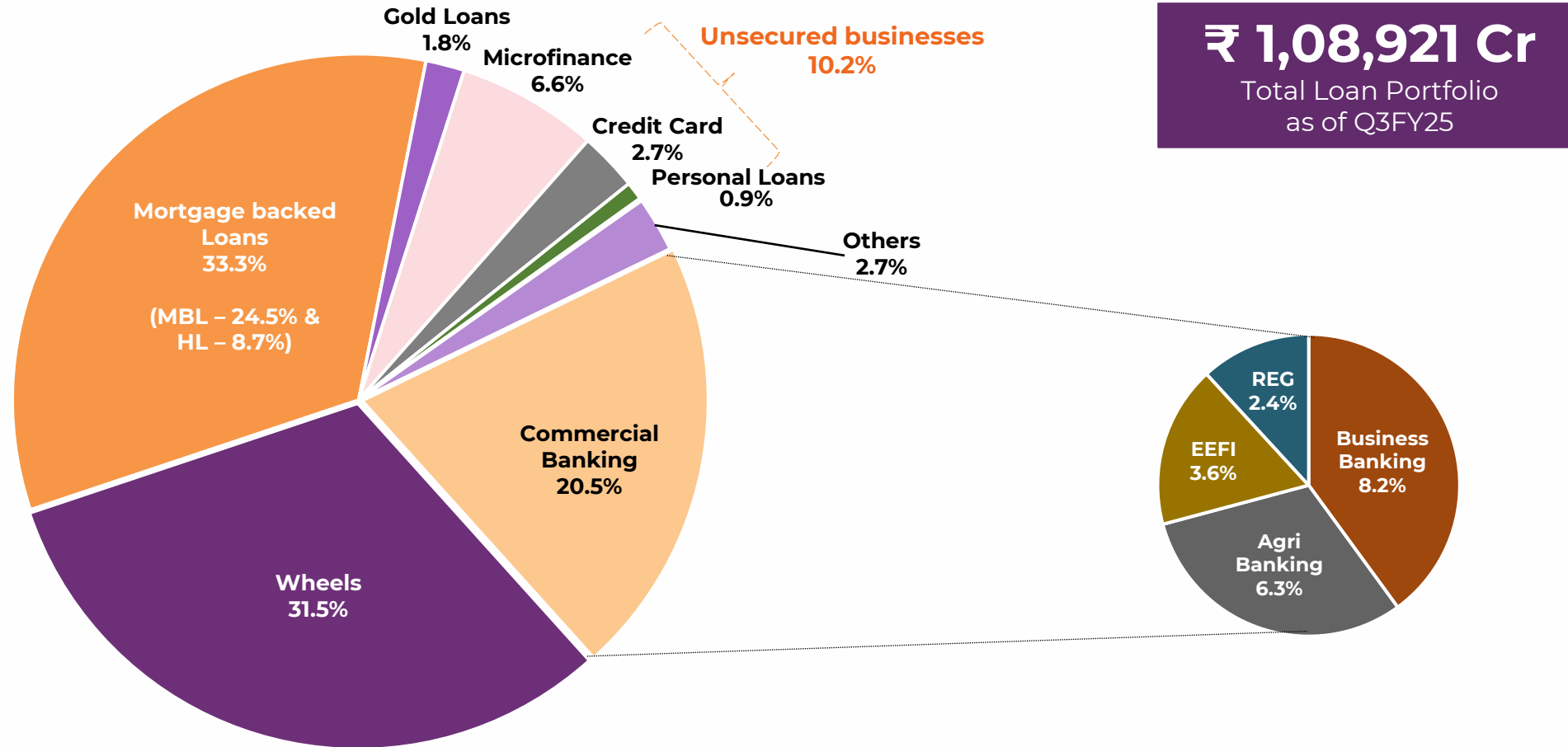
4

ASSETS PERFORMANCE

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OTHER KEY INFORMATION

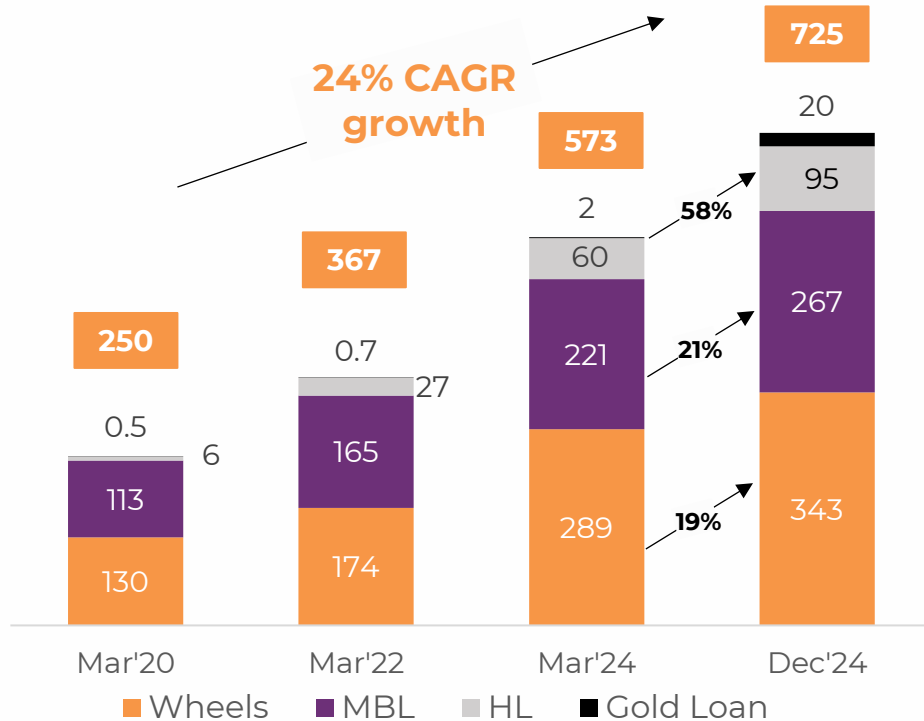
Well diversified, predominantly retail asset book



- ❑ Disbursement mix of High RoA assets in Q3'FY25 stands at 83% - High RoA assets are defined as Wheels, MBL, MFI, EEFI, REG, AHL (Fincare)
- ❑ Fixed rate book is ~64% of the portfolio; additionally, ~7% book is on floating rates (but currently in fixed interest period)
- ❑ RWA to Total Assets stands at 58.6% as on Q3FY24

*Others includes ODFD, inter-bank term lending, run down businesses etc.
NBFC business has been expanded to include Emerging Enterprises and has been renamed as EEFI - Emerging Enterprises & Financial Institutions Group

Secured Retail Assets (₹ Bn)



Note: Dec'24 includes erstwhile Fincare's respective asset book; On merged basis, MBL grew by 8%, HL 16% and Gold loan 29% between 1st April 24 and 31st Dec 24

% share in GLP

~67%

Yield

14.5%

GNPA

2.6%

Performance

- ❑ Vintage Business with strong legacy, and best in class risk adjusted returns, through the cycles
- ❑ 24% CAGR growth over last 5 years
- ❑ Last 7-year average credit cost – 1.1% Wheels, ~70bps MBL, ~40bps HL

Right to Win

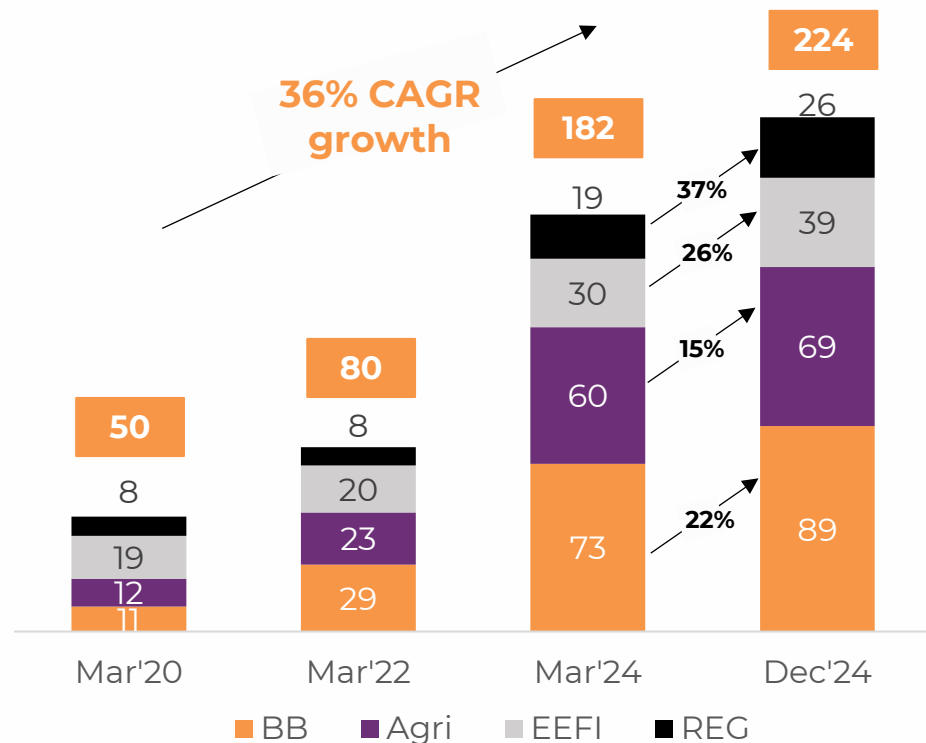
- ❑ Deep distribution and underwriting expertise in granular loans, to informal segments, in semi-urban and rural areas.
- ❑ Strong operational processes and collection framework
- ❑ Stable leadership across all verticals and locations

Growth Opportunity

- ❑ Aim to deliver above average industry growth
- ❑ Significant opportunity to expand distribution particularly in South India by leveraging erstwhile Fincare distribution
- ❑ Tech led enablement to drive productivity and efficiency (Salesforce + FICO implemented for Wheels)
- ❑ Integration of Fincare SBL, AHL with AU leadership to provide one bank synergy



Commercial Banking (₹ Bn)



% share in GLP

~21%

Yield

11.2%

GNPA

0.8%

Non-Fund Exposure

₹8,000 Cr+

Performance

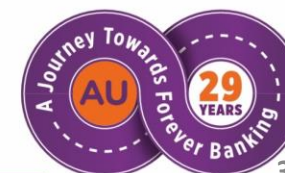
- Strong growth of 36% in last 5 years, albeit from a low base
- Average credit cost for last 7 years was ~0.4%

Creating a well-crafted Right to Win

- Complete product suite including non-fund based and AD-I business
- Go to market approach and creating differentiation via TAT and servicing
- Largely branch driven with strong synergy on CASA ~10% contribution to deposit and 6%+ to overall CASA
- Diversified fee income profile – transaction banking, forex, trade and cash management
- Stable leadership

Expansion Opportunity

- Leverage deposit branches to add new states and to deepen penetration in existing states; started working in Andhra Pradesh, Tamil Nadu and Karnataka
- Dedicated team and product proposition for renewable energy and infrastructure



Card In Force

10.2 lacs+

Cards Live

Portfolio Size

~₹2,984 Cr

Credit Card receivables

Engagement

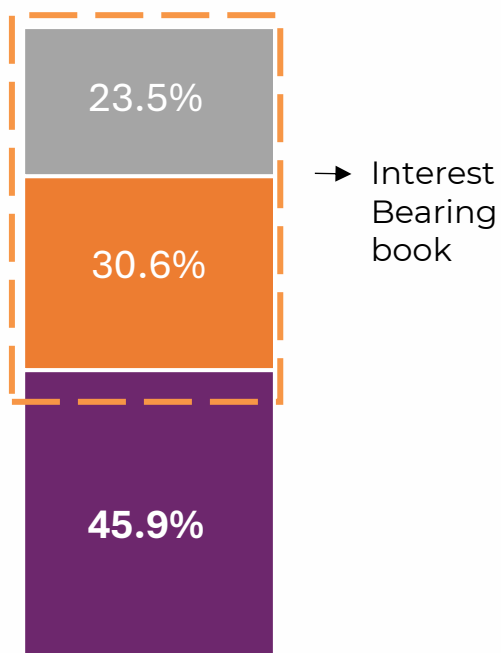
~₹15,500

Avg. Spend per Card
In Q3'FY25

4,790 Cr+

Spends In Q3'FY25

Ending Net Receivable (ENR)

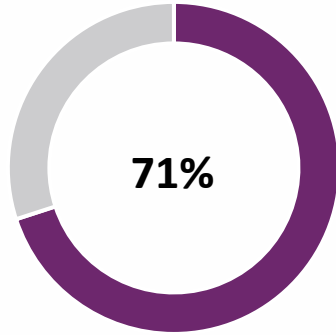


■ Transactor ■ Revolver ■ EMI+X-Loan
Outstanding Book Composition

Key Measures Taken

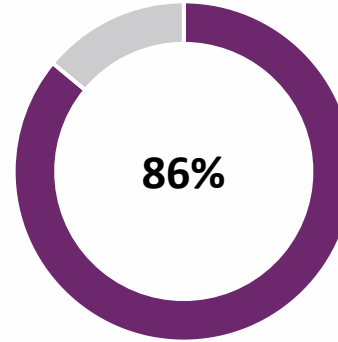
- Policy tightening on various parameters including income-based underwriting, existing customer leverage etc.
- Detailed evaluation of existing customer base and identification of potential delinquent customers with appropriate preemptive actions
- Stringent daily transaction monitoring to identify and restrict misusing customers and merchants
- Blocking of certain misused category of merchants

SALARIED CUSTOMERS



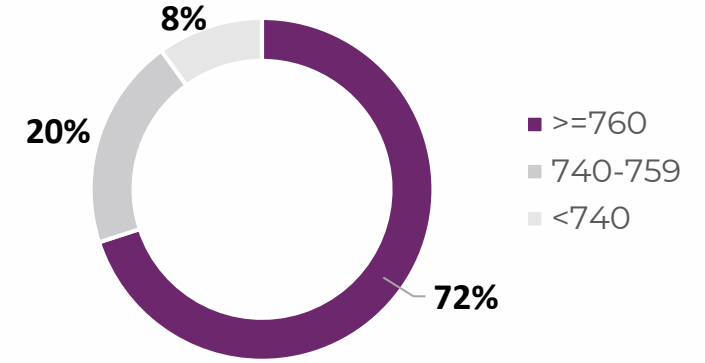
Distribution in salaried segment.

EXISTING CARD HOLDERS



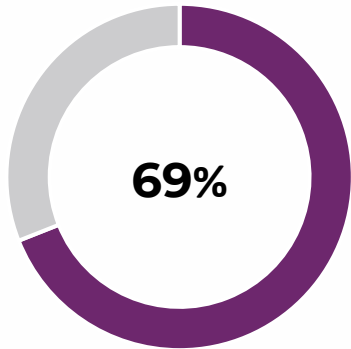
Majority sourcing under Carded Segment

BUREAU BAND



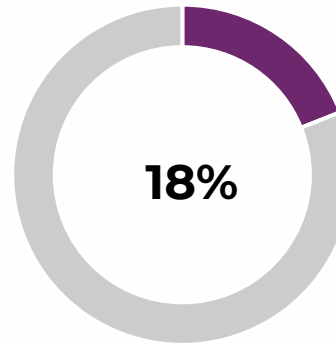
72% distribution above Bureau >760

URBAN CUSTOMERS



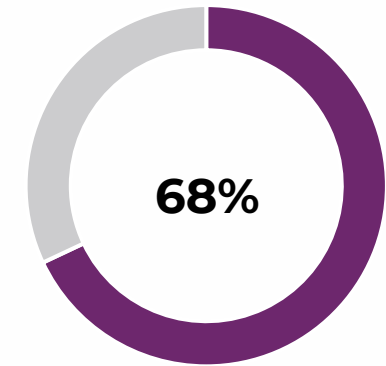
Distribution in Urban sector

LIMIT UTILISATION



Healthy limit utilization 18%

SUPER A/CAT A/GOVT EMP



Company Category of Salaried Customers



Asset book snapshot

Segments	Q3'FY25						Q2'FY25				
	Gross Advances	Assigned/ Securitised/ IBPC loans	Total Loan Portfolio	Gross Advance Yield (%)	Gross NPA	Gross NPA (%)	Gross Advances	Assigned/ Securitised loans	Total Loan Portfolio	Gross Advance Yield (%)	Gross NPA (%)
Retail Assets (A+B)	75,687	7,929	83,616	15.6%	2,136	2.8%	72,062	8,995	81,056	15.7%	2.5%
Secured (A)	64,684	7,850	72,535	14.5%	1,654	2.6%	60,511	8,572	69,083	14.5%	2.4%
Wheels	28,293	6,046	34,339	14.6%	680	2.4%	25,502	6,652	32,153	14.5%	2.3%
Mortgage-Backed Loans	34,423	1,804	36,227	14.4%	951	2.8%	33,023	1,920	34,943	14.4%	2.6%
<i>MBL</i>	<i>25,315</i>	<i>1,383</i>	<i>26,698</i>	<i>15.1%</i>	<i>833</i>	<i>3.3%</i>	<i>24,346</i>	<i>1,477</i>	<i>25,823</i>	<i>15.1%</i>	<i>3.1%</i>
<i>HL</i>	<i>9,108</i>	<i>421</i>	<i>9,529</i>	<i>12.3%</i>	<i>118</i>	<i>1.3%</i>	<i>8,678</i>	<i>443</i>	<i>9,120</i>	<i>12.2%</i>	<i>1.0%</i>
Gold Loans	1,968	0	1,968	15.8%	23	1.2%	1,986	-	1,986	15.9%	0.9%
Unsecured (B)	11,002	79	11,081	21.7%	481	4.4%	11,550	423	11,973	21.7%	2.8%
Microfinance	7,092	79	7,171	25.4%	292	4.1%	7,221	423	7,644	25.3%	2.3%
Credit Cards	2,985	0	2,985	14.6%	130	4.4%	3,295	-	3,295	14.3%	3.2%
Personal Loans	926	0	926	17.9%	59	6.3%	1,035	-	1,035	18.0%	5.1%
Commercial Banking	22,363	0	22,363	11.2%	177	0.8%	21,025	-	21,025	11.1%	0.5%
<i>Business Banking</i>	<i>8,939</i>	<i>0</i>	<i>8,939</i>	<i>10.4%</i>	<i>53</i>	<i>0.6%</i>	<i>8,280</i>	<i>-</i>	<i>8,280</i>	<i>10.4%</i>	<i>0.6%</i>
<i>Agri Banking</i>	<i>6,902</i>	<i>0</i>	<i>6,902</i>	<i>10.6%</i>	<i>106</i>	<i>1.5%</i>	<i>6,688</i>	<i>-</i>	<i>6,688</i>	<i>10.5%</i>	<i>0.6%</i>
<i>EEFI</i>	<i>3,879</i>	<i>0</i>	<i>3,879</i>	<i>11.4%</i>	<i>10</i>	<i>0.3%</i>	<i>3,731</i>	<i>-</i>	<i>3,731</i>	<i>11.6%</i>	<i>0.3%</i>
<i>REG</i>	<i>2,643</i>	<i>0</i>	<i>2,643</i>	<i>14.8%</i>	<i>8</i>	<i>0.3%</i>	<i>2,326</i>	<i>-</i>	<i>2,326</i>	<i>14.8%</i>	<i>0.3%</i>
SME (Run down)	132	3	135	12.8%	21	16.2%	143	4	146	12.8%	16.3%
Others*	2,807	0	2,807	N.A	2	0.1%	2,804	-	2,804	N.A	0.1%
Total	1,00,989	+ 7,932	= 1,08,921	14.4%	2,336	2.3%	96,033	+ 8,998	= 1,05,031	14.4%	1.98%

Personal Loan includes Merchant Lending
*Others includes ODFD, inter-bank term lending, TREDS etc.

NPA movement

NPA Movement	Q3'FY25	Q3'FY24	Q2'FY25
Opening GNPA	1,902	1,245	1,613
Additions during the period*	956	403	736
Less: Recoveries & Write Offs during the period	(522)	(308)	(447)
Closing GNPA	2,336	1,340	1,902

NPA Summary	Q3'FY25	Q3'FY24	Q2'FY25
Gross NPA	2,336	1,340	1,902
Less: Cumulative Provisions	1,430	884	1,195
Net NPA	906	456	707
Gross NPA Ratio	2.31%	1.98%	1.98%
Net NPA Ratio	0.91%	0.68%	0.75%
Provision Coverage Ratio	80%	72%	82%
GNPA % (Incl. Securitized Book)	2.28%	1.83%	1.96%

*Additions/Reductions to GNPA presented for the quarter exclude any intra-quarter additions and reductions i.e., Loans which slipped into NPA during the quarter, and which got subsequently upgraded/written off within the same quarter are excluded

Provisioning summary

Credit Cost	Q3'FY25	Q3'FY24	Q2'FY25	9M'FY25	9M'FY24
Provision on NPA and Write off*	488	143	380	1,134	337
Repossession loss & POS loss	44	22	29	94	65
Standard & other provision	15	7	10	46	27
Covid restructuring provision	(5)	(2)	(5)	(16)	(30)
Contingency provision created / (Utilised)	0	(11)	0	17	(93)
Less : Bad Debt Recovery	(39)	(7)	(42)	(118)	(34)
Credit Cost	502	151	373	1,158	272
Credit Cost for the quarter (% of Avg. Total Assets)	0.36%	0.15%	0.28%	0.87%	0.28%
*Write off during the quarter	253	119	236	669	190

- ❑ Net credit cost for Q3'FY25 is at 0.36% of the Total Assets and 0.87% for 9M'FY25 (including ₹17 Cr contingency provision created in Q1'FY25)
- ❑ Standard Covid restructured book declined to 0.3% of gross advances
- ❑ Contingency provision of ₹17 Cr created on MFI portfolio in Q1'FY25 has not been utilized during current quarter

Overview of total provisions

Particulars	Dec'24			Sep'24		
	Loan Amount	Provisions	Coverage	Loan Amount	Provisions	Coverage
GNPA	2,336	1,389	59%	1,902	1,154	61%
Covid related restructuring (Standard)	333	55	17%	360	60	17%
Contingency provisions		17			17	
Floating provisions		41			41	
Stressed and contingencies provisions	2,668	1,502		2,261	1,272	
Provisions towards Standard Assets		321			310	
Total Provisions		1,823			1,582	
Provisions as a % of gross advances		1.81%			1.65%	

□ Provision coverage ratio (including technical write-off) stands at 80% and GNPA ratio stood at 2.31% as on Dec'24

Provisioning policy

The Bank follows a conservative provisioning policy which came into effect in FY22

Overdue bucket / Days Past Due (DPD)	Asset Classification	RBI Policy		Bank's internal provisioning policy			
		Secured	Unsecured	All Other Products		Credit Card	MFI
				Secured	Un-Secured		
91-120	Sub Standard	15%	25%	25%	50%	50%	50%
121-150	Sub Standard	15%	25%	25%	50%	100%	65%
151-180	Sub Standard	15%	25%	25%	50%	100%	80%
181-365	Sub Standard	15%	25%	50%	100%	Write – Off (W/Off)	100%* (W/Off)
366-455	Sub Standard	15%	25%	75%	100% * (W/Off)	-	100%* (W/Off)
456-730	Doubtful 1	25%	100%	100%	-	-	W/Off
731-820	Doubtful 1	25%	100%	100% * (W/Off)	-	-	-
821-1,551	Doubtful 2	40%	100%	-	-	-	-
1,552 and above	Doubtful 3	100%	100%	-	-	-	-
Loss asset	Loss	100%	100%	-	-	-	-

*Write-off (W/Off) subject to Review of Collection, Credit, Business. which is being further proposed in relevant committee.

1

MANAGEMENT UPDATE

2

OPERATING & FINANCIAL HIGHLIGHTS

3

LIABILITIES UPDATE

4

ASSETS PERFORMANCE

5

OTHER KEY INFORMATION

Environment



Deposits

- Raised 12,443 Fixed Deposits amounting to ~₹745 Crore

Lending

- ~₹456 Cr deployed in Green Assets Lending
- Currently Lending in Solar & EV Infra



Green Transformations

Conducted vital relief efforts to flood affected families across Gunturu, Cuddalore, Pondichery, Villupuram and Vadodara districts.

Social

COE for Skills Development

Till Q3'FY25, 25,400+ youth were trained, of which 19,550+ were linked to employment in 16 centers across 12 districts of Rajasthan. 7 trainees have secured international placement in countries like USA, Istanbul, and South Africa.



AU's Sports Initiative

Active at 62 locations with 8,100+ children being regularly trained across 7 sports. Organised exposure camp trials to scout athletes and provide them an opportunity to participate in advanced exposure camps.



Women Entrepreneurship

Till date, 3,250+ women are engaged and 1502 are nurtured under Individual Women Entrepreneurship initiative. AU Udyogini Sanju Yogi won 2 prestigious awards- Revolutionari & Best Rural Women Social Entrepreneur Award.

Governance

Independent and diversified Board

- 7 of 10 directors are independent and non-executive
- 2 of 10 directors are women directors

[Read our Sustainability report FY 24](#) - Our reflection & essence on "Building a Sustainable Tomorrow" is captured in the report highlighting our Key Environment, Social and Governance Initiatives.

Recognised as "**Best Community Initiative in Grassroots Sports Development for Bano Champion**" by sports India Foundation "**ET Challenger 2Good award**" at the 3rd Economic Times 2 Good 4 Good CSR Awards evaluated by KPMG for our excellence in CSR for 2022-23

[Refer page 204 of the Annual report for BRSR Report FY24](#)

Universal Access to Financial Services

- 32% of our total touchpoints/branches – 766 are in unbanked rural centres
- Present in 89 Special Focus Districts* with 295 touchpoints covering 54 Aspirational districts, 21 Left Wing Extremist Affected Districts, 13 Hill States Districts and 1 North Eastern Region District.

Providing Basic Bouquet of Financial Services



PM Jan Dhan Yojana



Received Direct Benefit Transfer of ₹57.5+ Cr in Aadhaar seeded BSBD accounts till 31st Dec 24.

Products (As on 31 st Dec 24)	Count
BSBD Accounts	4,97,500+
MUDRA Loans	13,18,800+
PMJJBY	1,02,100+
PMSBY	1,33,600+
APY	1,17,100+
Shakti Accounts	53,86,600+
Microfinance Loans [^]	37,50,200+

Financial and Digital Literacy: Organized **17,100+** Financial Literacy Camps at rural branches.

*The list is prepared taking cognizance of special focus districts classified by NABARD, MYMSME, NFDB, NITI AAYOG & PIB.
Live Loans | [^]Microfinance Loans includes PM SVANidhi, IGUCCY & PM Vishwakarma Schemes



ESG Ratings

Improved from "Medium" to "Low" rating



Improved Rating from "F" to "D" on Climate Disclosures



Rated AA



Current Score 42 (Score improved from 39 to 42)



Credit Ratings

Fixed Deposits AA+/Stable CRISIL

Long Term/subordinated Debt/ Tier II Bonds AA/Stable CRISIL/ CARE/ India Ratings / ICRA

Short Term A1+ CRISIL/ CARE/ India Ratings





Mr. H R Khan
Part time Chairman & Independent Director
46+ years of experience
Masters in Arts & Philosophy, Diploma in Business Mgt., CAIIB

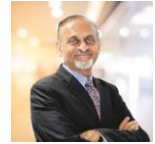
Ex-Deputy Governor of RBI
Served on Boards of Several Banks & regulatory Bodies including NHB & NABARD etc.

Executive Directors



Mr. Sanjay Agarwal
MD & CEO
29+ years of experience
FCA (All India Rank holder)

EY Entrepreneur of the Year Award 2018; Business Leader of the Year, ICAI Awards, 2017



Mr. Kamlesh Vikamsey
Independent Director
42+ years of experience,
FCA, B. Com

Senior Partner - KKC & Associates LLP
Ex-Chairman - IMAC
Member (AoC)- World Metrological Organization (WMO)
Ex-Chairman - Audit Advisory Committee, UNICEF



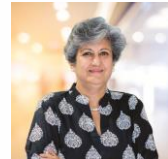
Ms. Kavita Venugopal
Independent Director
45+ years of experience in Banking Industry
MBA, B.A.

Ex-CEO, Abu Dhabi Commercial Bank (ADCB), India
Held leadership position in various Private Banks



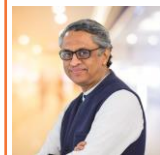
Mr. Uttam Tibrewal
Whole-Time Director
28+ years of experience
B. Com

Associated with the Bank for more than 20 years



Ms. Malini Thadani
Independent Director
40+ years of experience
Masters in History, M.A., Certificate of Public Administration, Ohio University, USA

Ex - Head of Corporate Sustainability, Asia at HSBC
Held leadership positions at Indian Revenue Services



Prof. M S Sriram
Independent Director
35+ years of experience (including 22 years as an academic)
MBA, Fellow, IIMB (equivalent to PhD)

Professor-Centre for public policy-IIMB

Non-Executive Non-Independent Director



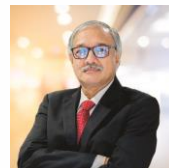
Mr. Divya Sehgal
Non-Executive Non-Independent Director
27+ years of experience
Bachelors in Electrical engineering- IIT Delhi, PGDM, IIM Bangalore

Partner, TrueNorth
Founder & Ex-COO- Apollo Health Street



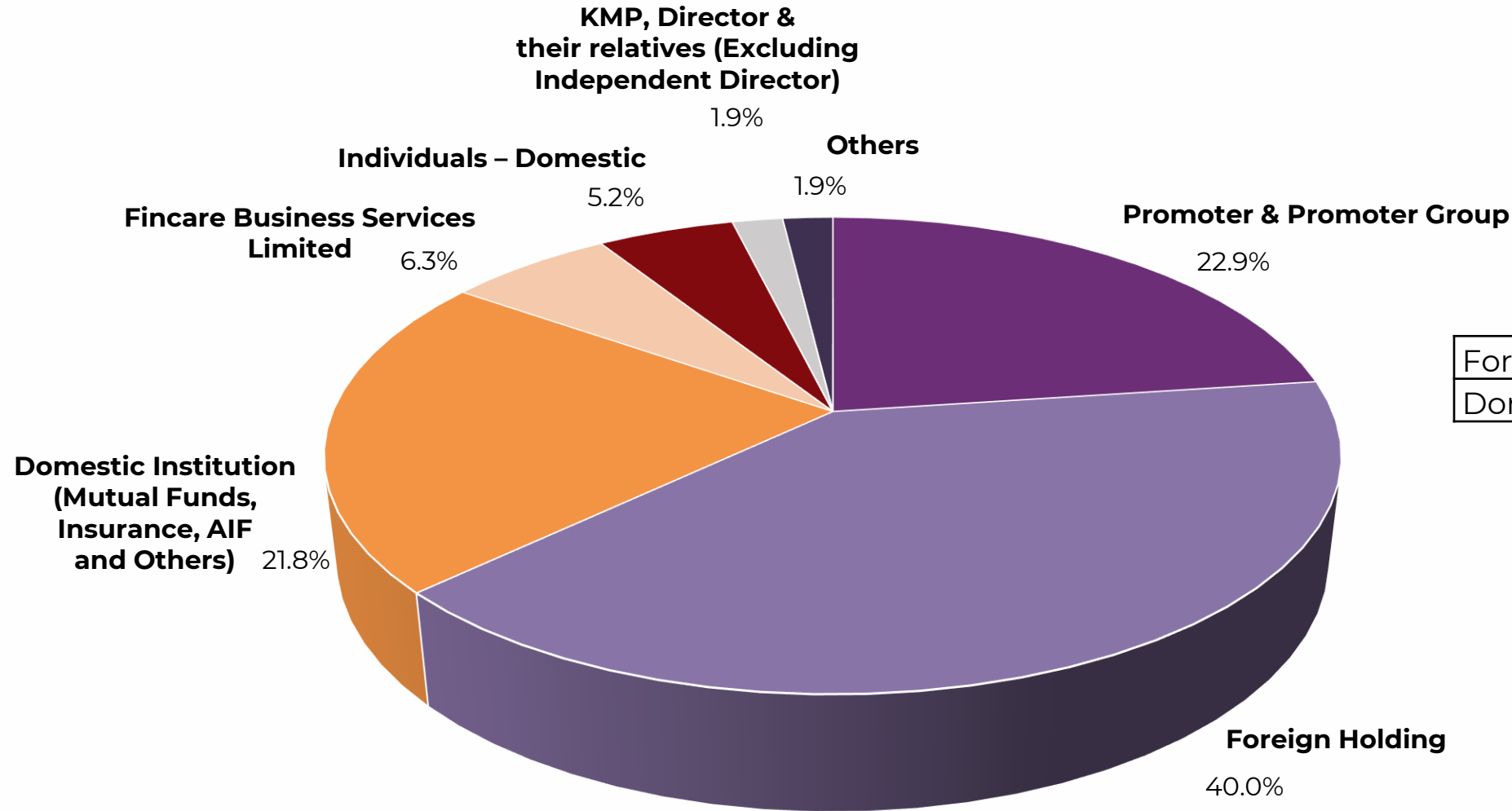
Mr. Pushpinder Singh
Independent Director
44+ years of experience in IT and Payment Systems
BSc, CAIIB

Ex-CIO, Bank of India
Ex Advisor, NPCI (FI & new business)



Mr. V G Kannan
Independent Director
46+ years of experience in Banking Industry
B.B.A., MBA

Ex MD - State Bank of India
Ex Chief Executive - Indian Bank Association
Ex Member of Governing Council - IIBF

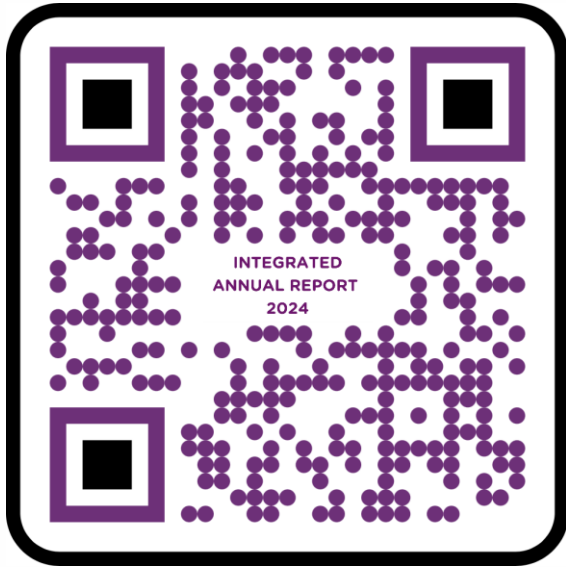


Foreign holding	40.0%
Domestic holding	60.0%

Note: Shareholding pattern as on 31st Dec'24



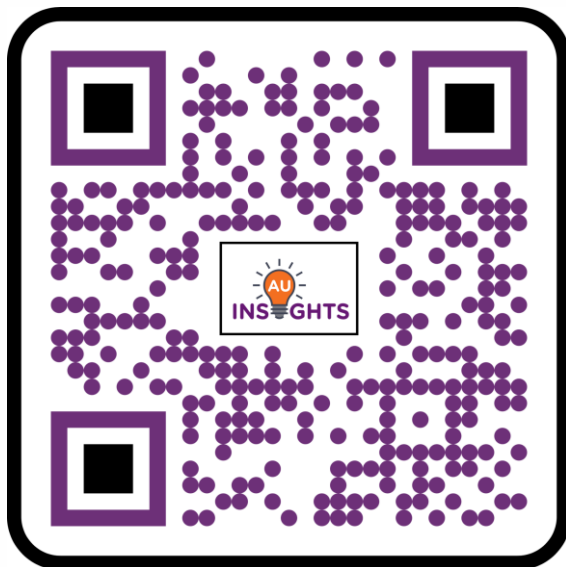
Analyst day presentation - Mar'24



Annual Report FY24



Q2'FY25 Investor Presentation



AU Insights

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Note: All financial numbers in the presentation are from Audited Financials or Limited Reviewed financials or based on Management estimates.



Thank You

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Prince Tiwari



Email: investorrelations@aubank.in