

January 29, 2025

BSE Limited

P.J. Towers,
Dalal Street,
Mumbai- 400 001

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor, Plot No. C/1, G
Block, Bandra - Kurla Complex,
Bandra (E), Mumbai - 400 051

(Scrip Code: 543386)

(Symbol: FINOPB)

Dear Sir/Madam,

Sub: Investor Presentation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”)

Pursuant to Regulation 30 of SEBI Listing Regulations, enclosed herewith the Investor Presentation on Un-audited Financial Results for the quarter ended December 31, 2024 of Fino Payments Bank Limited (“**Bank**”).

The said presentation is also available on the Bank’s website i.e. www.finobank.com

Kindly take the same on record.

Thank You

Yours faithfully,
For Fino Payments Bank Limited

Basavraj Loni
Company Secretary & Compliance Officer

Place: Navi Mumbai

Encl: a/a



Investor Presentation

Q3'25

Fino Payments Bank
फिनो पेमेंट्स बैंक

Shubh dinon ki shuruat
Fino Shubh Savings
Account ke saath

Fino Payments Bank
फिनो पेमेंट्स बैंक

Phone Screen Damage

Kyunki Kharche Kabhi Batake Nahi Ate

EMIs

Fino Payments Bank's Debit Card

Daily ATM Withdrawal Limit

₹20,000-
₹25,000

Fuel

Grocery

Fino Payments Bank
फिनो पेमेंट्स बैंक

Gullak Savings Account

Fino Payments Bank
फिनो पेमेंट्स बैंक

Pragati Current Account chuno And Apne sapnon ki ore badho!

Fino Payments Bank
फिनो पेमेंट्स बैंक

Phone, bijlee, shopping yaa kisi aur ka bhi ho bill,
Ab FinoPay se aasani se bharo aur karo chill!

09:43
Friday, September 16

Fino Payments Bank
फिनो पेमेंट्स बैंक

Specially designed card for a special you!

Fino Women's Savings Account especially for you!

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Strategic Update



Scan to open bank account



Sustainable Business Model – *25% YoY revenue growth; as per the earlier guidance*



Expanding Ownership Business – *customer base of 1.34 crores including 5+ lakh accounts opened digitally (~48 lakh digitally active customers)*



Building Liability Franchise – *average deposits up by 39% YoY at ₹1,890 crores*



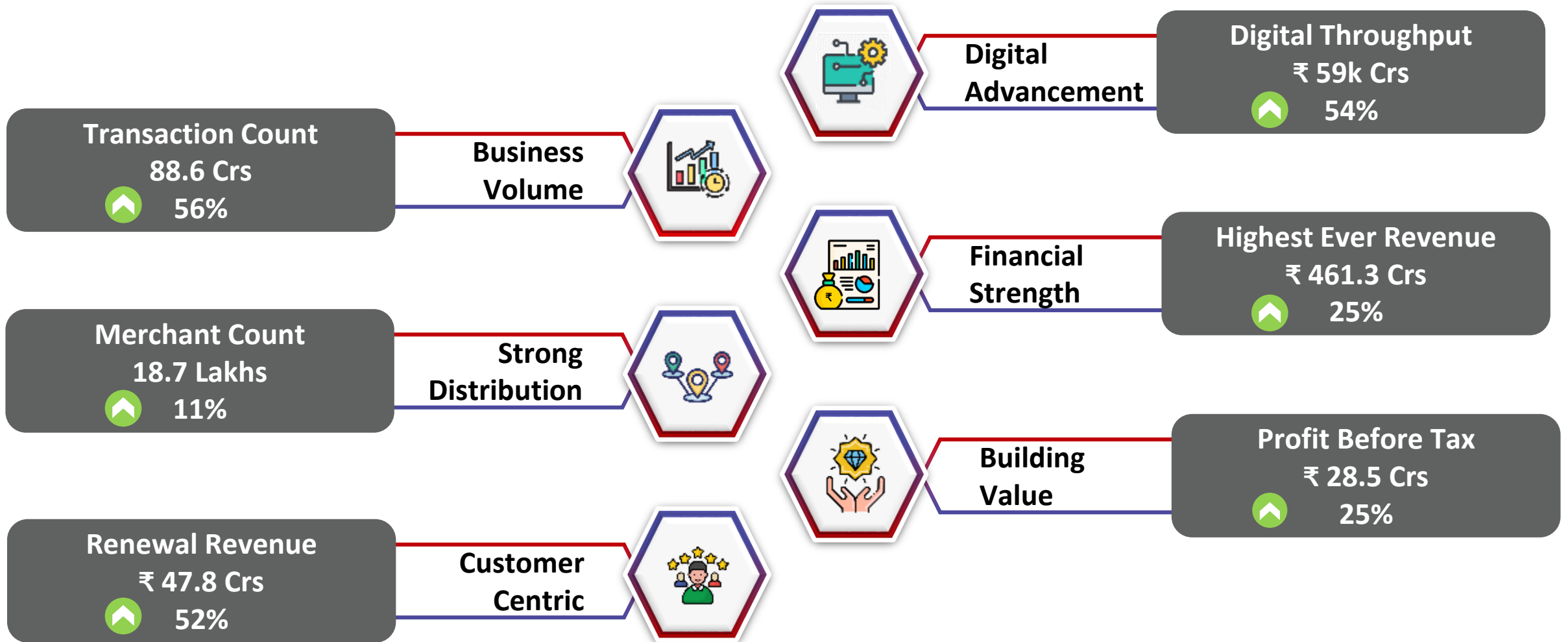
Customer Trust Enhancing – *52%+ YoY growth in subscription renewal income, active customer base ~70%*



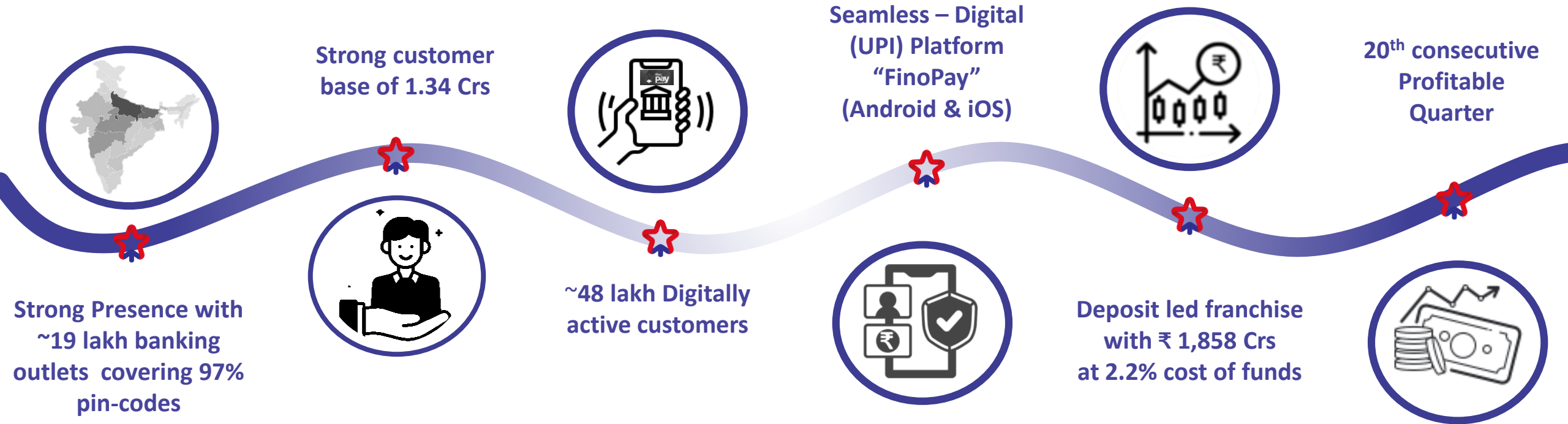
Digital Footprint Expanding – *Contributing 24% of revenue pie & 1.61% of UPI ecosystem volume in Dec'24*

Robust Business Model – Q3'25

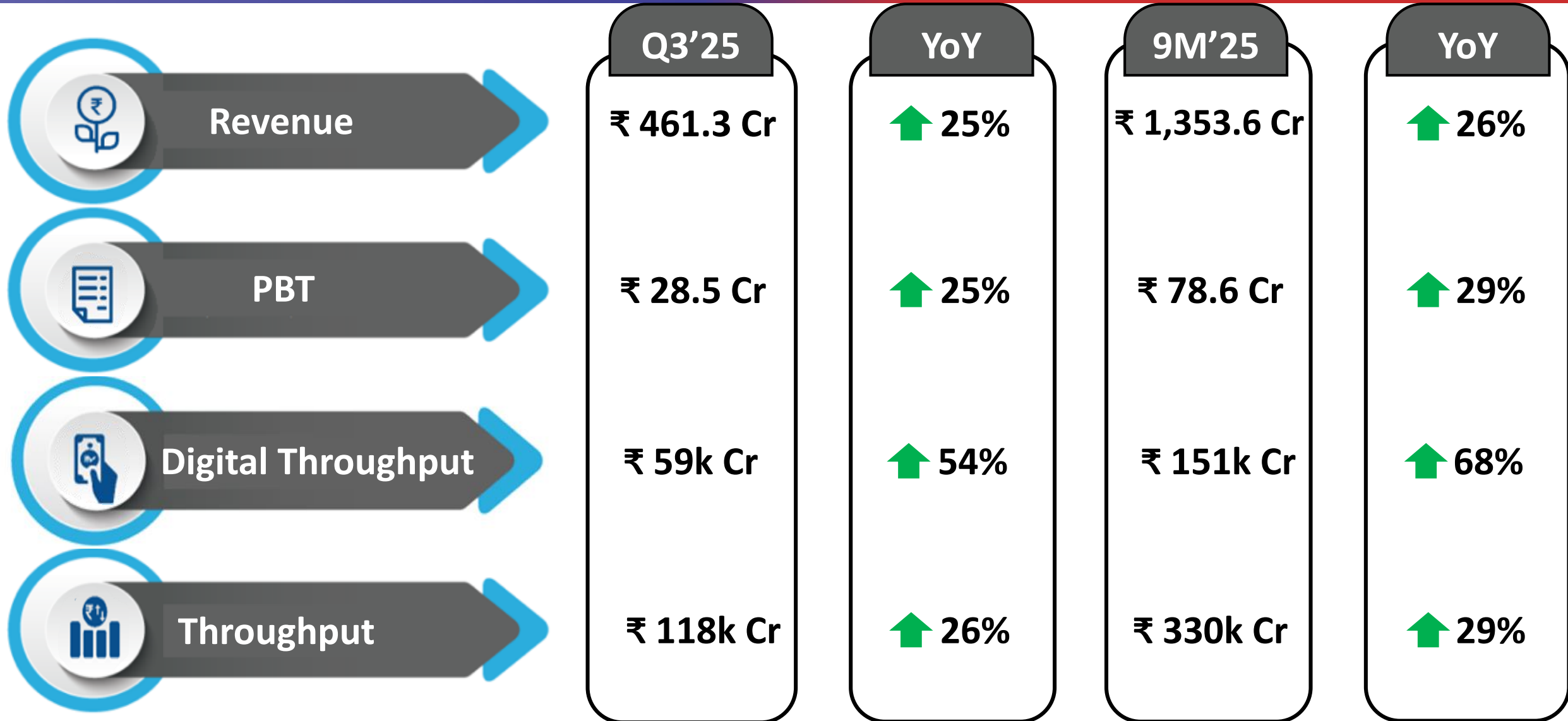
(% Growth YoY)

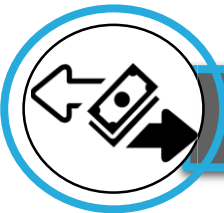


Key Strengths



Performance At a Glance





Transaction Count

9M'25

237.5 Cr

FY'24

211.0 Cr



CASA Revenue

₹ 311.8 Cr

₹ 306.8 Cr



CASA Renewal Revenue

₹ 133.9 Cr

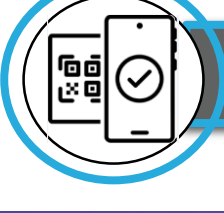
₹ 127.8 Cr



Digital Payments Revenue

₹ 255.9 Cr

₹ 92.2 Cr



Digital Throughput

₹ 150.6k Cr

₹ 132.6k Cr



Q3'25 Key Business Highlights (YoY)



Revenue

₹ 461.3 Crs

↑ 24.6%



EBITDA

₹ 60.2 Crs

↑ 19.3%



PBT

₹ 28.5 Crs

↑ 24.9%



Cash Profit

₹ 49.5 Crs

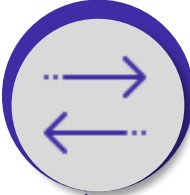
↑ 31.2%



Txn. Count

88.6 Crs

↑ 56.4%



Throughput

₹ 117.8k Crs

↑ 26.3%



Digital Throughput

₹ 59.0k Crs

↑ 54.5%



Average Deposits

₹ 1,890 Crs

↑ 39.2%

9M'25 Key Business Highlights (YoY)



Revenue

₹ 1,353.6 Crs

↑ 25.7%



EBITDA

₹ 170.5 Crs

↑ 24.2%



PBT

₹ 78.6 Crs

↑ 28.9%



Cash Profit

₹ 136.3 Crs

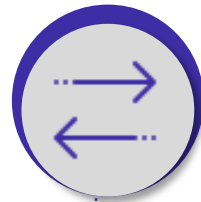
↑ 27.8%



Txn. Count

237.5 Crs

↑ 59.2%



Throughput

₹ 330.4k Crs

↑ 29.2%



Digital Throughput

₹ 150.6k Crs

↑ 67.9%



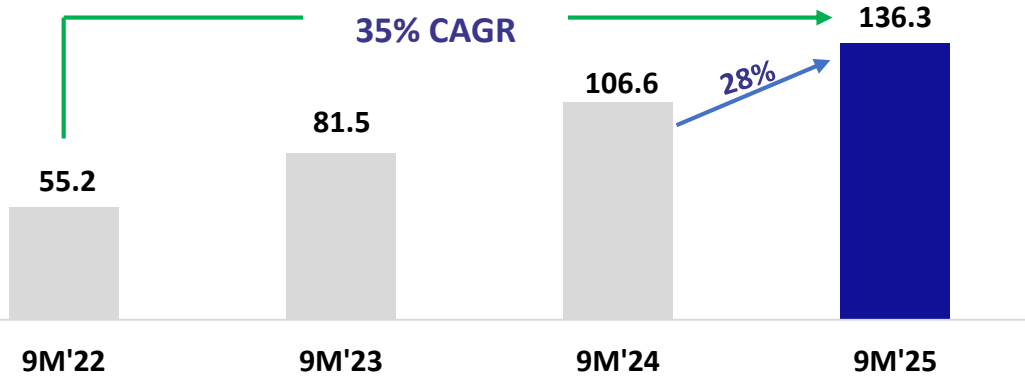
Average Deposits

₹ 1,762 Crs

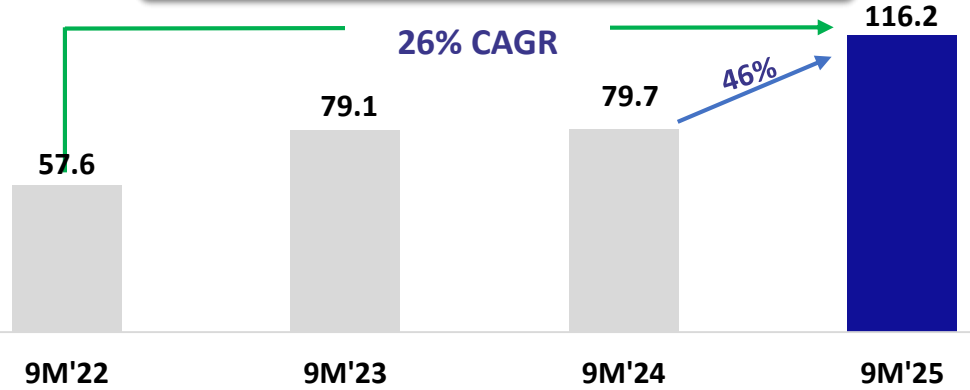
↑ 36.6%

Delivering Long Term Sustainable Value

Cash Profit Accretion

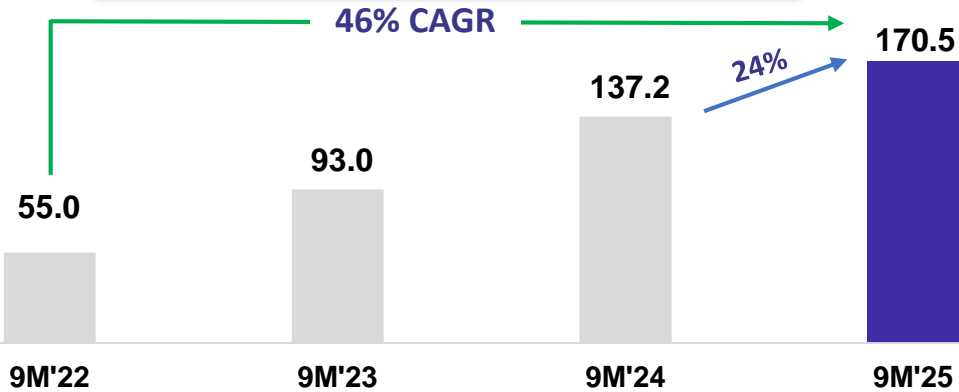


Reinvesting in Technology (Capex)

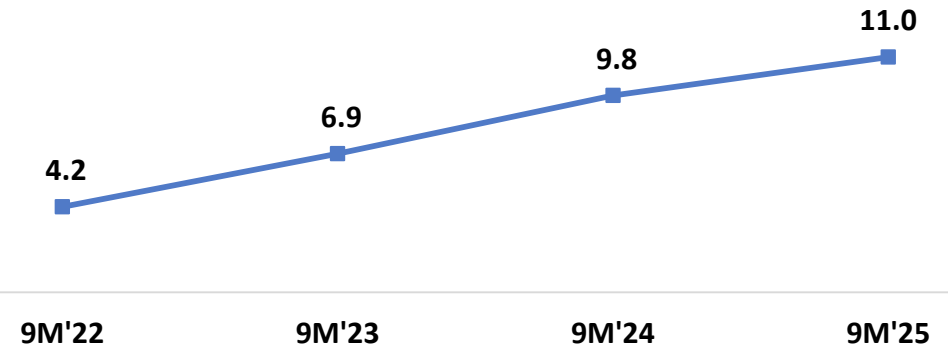


(₹ Crs)

EBITDA



Earnings Per Share (₹)



Maximizing business growth through investing in technology & increasing shareholder value

Architecture & Infrastructure



- Implementation of Hollow-The-Core projects to build high performance CBS
- Segregating dependent applications including DB for higher performance and availability

AI, ML & Builder Tools



- AI/ML based solution plans for automation and higher performance, cost saving.
- 'Build own reports' strategy for improved reporting.

Risk & Security



- Initiation of AI based Risk monitoring for higher protection of Information Systems.
- AI based solutions for better Risk monitoring mechanisms like FRM, AML.

DIY Journey & Digitalization

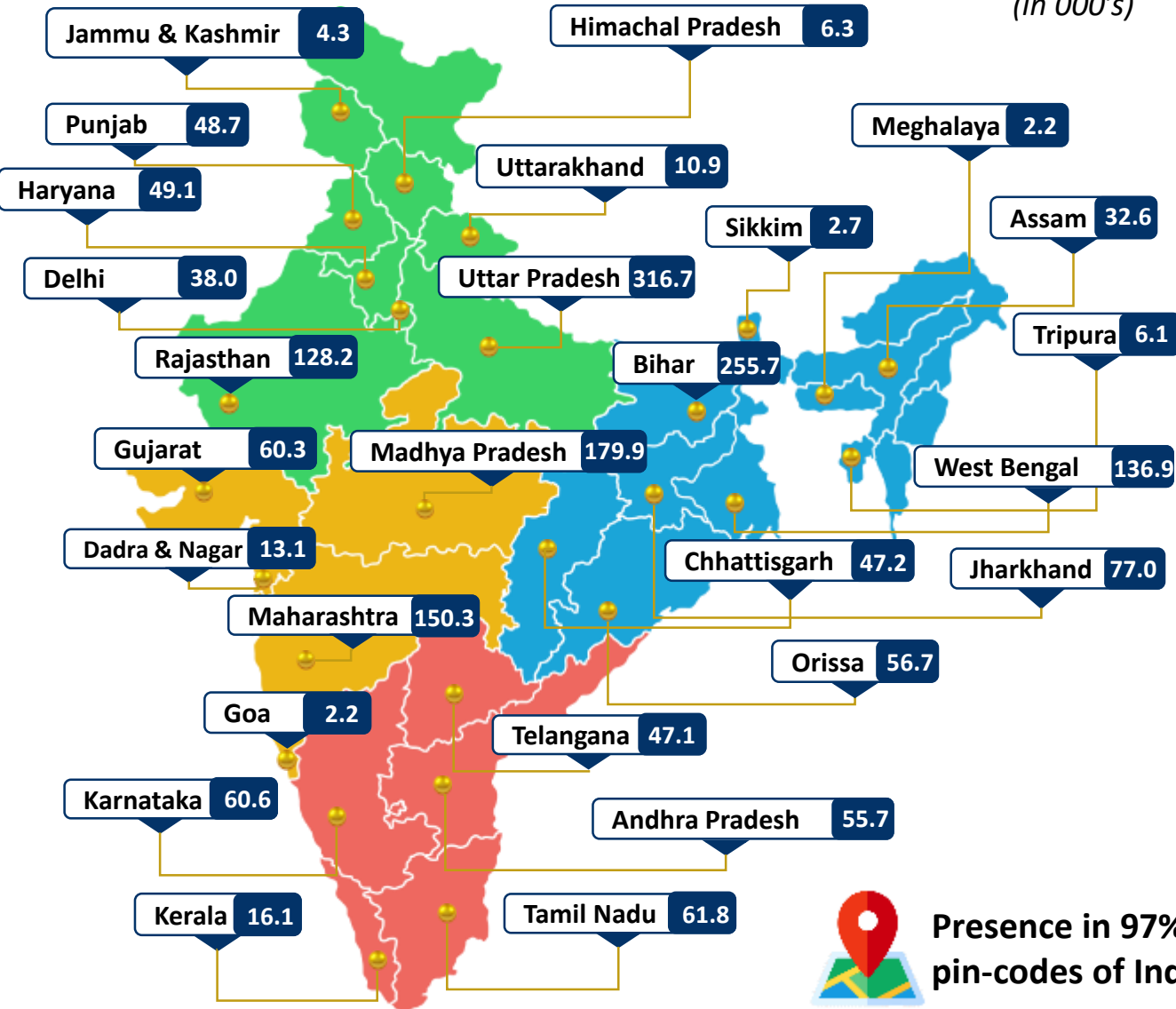


- User enablement on various digital solutions on UPI, iOS solutions to digitize the usability
- Enhanced modules on iOS designed for user convenience.
- Building connected systems for centralized management.

MIGRATION OF CORE BANKING SYSTEM TO FINACLE IN PROGRESS – EXPECTED TO BE COMPLETED in 2025

Geographical Presence

(in 000's)



Presence in 97% pin-codes of India



	Merchants* (^{'000})	Branches & CSPs
	Merchant / Mix 1,874 / 100%	Count / Mix 122 / 100%
East	623 / 33%	33 / 27%
North	603 / 32%	65 / 53%
West	406 / 22%	15 / 12%
South	242 / 13%	9 / 7%

* Includes Own & Open Banking



Financial Update

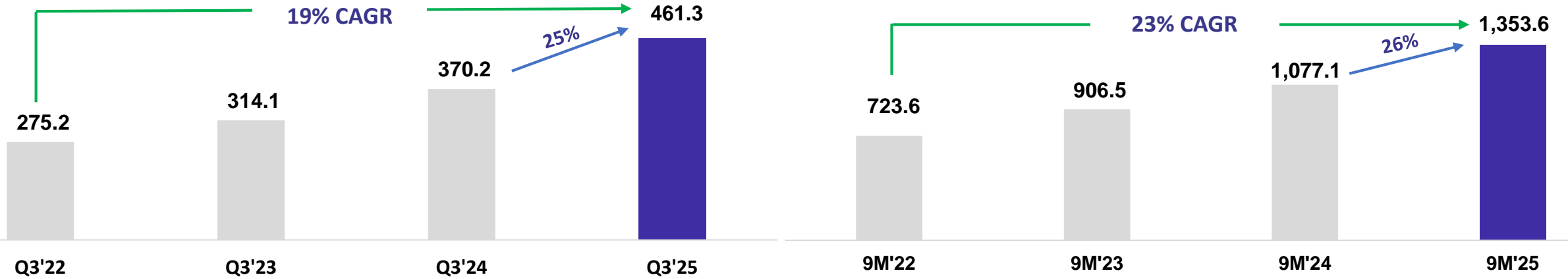


Scan to open bank account

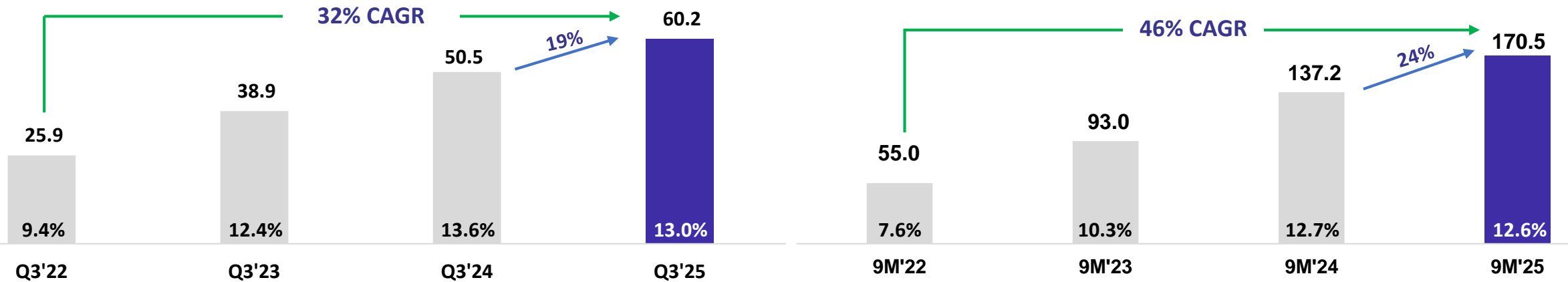
Bank Level Profit & Loss

Particulars (₹ Crs)	Q3'25	Q2'25	Q3'24	QoQ (%)	YoY (%)	9M'25	9M'24	YoY (%)
Revenue	461.3	455.4	370.2	1.3%	24.6%	1,353.6	1,077.1	25.7%
Product Cost	313.3	312.4	248.0	0.3%	26.3%	927.1	726.5	27.6%
Net Revenue	148.1	143.0	122.2	3.6%	21.2%	426.5	350.6	21.7%
Net Revenue Margin %	32.1%	31.4%	33.0%	-	-	31.5%	32.5%	-
Operating Cost	87.9	85.8	71.7	2.4%	22.6%	256.0	213.4	20.0%
EBITDA	60.2	57.2	50.5	5.3%	19.3%	170.5	137.2	24.2%
Other Fin. Cost & Depreciation	31.7	31.2	27.6	1.5%	14.6%	91.8	76.2	20.5%
PBT	28.5	25.9	22.8	9.8%	24.9%	78.6	61.0	28.9%
PAT	23.1	21.1	22.8	9.4%	1.5%	68.5	61.0	12.3%
<i>EBITDA Margins</i>	13.0%	12.6%	13.6%	-	-	12.6%	12.7%	-
<i>PBT Margins</i>	6.2%	5.7%	6.2%	-	-	5.8%	5.7%	-
<i>Cost to Income</i>	25.9%	25.7%	26.8%	-	-	25.7%	26.9%	-

Revenue (₹ Crs)

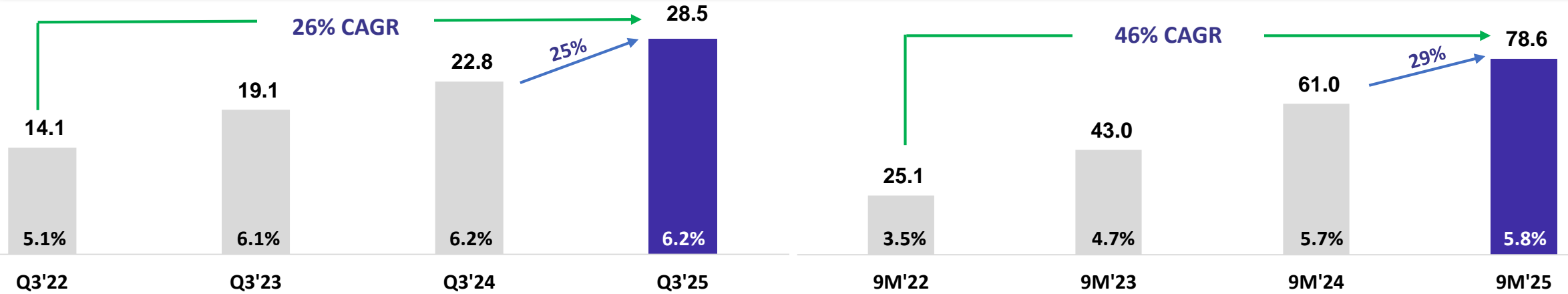


EBITDA (₹ Crs)

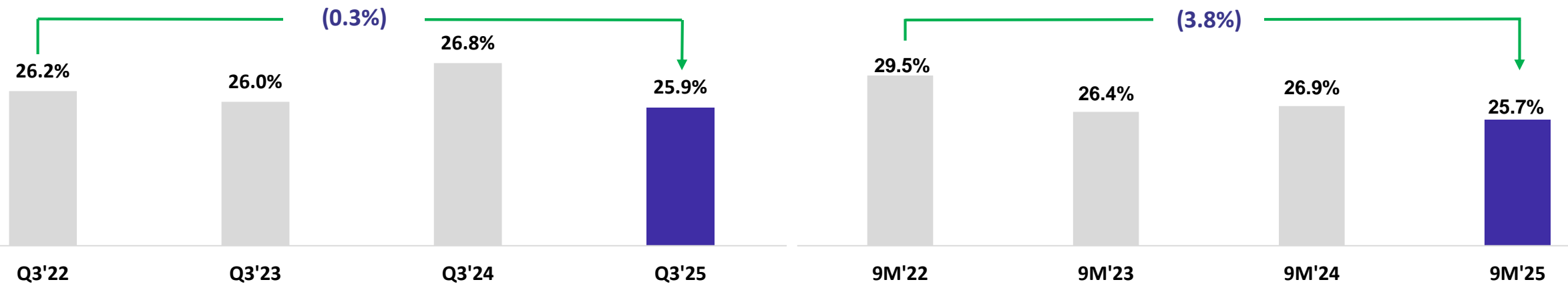


Note : EBITDA margins mentioned inside the bars of the EBITDA charts | Numbers mentioned in between the bars shows YoY growth

PBT (₹ Crs)



Cost to Income (%)

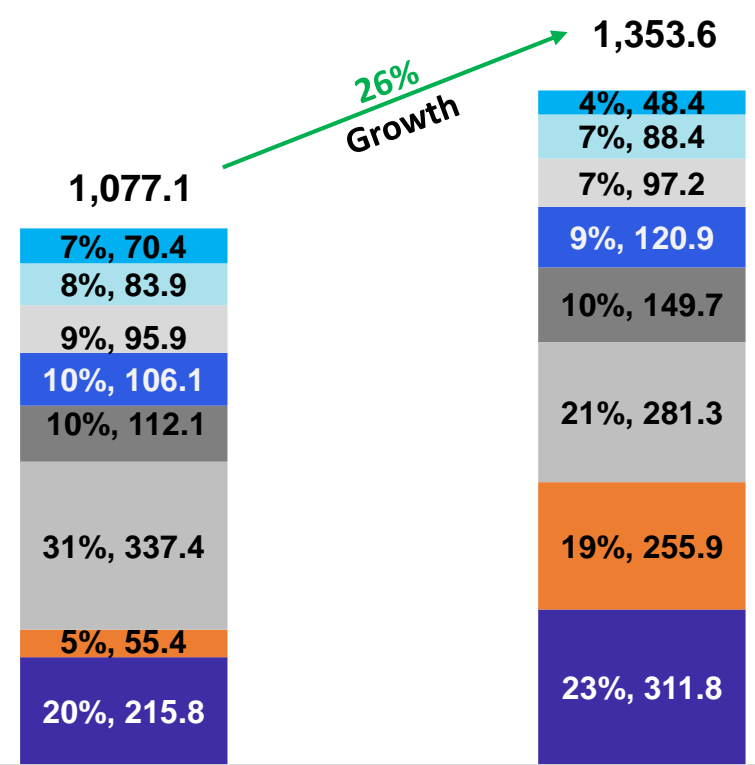
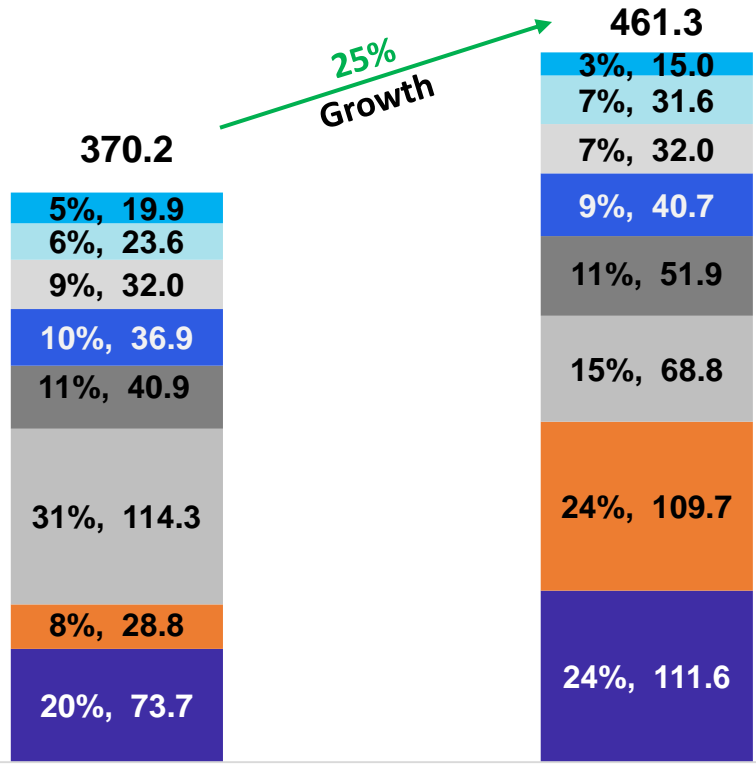


Note : PBT margins mentioned inside the bars of the PBT chart | Numbers mentioned in between the bars shows YoY growth

(₹ Crs)

Q3'24 vs Q3'25

9M'24 vs 9M'25



■ CASA ■ Digital Payment Services ■ Remittance ■ Treasury & Others ■ CMS ■ BC Banking ■ AEPS ■ MATM

Product mix inclining towards digital growth

Product Portfolio – Growth & Margins

Product	Drivers	Q3'25 Revenue (₹ Crs); YoY Growth	Q3'25 Margins	9M'25 Revenue (₹ Crs); YoY Growth	9M'25 Margins
CASA	Customer ownership; Path to annuity	111.6 51%	50%	311.8 44%	50%
CMS	High growth high margin business	40.7 11%	35%	120.9 14%	36%
Digital Payment Services	UPI payments stack	109.7 4x	21%	255.9 5x	21%
DMT	Hook product	68.8 (40%)	4%	281.3 (17%)	4%
Micro ATM + AEPS	Cash withdrawal business is the key to attract customer footfalls	46.5 7%	22%	136.8 (11%)	24%
BC Banking	Mature institutional business	32.0 -	23%	97.2 1%	24%

PBT for Q3'25 at

₹ 28.5 Cr



24.9% growth over Q3'24

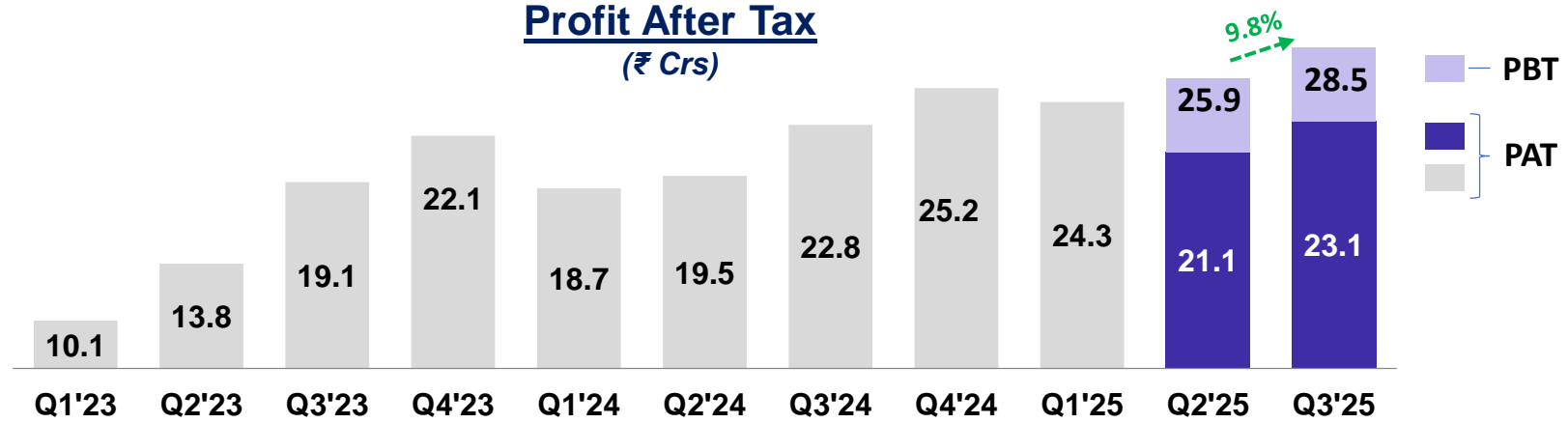
PAT for Q3'25 at

₹ 23.1 Cr

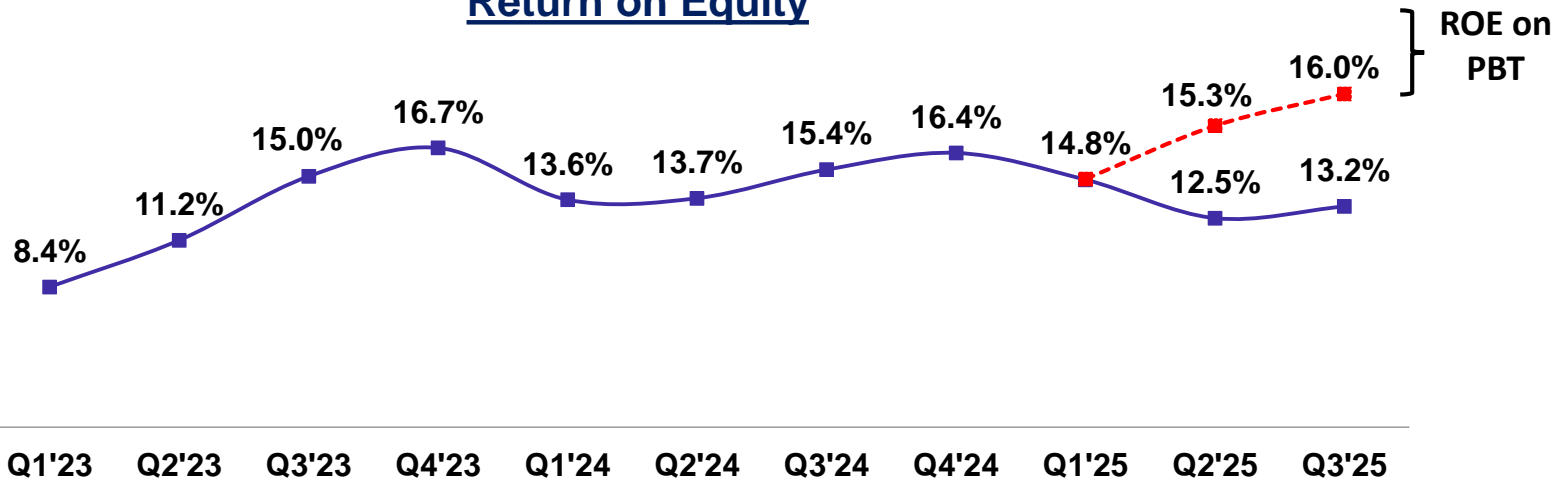
Annualized ROE of Q3'25

13.2%

Profit After Tax
(₹ Crs)



Return on Equity





Fino 2.0 Digital Update



Scan to open bank account

(YoY Growth)

23 Partners live
(▲ 13 new partners added)



Throughput ₹ 59K crs
(▲ 54%)



More than 17,800
Merchants with Fino QR



₹ 764 Average Ticket Size
(▲ 13%)

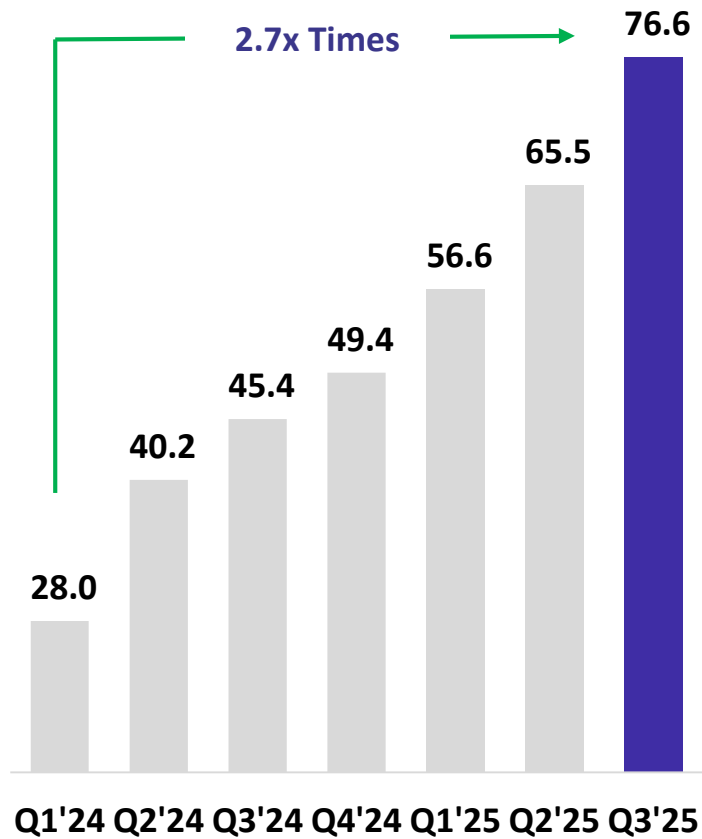


Contribution of 1.61% to
UPI Transaction Ecosystem
in Dec'24

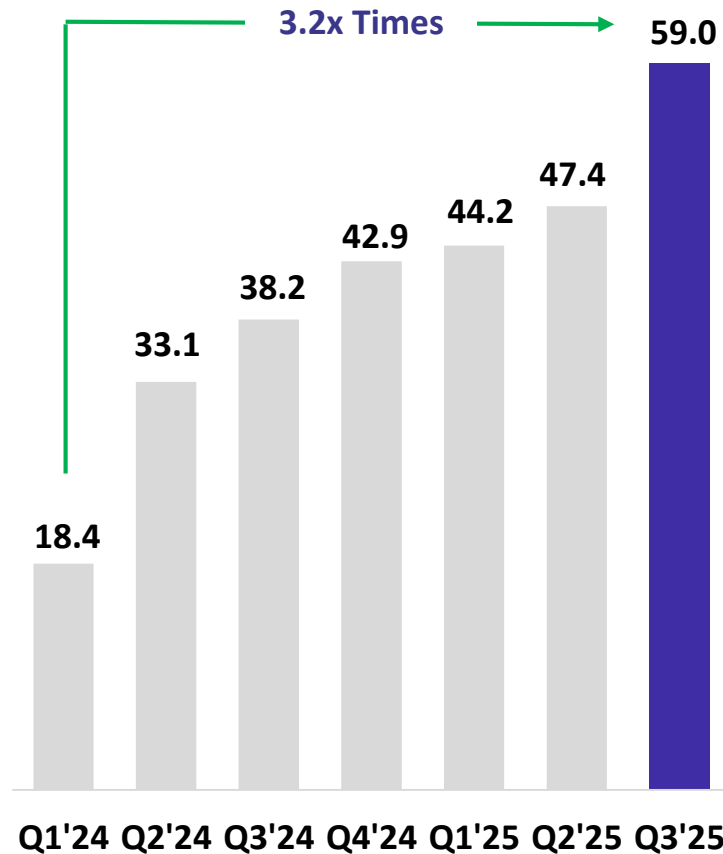


~48 lakh average digitally active
customers
(▲ 34%)

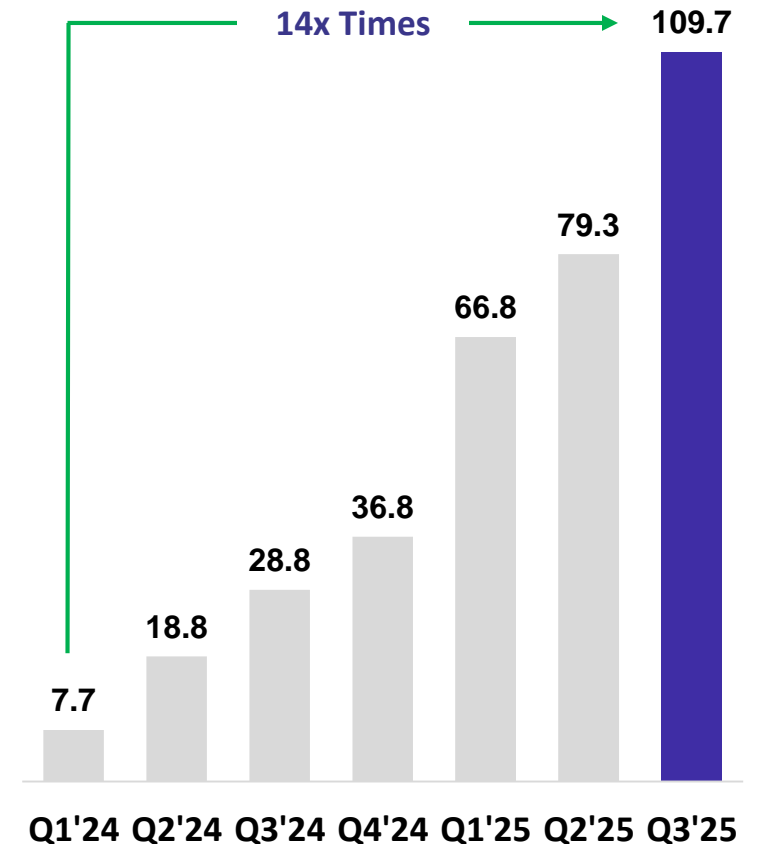
Transaction Count (in Crs)



Throughput (₹ '000 Crs)



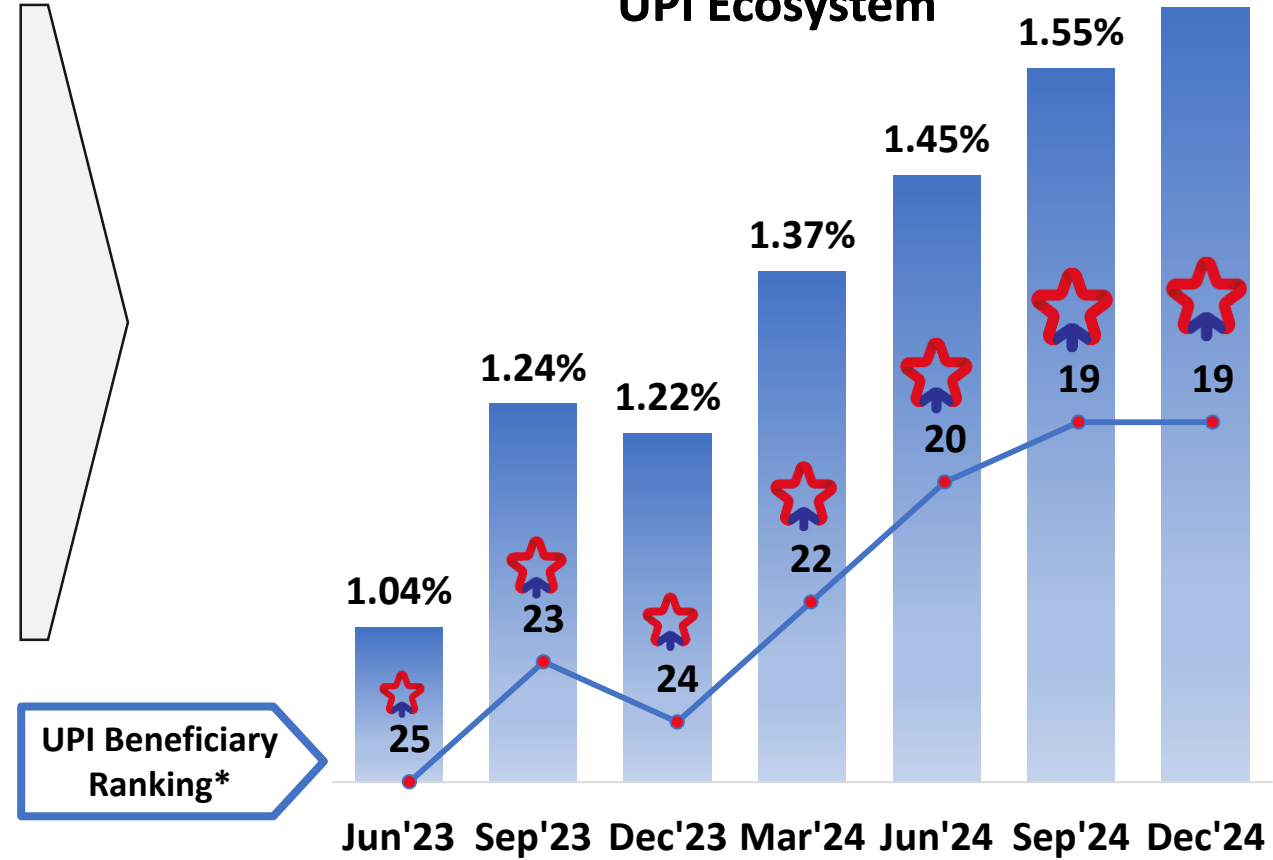
Revenue (₹ Crs)



Simplified, Agile & Sustainable technology Solutions driving the business momentum



Fino's Contribution to UPI Ecosystem



* As per NPCI Data

Comprehensive and Competitive UPI platform enabling seamless banking transactions



Product Performance

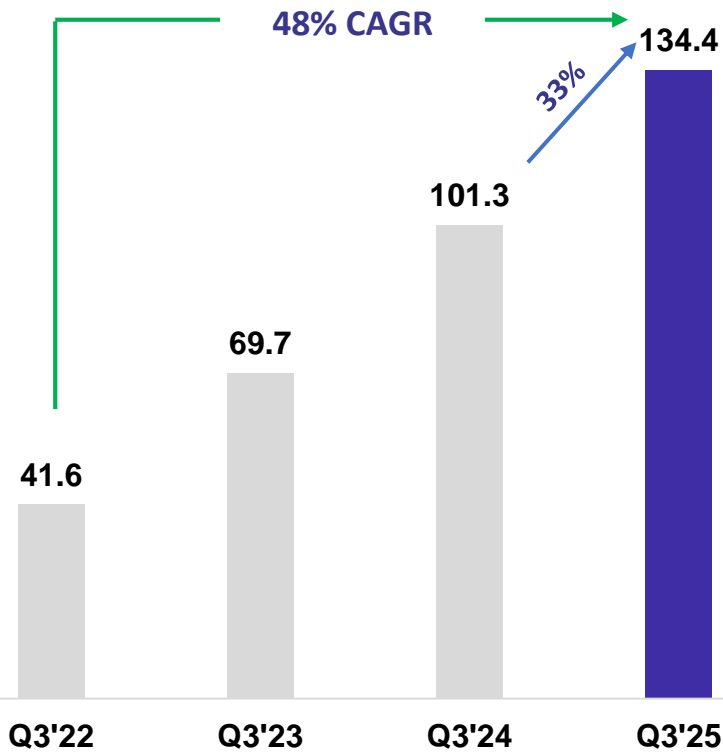
Product Performance



Scan to open bank account

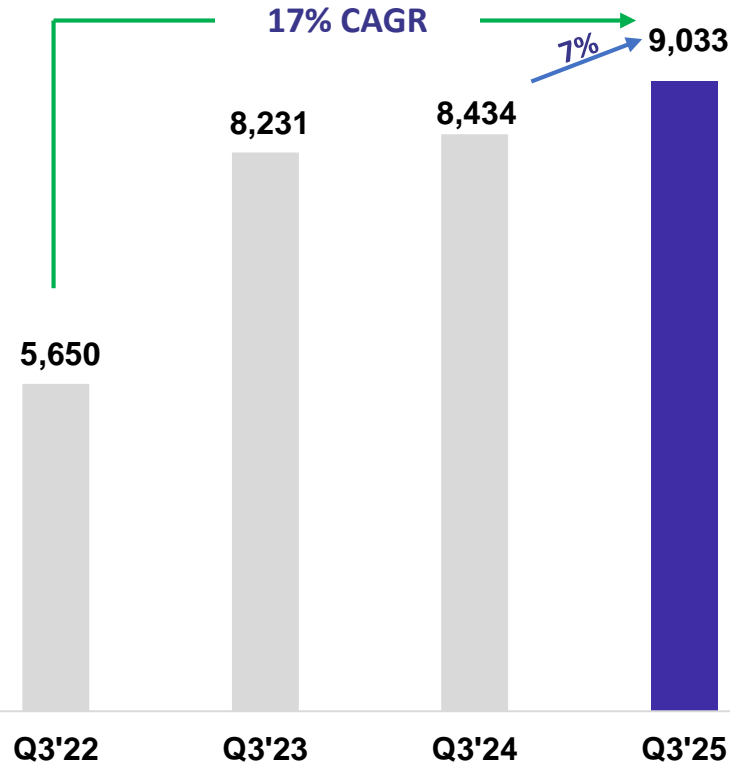
Ownership Momentum Continues (Q3'25 - YoY)

No. of CASA Accounts (in Lakhs)



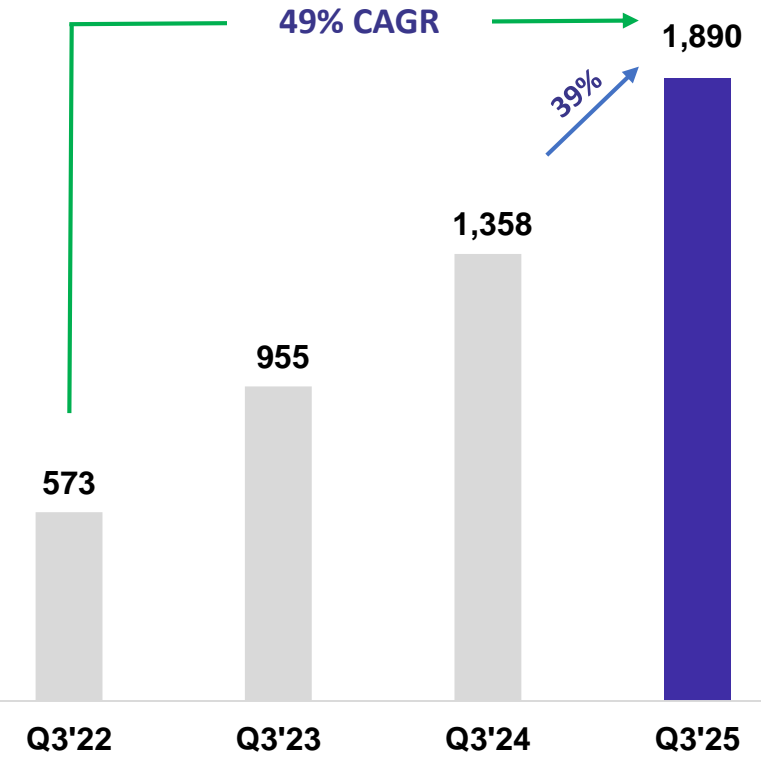
CASA accounts increased by 3.2x times from Q3'22 to Q3'25

Accounts Opened per Day



One account opened every 10 seconds

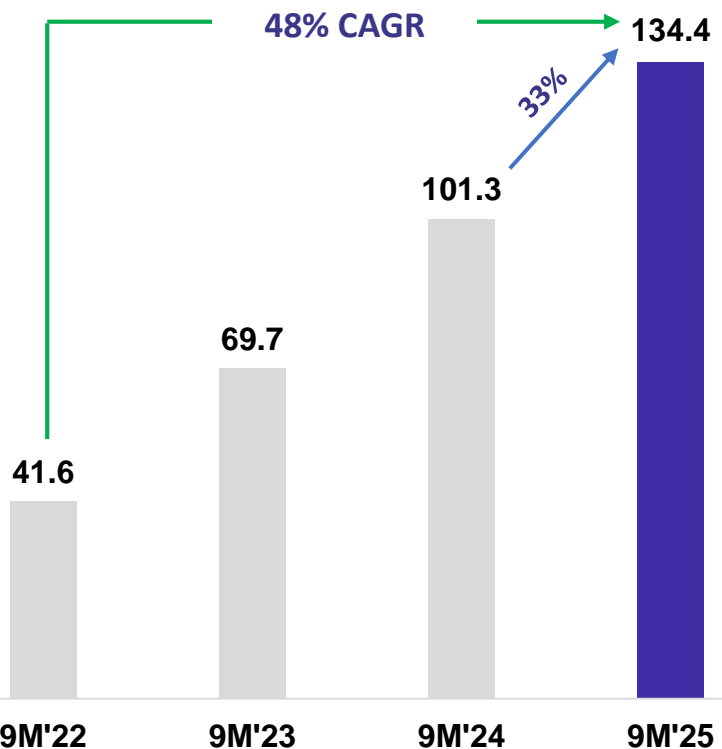
Average Deposits (₹ Crs)



Deposit growth demonstrating active customer base

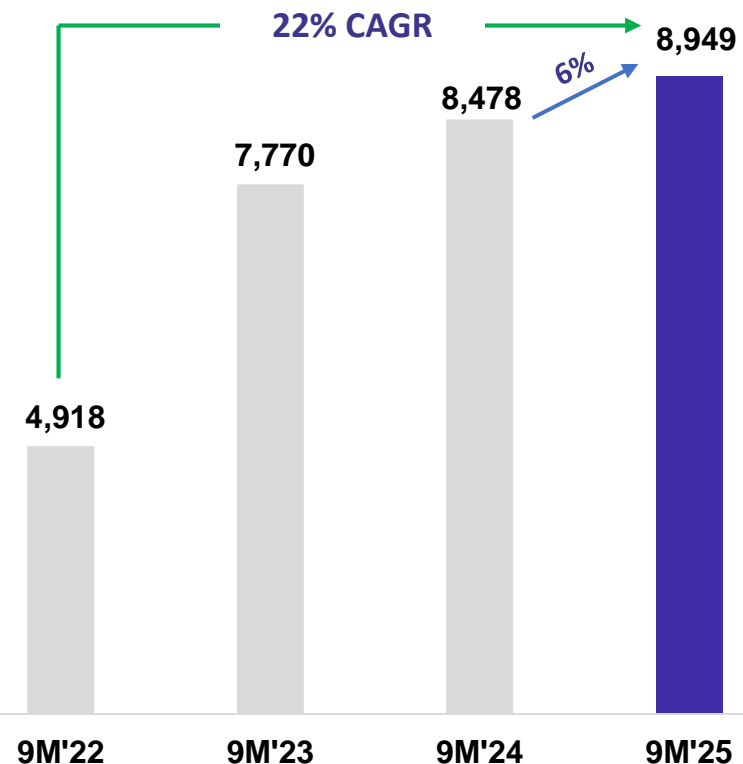
Ownership Momentum Continues (9M'25 - YoY)

No. of CASA Accounts (in Lakhs)



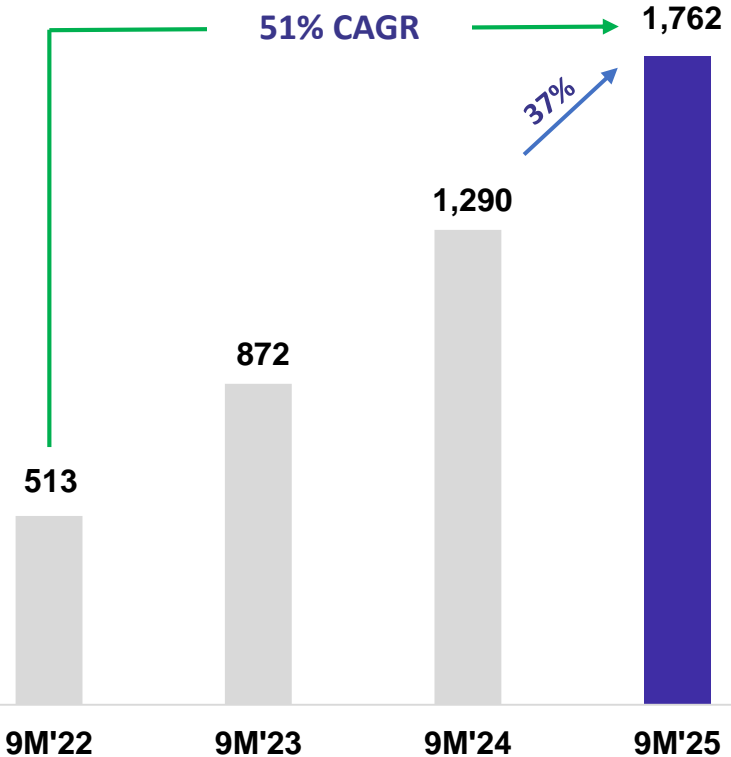
CASA accounts increased by 3.2x times from 9M'22 to 9M'25

Accounts Opened per Day



One account opened every 10 seconds

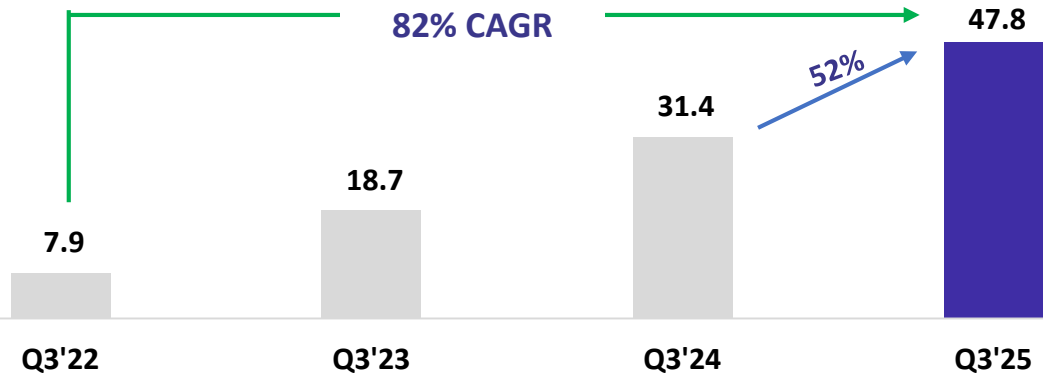
Average Deposits (₹ Crs)



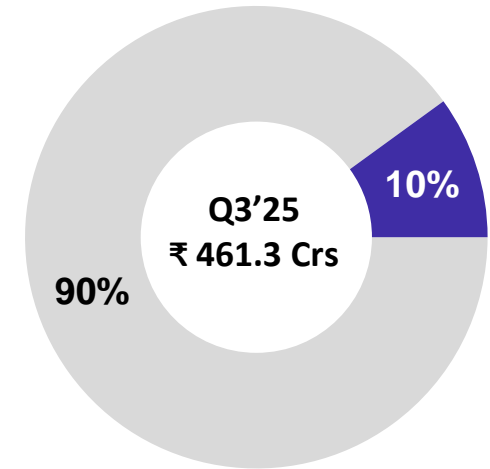
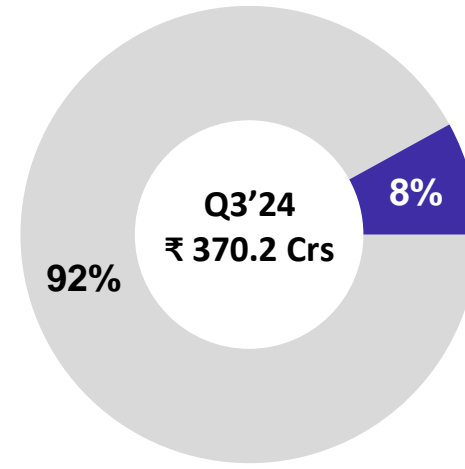
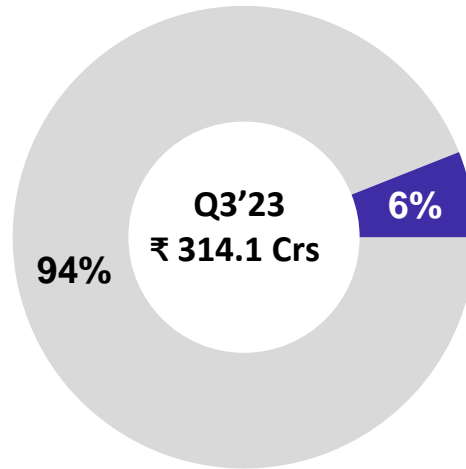
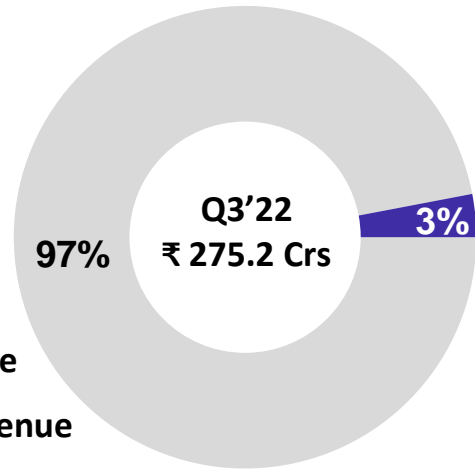
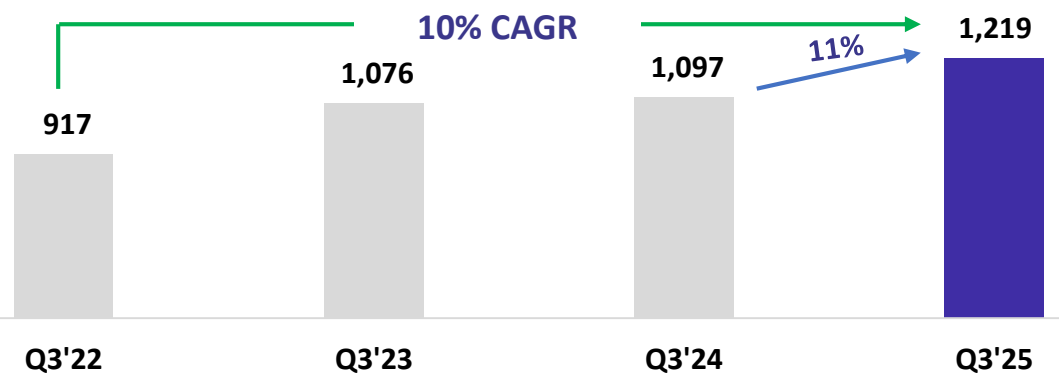
Average Deposits increased by 2.5x times from 9M'22 to 9M'25

Customer Stickiness (Q3'25 - YoY)

Renewal Revenue (₹ Crs)



Customer Balance (₹)



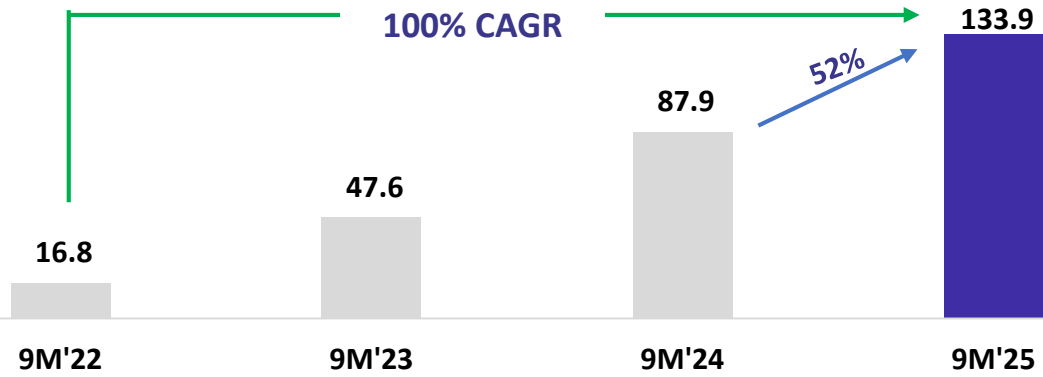
CASA Renewal Revenue grew **6.1x** from Q3'22 to Q3'25

Customer average balance increased by **33%** from Q3'22 to Q3'25

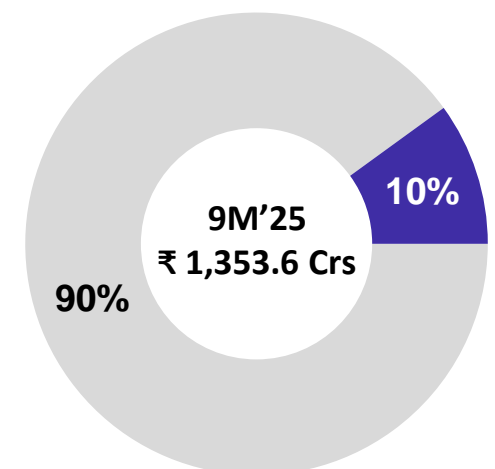
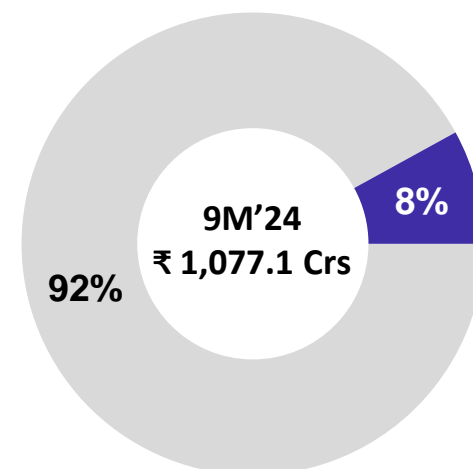
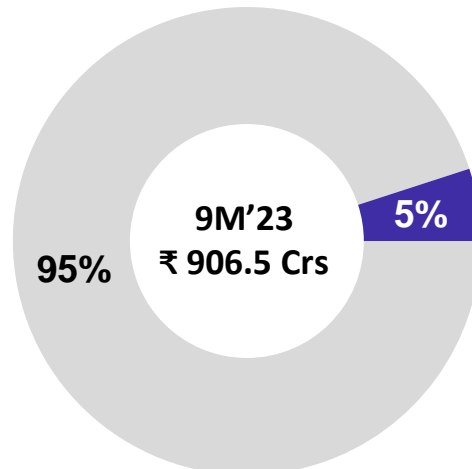
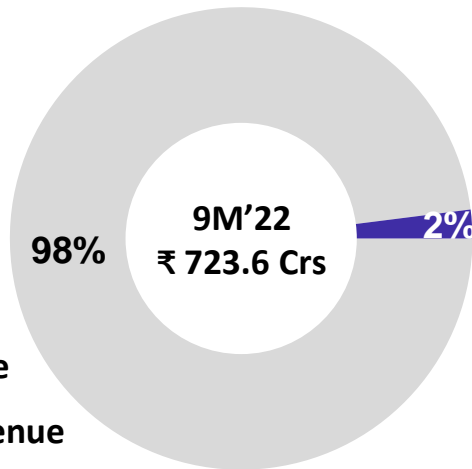
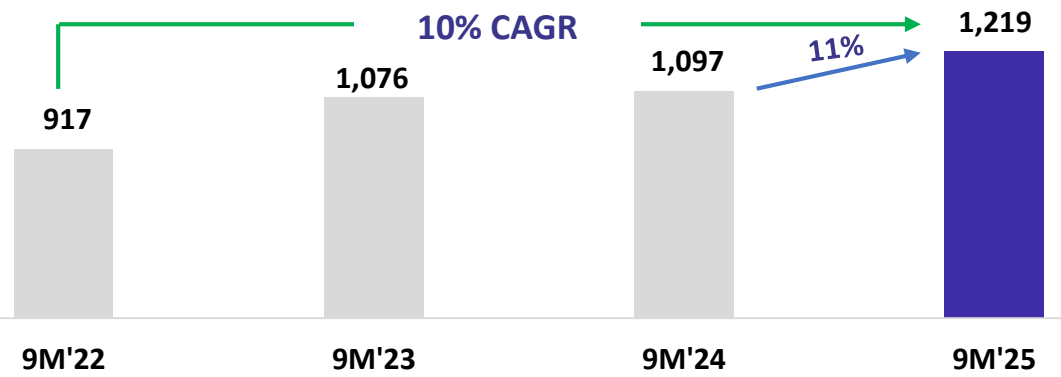
Renewal Revenue contribution in total income increased to **10%** in Q3'25 from 3% in Q3'22

Customer Stickiness (9M'25 - YoY)

Renewal Revenue (₹ Crs)



Customer Balance (₹)



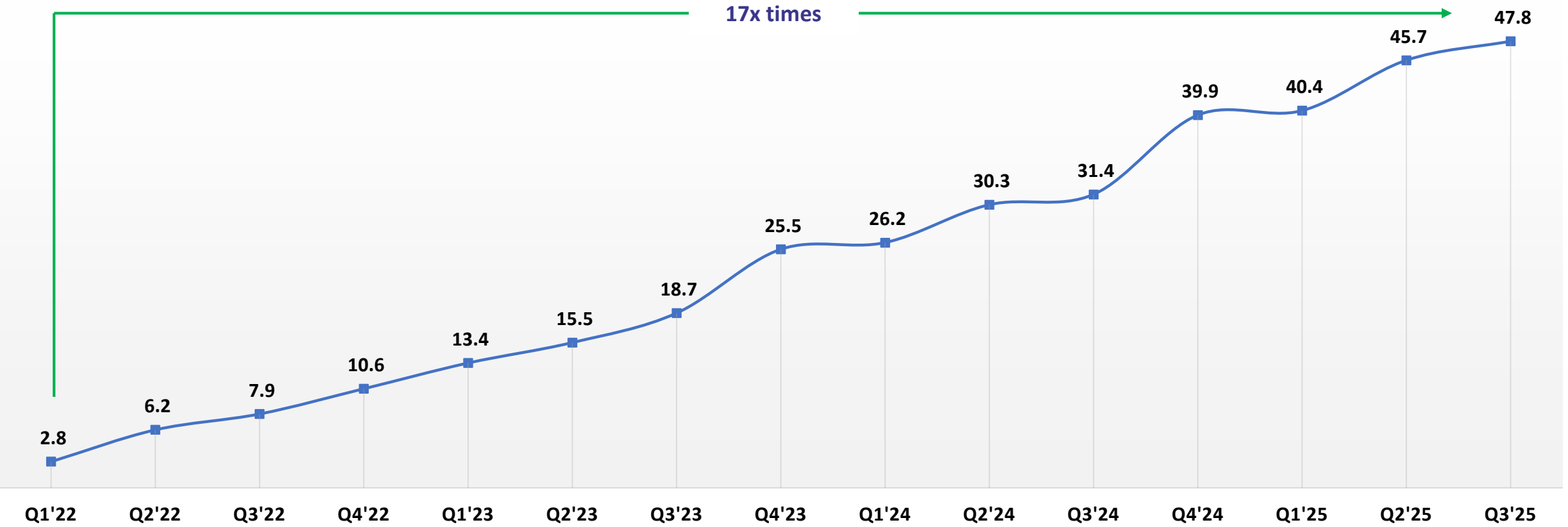
CASA Renewal Revenue grew **8x** from 9M'22 to 9M'25

Customer average balance increased by **33%** from 9M'22 to 9M'25

Renewal Revenue contribution in total income increased to **10%** in 9M'25 from 2% in 9M'22

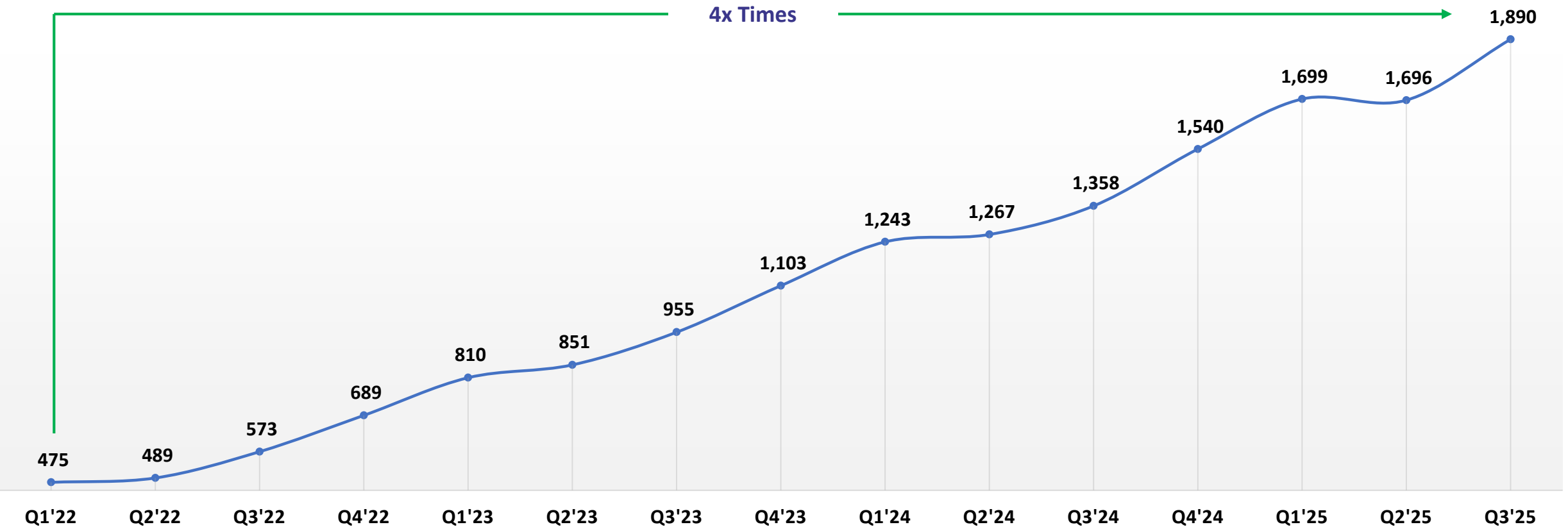
Renewal Income - Trend

(₹ Crs)

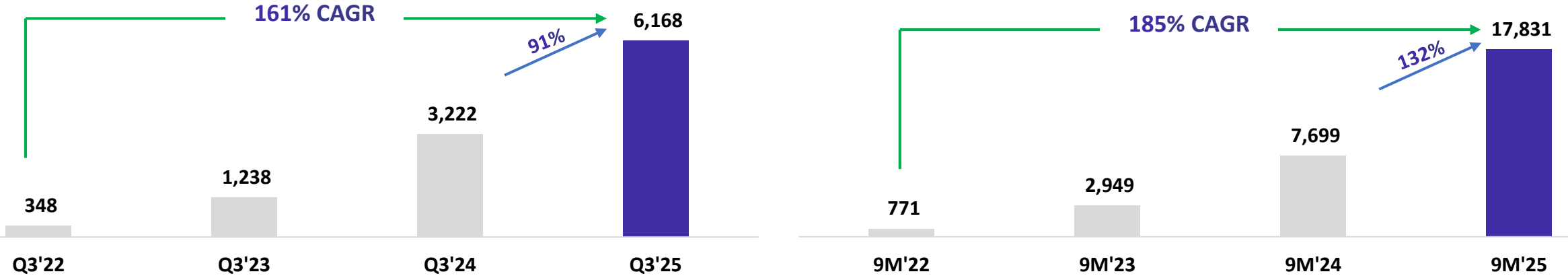


Average Deposits - Trend

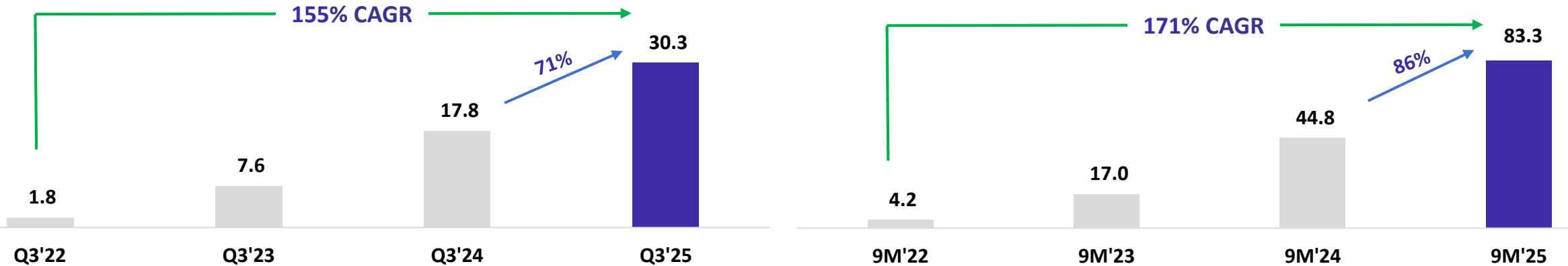
(₹ Crs)



UPI P2M Spends (₹ Crs)



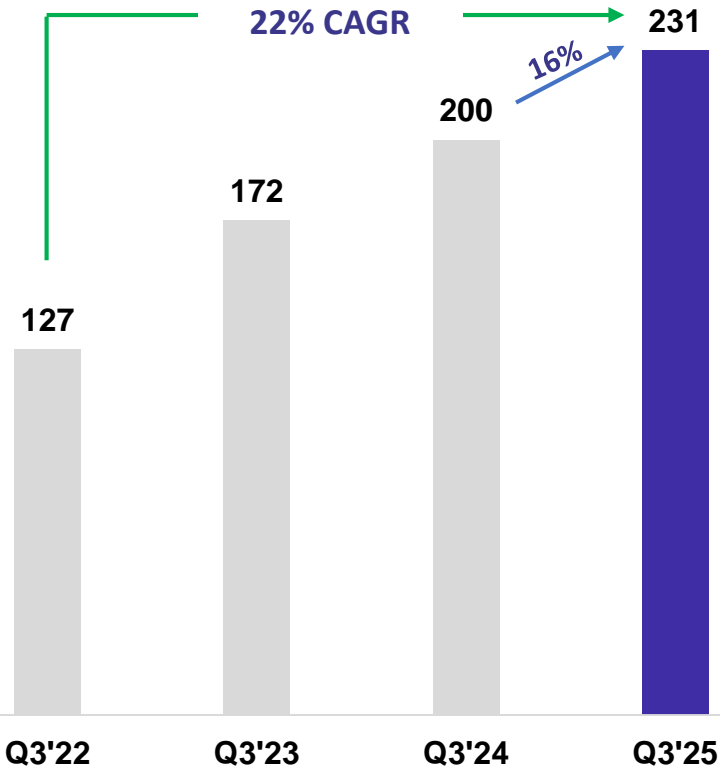
UPI P2M Transaction Count (Crs)



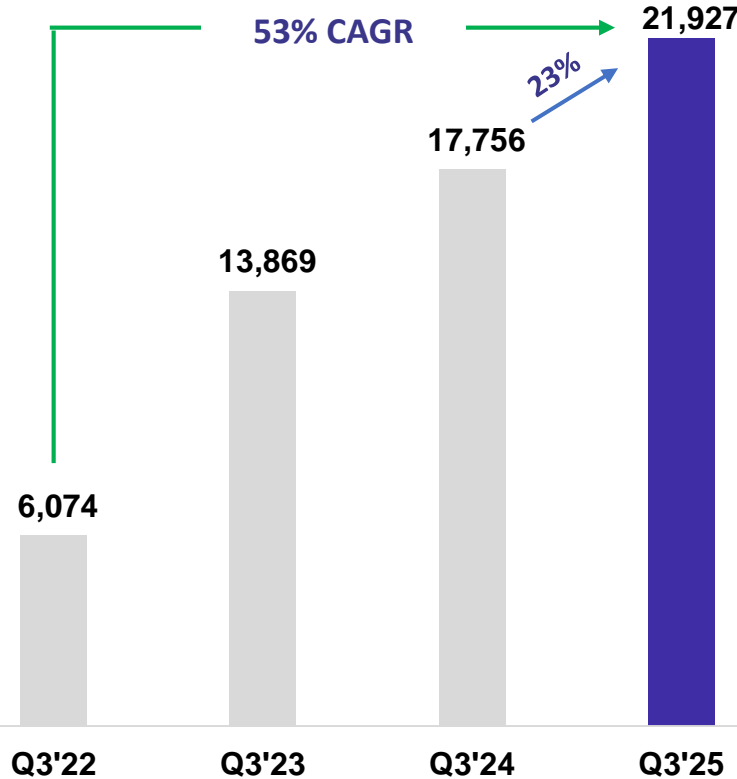
More and more customers becoming UPI active

CMS – High Margin Product (Q3'25 - YoY)

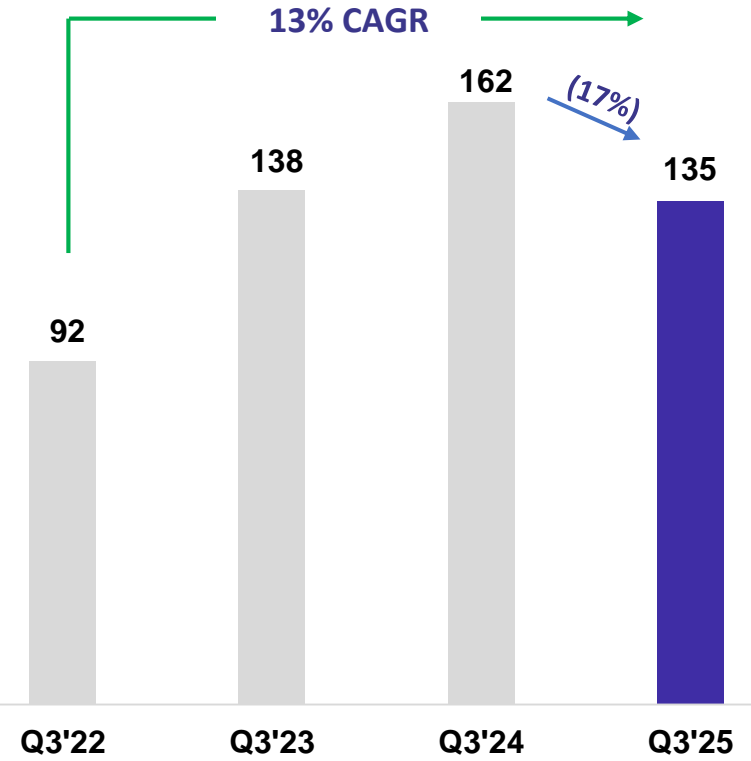
CMS Clients



Throughput (₹ Crs)



Avg. Revenue per Txn (₹)



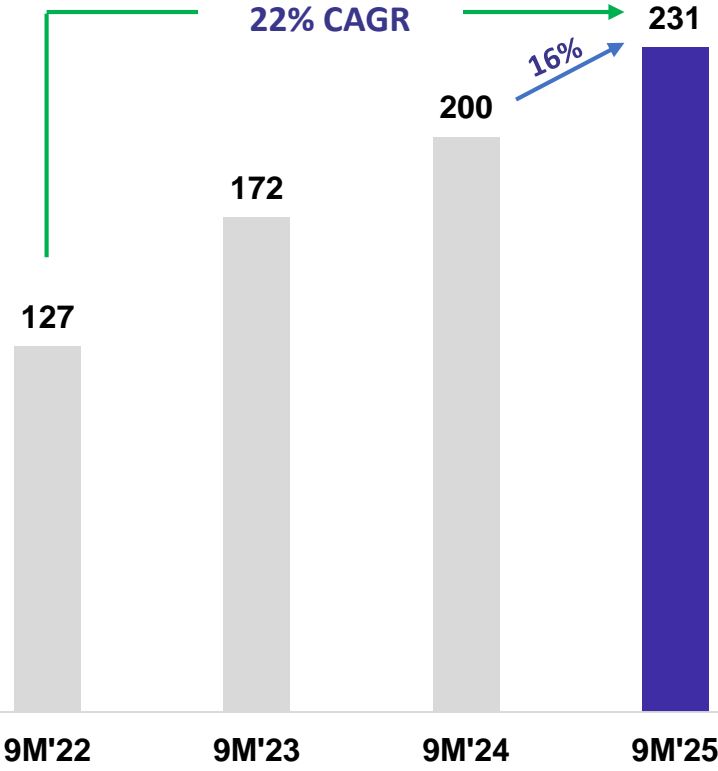
Diversified clientele across BSFI, e-Commerce, retail, supply chain/ logistic sectors

Consistently growing YoY over last 4 years – ability to optimize distribution network

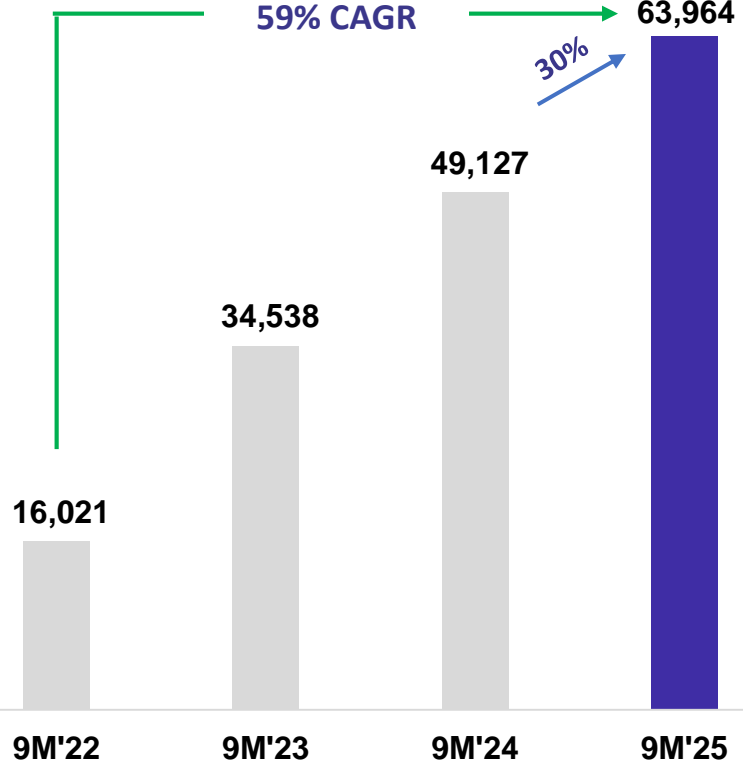
27 Clients with throughput more than ₹ 200 Cr in Q3'25 vs. 19 clients in Q3'24 (42% growth YoY)

CMS – High Margin Product (9M'25 - YoY)

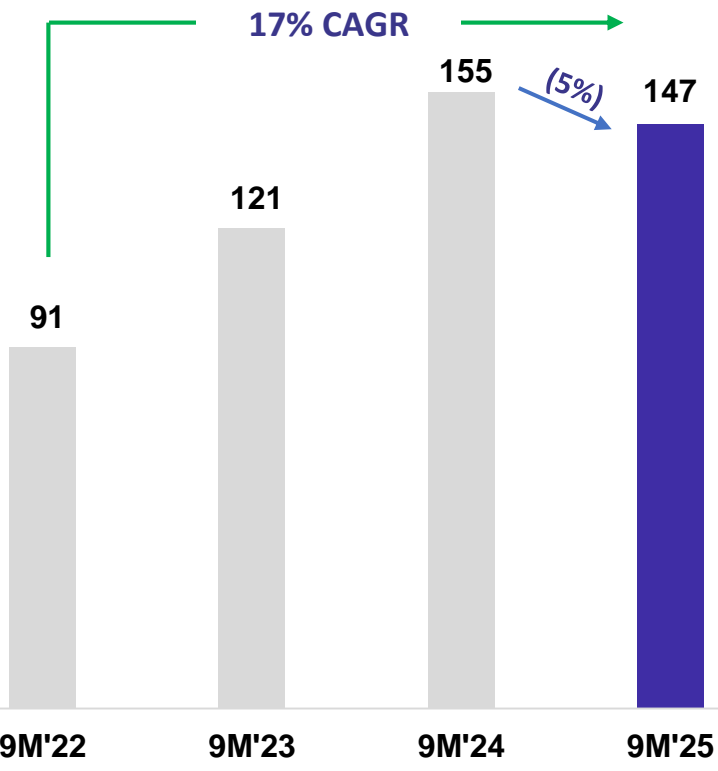
CMS Clients



Throughput (₹ Crs)



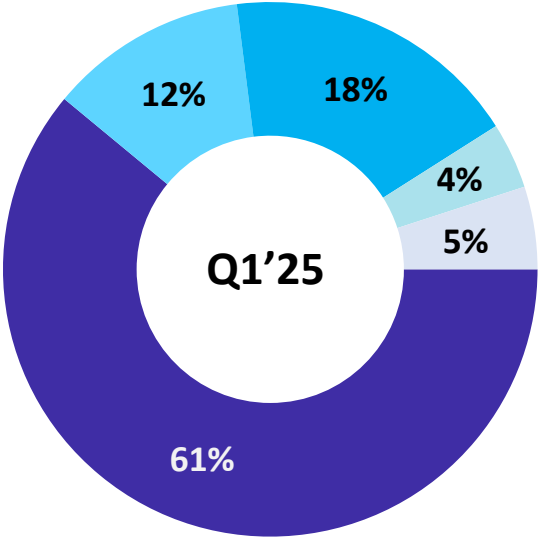
Avg. Revenue per Txn (₹)



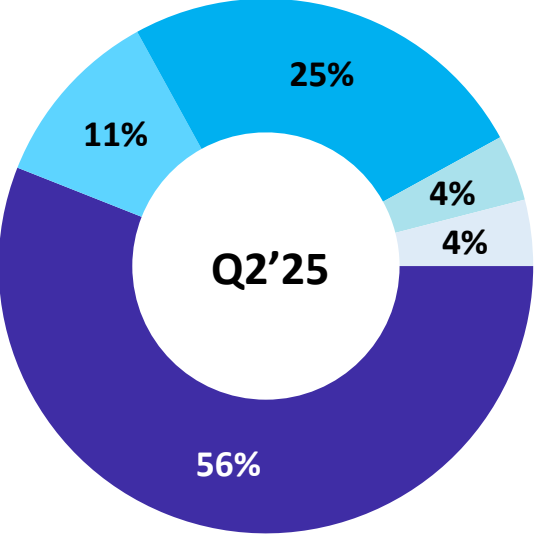
Diversified clientele across BSFI, e-Commerce, retail, supply chain/ logistic sectors

Consistently growing YoY over last 4 years – ability to optimize distribution network

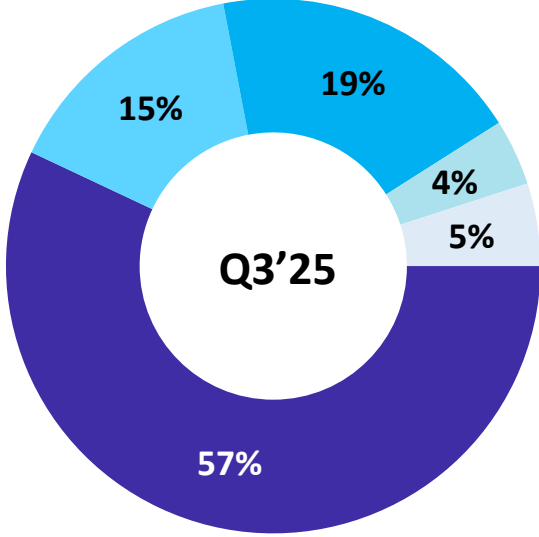
30 Clients with throughput more than ₹ 500 Cr in 9M'25 vs. 25 clients in 9M'24 (20% growth YoY)



Throughput ₹ 20,219 Cr



₹ 21,818 Cr



₹ 21,927 Cr

■ NBFC & MFI ■ E-com (Logistic) ■ CRA ■ Retail & Others ■ Banks

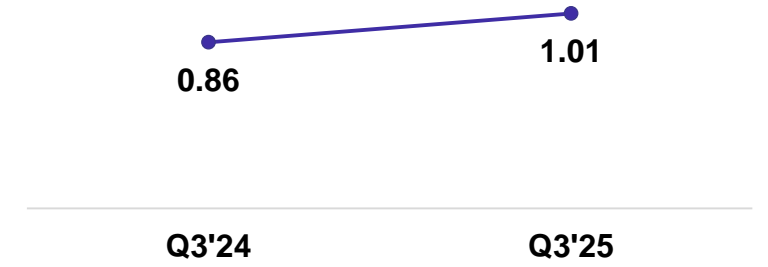
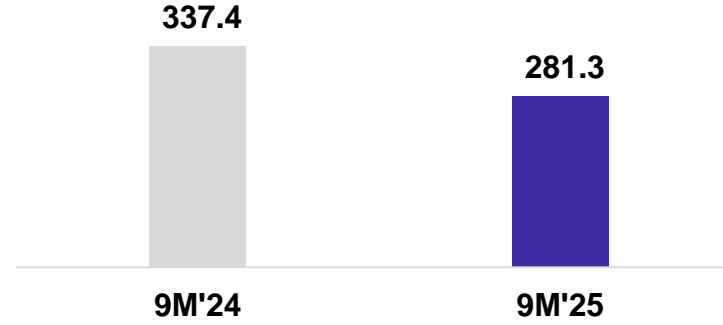
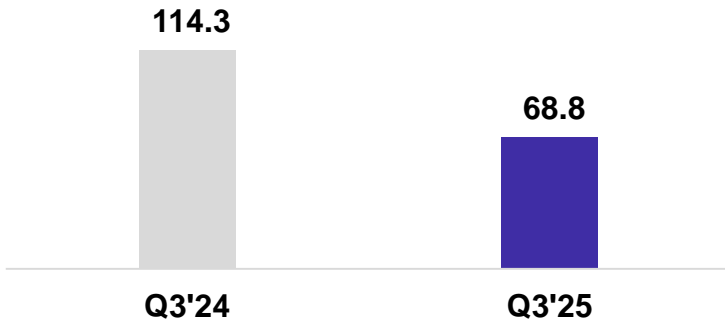
Diversification to mitigate any head winds in particular sector

Q3'25

Revenue (₹ Crs)

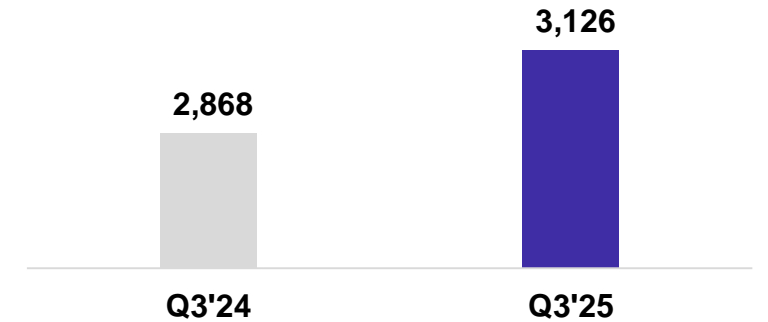
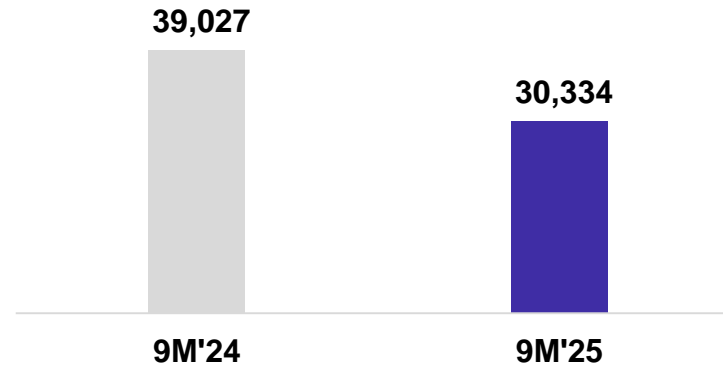
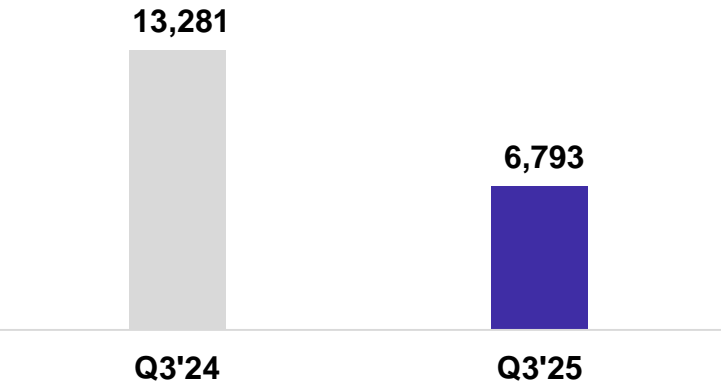
9M'25

Take Rate (%)



Throughput (₹ Crs)

Average Ticket Size (₹)



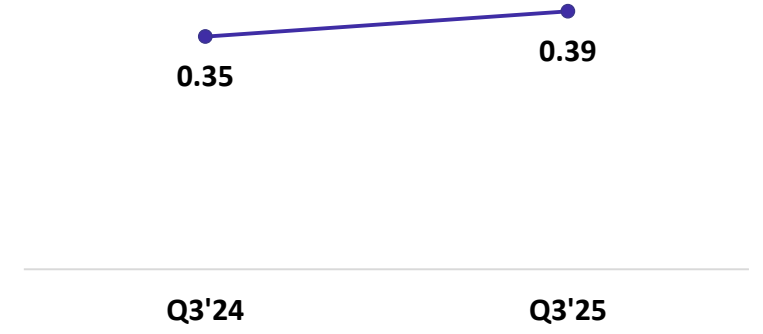
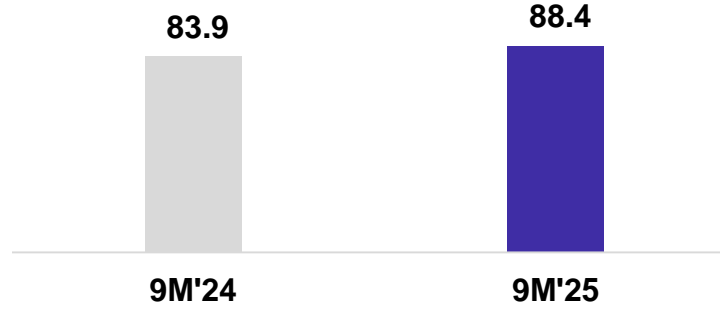
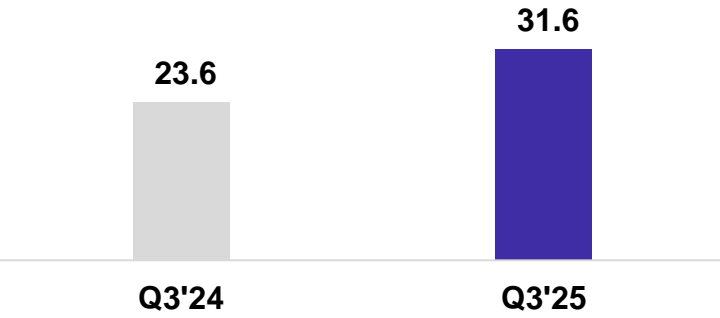
Overall industry impact due to introduction of new regulations effective 1st Nov'24

Q3'25

Revenue (₹ Crs)

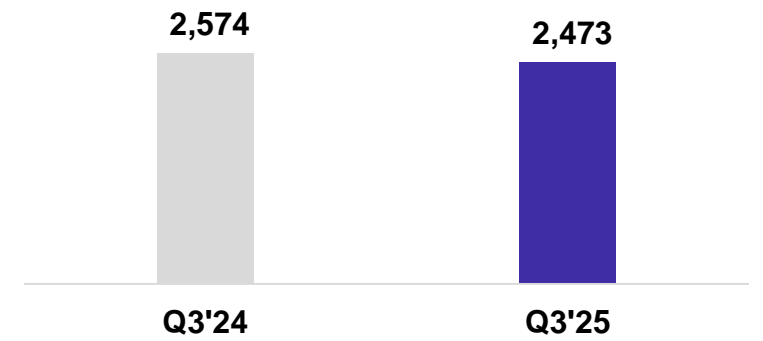
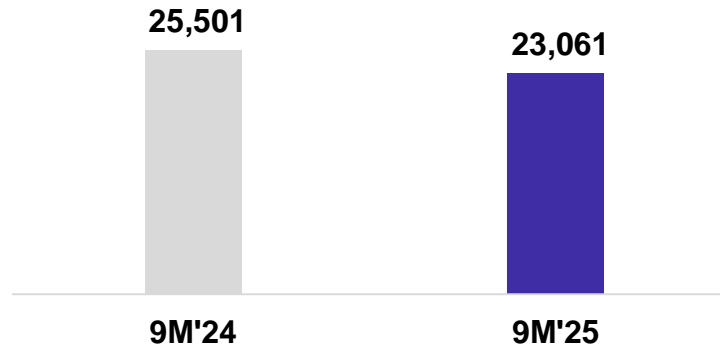
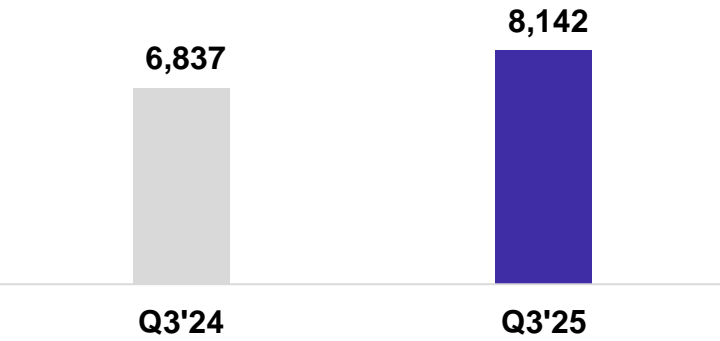
9M'25

Take Rate (%)



Throughput (₹ Crs)

Average Ticket Size (₹)



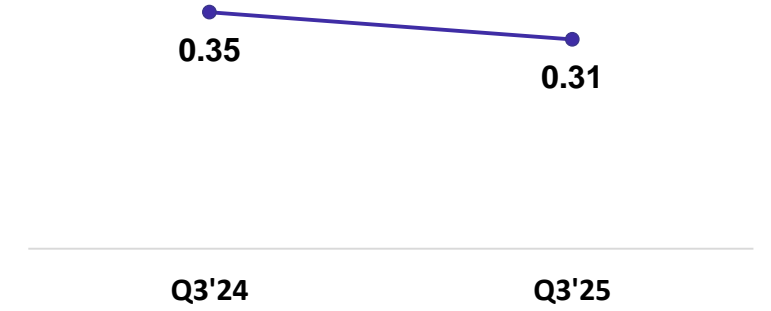
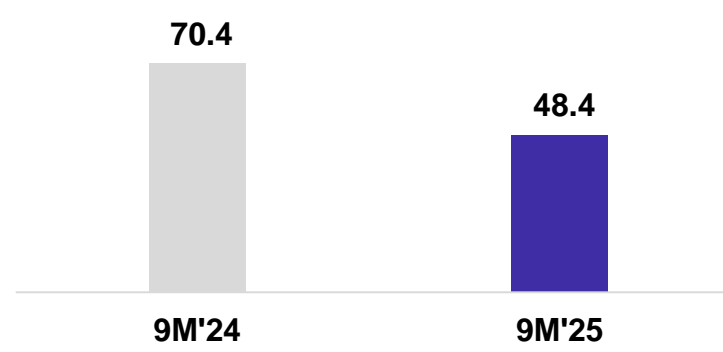
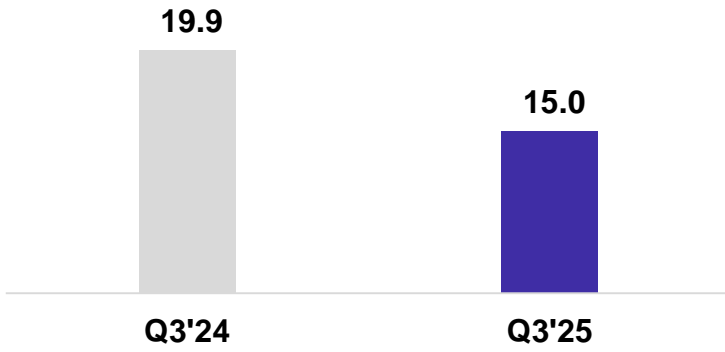
Showing signs of reclaiming cash withdrawal business, UPI continues to dominate customer spends behaviour

Q3'25

Revenue (₹ Crs)

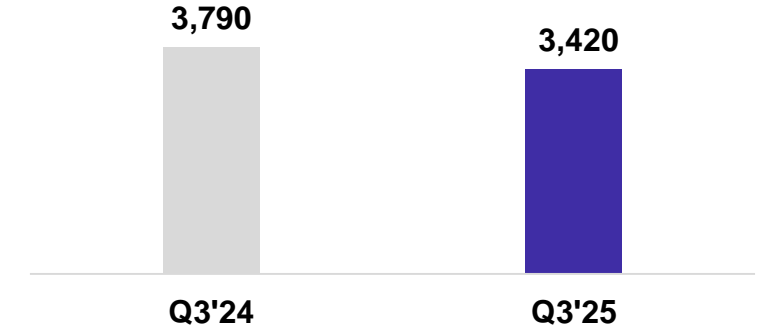
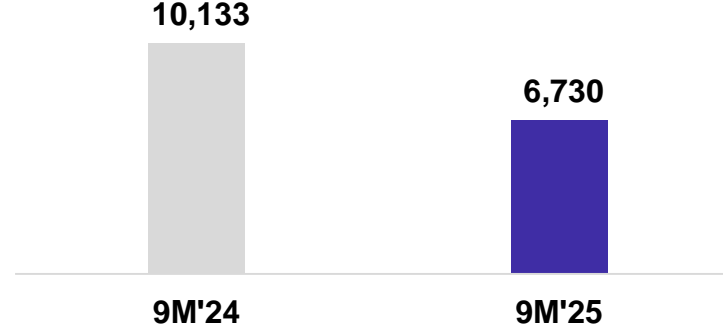
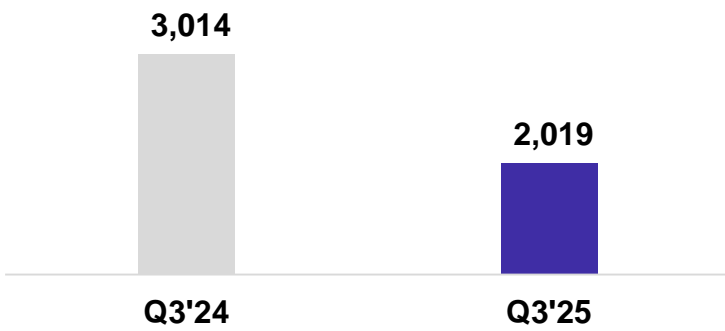
9M'25

Take Rate* (%)



Throughput (₹ Crs)

Average Ticket Size (₹)



* Basis throughput

Overall cash withdrawal business moving towards UPI

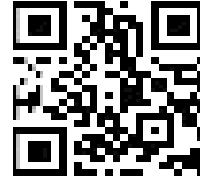
Key Business Partners



Jab zindagi badalni ho



**Haazir Har Kahi,
Aap Aaiye to Sahi!**



Scan to locate

**Mindspace Juinagar,
Plot No Gen 2/1/F, Tower 1, 8th Floor,
TTC Industrial Area,
MIDC Shirwane, Juinagar, Navi Mumbai - 400 706
Email: investor_relations@finobank.com
Tel: 022-7104 7000**

Thank You

