

October 24, 2024

Ref.: SSFB/CS/85/2024-25

To,

National Stock Exchange of India Limited
Listing Department
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051

BSE Limited
The Corporate Relations Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001

Symbol: **SURYODAY**

Scrip Code: **543279**

Dear Sir/Madam,

Sub: Disclosure of Investor Presentation on the Unaudited Financial Results of Suryoday Small Finance Bank Limited (the "Bank") for the quarter and half year ended September 30, 2024, under the Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Ref: Bank's letter No. SSFB/CS/82/2024-25 dated October 17, 2024, intimating about the conference call and letter No. SSFB/CS/83/2024-25 dated October 24, 2024, intimating the Outcome of the Board meeting on approval of the Unaudited Financial Results of the Bank for the Quarter (Q-2) and Half year (H-1) ended September 30, 2024

In continuation to the abovementioned intimations, please find attached herewith Investor Presentation relating to the Conference call on the Unaudited Financial Results of the Bank for the Quarter (Q-2) and Half year (H-1) ended September 30, 2024.

This intimation shall also be made available on the Bank's website at <https://www.suryodaybank.com/investor-corner/#disclosure-to-stock-exchanges> and <https://www.suryodaybank.com/investor-corner/#financials> and in terms of Regulation 30, 46 and 62 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The above is submitted for your kind information and appropriate dissemination.

Thanking You,

Yours truly,
For **Suryoday Small Finance Bank Limited**

Krishna Kant Chaturvedi
Company Secretary & Compliance Officer

Encl: As above

SURYODAY SMALL FINANCE BANK LIMITED

Reg. & Corp. off: 1101, Sharda Terraces, Plot. 65, Sector 11, CBD Belapur, Navi Mumbai: 400614 Tel: 022-40435800

E Mail: info@suryodaybank.com / **Web:** www.suryodaybank.com **CIN:** L65923MH2008PLC261472 / **GSTIN NO:** 27AAMCS5499J1ZG

Investor Presentation

Q2 & H1-FY25 | October 2024



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01

Business Update Q2 & H1 FY25



PERFORMANCE HIGHLIGHTS – H1 FY25

Figures in () represents H1FY24

Gross Advances

₹ 9,360* Cr
(+35.2% YoY)

*Includes IBPC

Disbursements

₹ 3,421 Cr
(+22.7% YoY)

Asset Mix

IF : RA – 55.9% : 44.1%
(59.3% : 40.7%)

Collection Efficiency

(one EMI adjusted)
93.9% (96.0%)

Deposits

₹ 8,851 Cr
(+38.6% YoY)

Retail[#] : Bulk Deposit

80.2% : 19.8%
(77.6% : 22.4%)

[#]Includes Retail Term Deposit & CASA

CASA Ratio

17.9%
(15.7%)

Cost of Funds

7.6%
(7.2%)

NII

₹ 593.2 Cr
(+33.1% YoY)

CTI Ratio

61.8%
(+39 Bps YoY)

GNPA / NNPA[@]

2.9% / 0.8%
(2.9% / 1.4%)

[@]calculated on Gross Advances including IBPC

Pre-POP

₹ 271.2 Cr
(+28.3% YoY)

RoA / RoE

1.9% / 12.2%
(2.0% / 12.2%)

Customers

32.4 Lakhs
(+29.0% YoY)

Branch Network

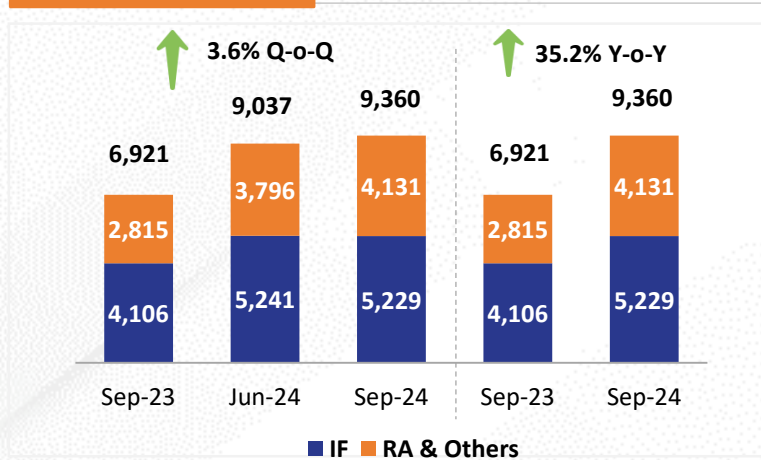
704
(# 635)

Employee Count

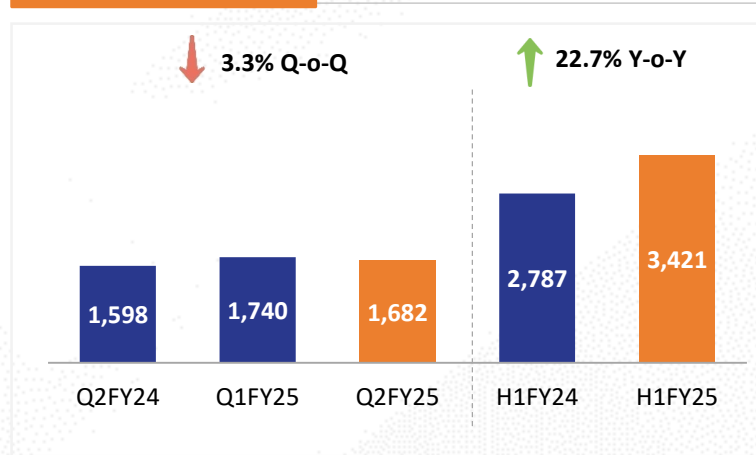
8,137
(# 6,989)

KEY METRICS – Q2 & H1 FY25

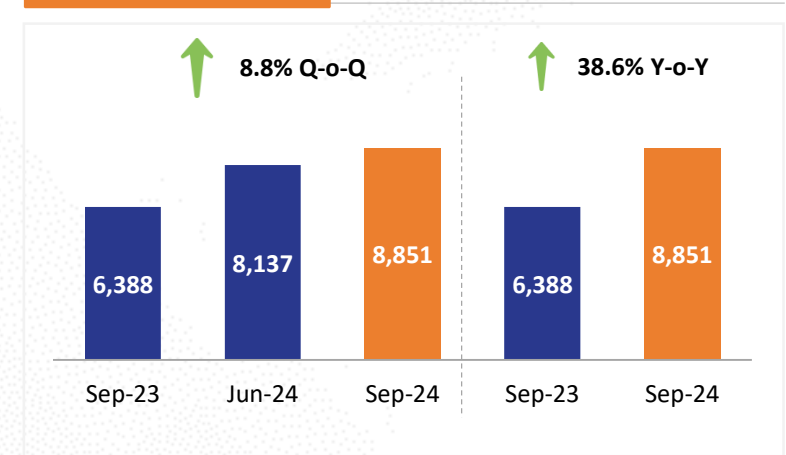
Gross Advances (INR Cr)*



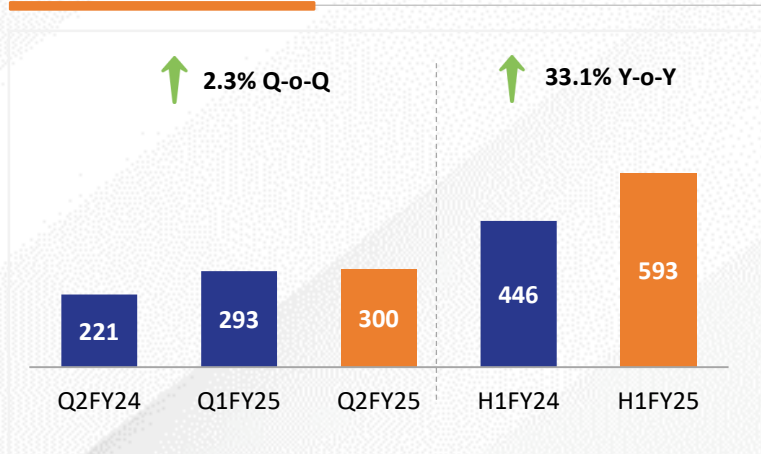
Disbursements (INR Cr)



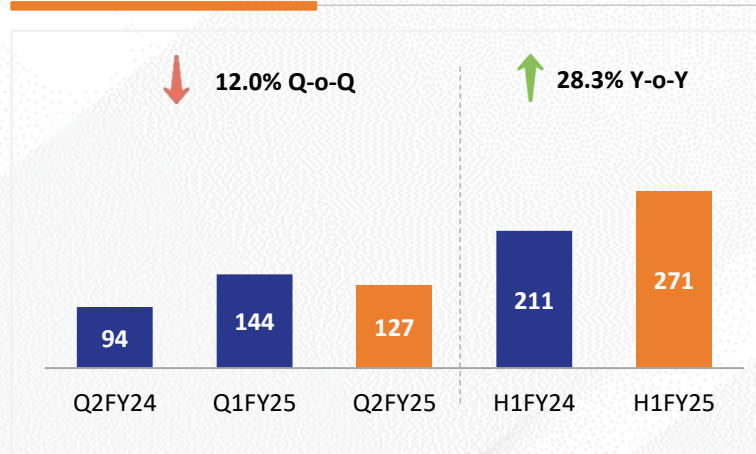
Deposits (INR Cr)



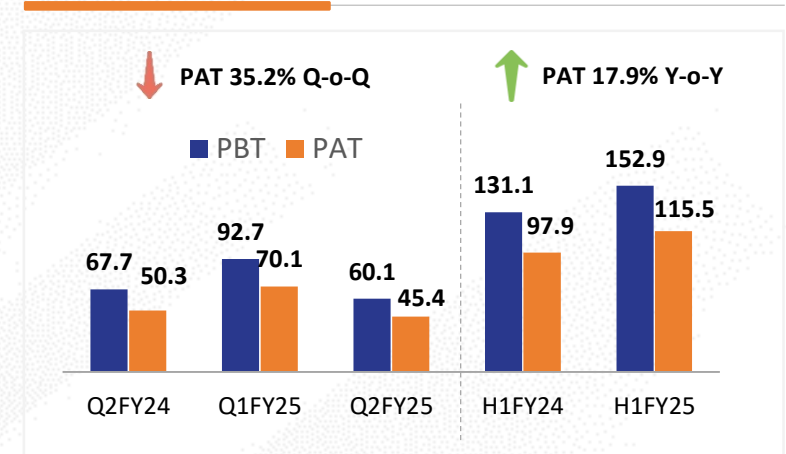
Net Interest Income (INR Cr)



Pre-POP (INR Cr)



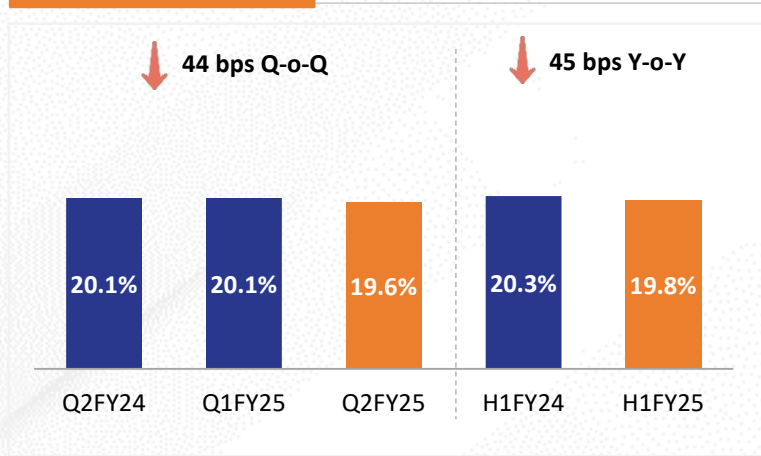
PBT & PAT (INR Cr)



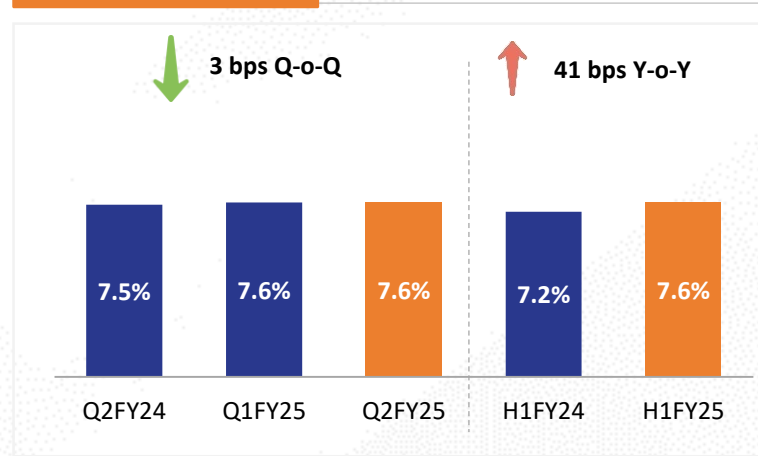
*Includes IBPC
Figures may not add up due to rounding off

KEY METRICS – Q2 & H1 FY25

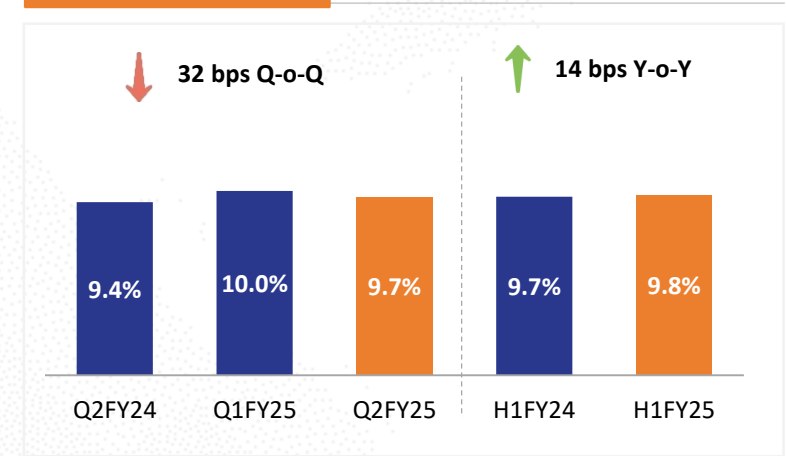
Yield (%)



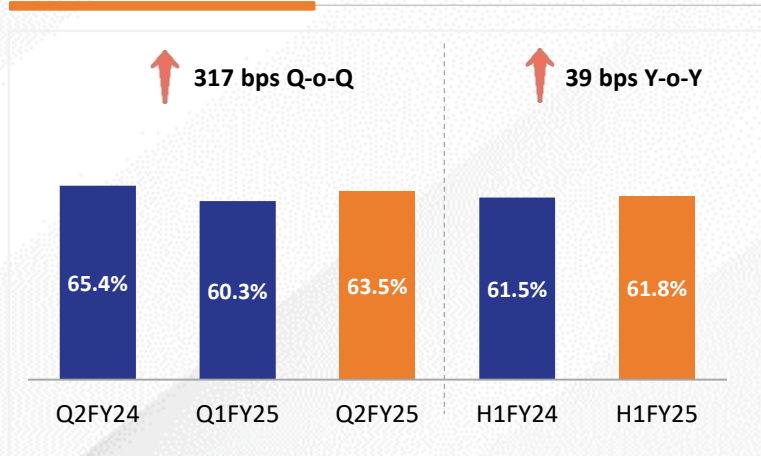
Cost of Funds (%)



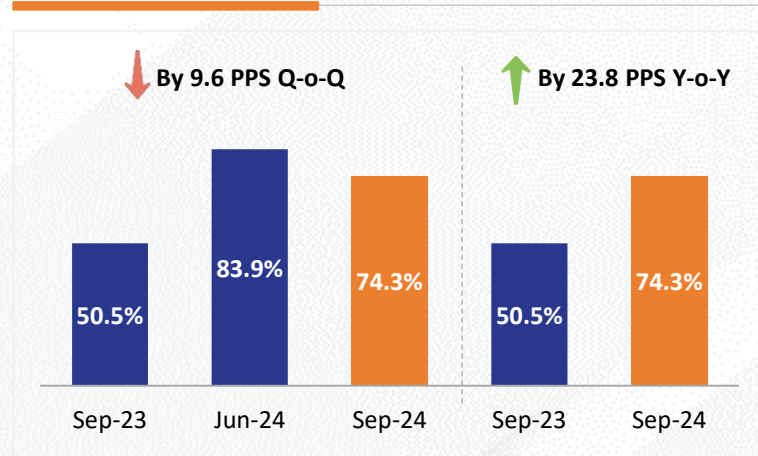
NIM (%)



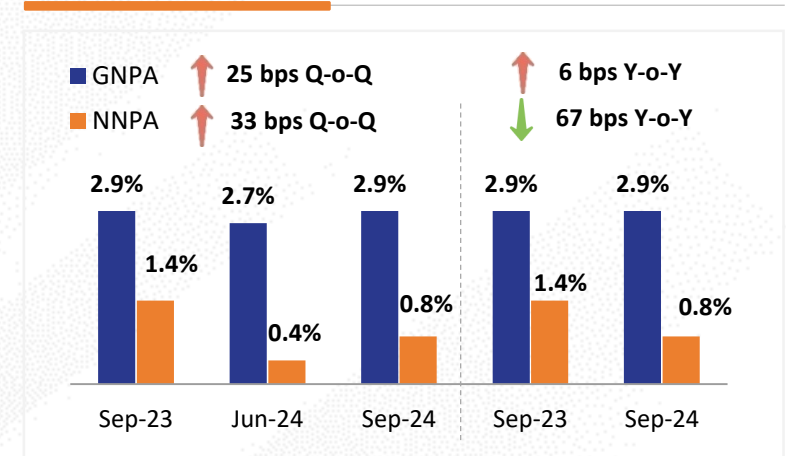
Cost / Income Ratio (%)



PCR (%)



Asset Quality (%)@



Figures may not add up due to rounding off

@calculated on Gross Advances including IBPC

02

Company overview



Seasoned management, backed by robust corporate governance

Vertical business heads **spearheading the SSFB's growth proposition**. Visible transition in the portfolio quality mix

Agility in operations – Robust **Middleware Technology on Finacle CBS Platform**

Enabling swift digital partner onboarding to broaden product offerings – **Currently Digital FD sourced ~INR 2 Cr/day**

Diversified and customized product offerings increasing customer retention

Offering **comprehensive banking solutions** to customers, ensuring long-term engagement and loyalty

Transitioning from **unsecured** to a well-diversified **secured** lending model

FY22 (67%-33%) → FY24 (59%-41%) → FY25E (55%-45%)

Serving the **aspiring middle class section** of the society

Currently serving **~3.24 Mn customers**
Targeting **1% of Indian Households (~3.4 Mn customers)** by 2025

Transitioning from **micro-lending** to **micro-banking** for low-income households

Market potential: **1.2 Bn Customers**
(Income slab - upto 5.0L pa)

Robust **Credit underwriting process** using advanced analytics and **Credit Life and Credit Guarantee Cover**

Over 95% of IF portfolio covered under CGFMU

Deeper penetration with **Extensive branch network** in identified Micro markets across India

Conversion of asset focused branches to full service branches
Launching **Smart Banking Outlets (SBOs)**



KEY MILESTONES

Suryoday 2.0

As on H1 FY25
AUM crosses INR 9,300* Cr
Deposit crosses INR 8,800 Cr
Vikas Loan portfolio crosses INR 2,800 Cr
Customer base-3.24 Mn
Branch Network - 704

2024 &
Beyond

IPO & COVID Tailwinds

AUM crosses INR 5,000 Cr
Customer Base 2.1 Mn
Operating 550+ branches
Listed on NSE & BSE - IPO size of INR 581 Cr
Introduced Micro Home Loan, Micro LAP

2018 -
2022

2023

Year of Reset

Stabilized operations to pre-pandemic levels
Started Two wheeler product segment
Introduced Assisted Digital FD creation journey
Branch Network - 577
IT transformation programme

SFB License

AUM crosses INR 1,000 Cr with 0.75 Mn customer base
Operating 200+ branches
Commenced SFB operations and CV, HL & LAP

2013 -
2017

2008 -
2012

Commencement

Incorporation of Suryoday Micro Finance
Received RBI license for NBFC & commenced
MFI operations in Pune

EMPOWERING SOLUTIONS: BEYOND MICRO LENDING

Asset Portfolio

Inclusive Finance
(56%)

JLG
(46%)

Vikas Loans
(54%)

Expanding Beyond Micro Lending

Customer profile - Good credit score
with retail bureau track

Vikas loans –
Transitioning from JLG to Retail;

CGFMU Coverage + Product Diversification + Social security schemes (PMJJY, PMSBY)

Retail Assets
(44%)

Mortgage

Vehicle Financing

Others

Housing Loans

CV

FIG

LAP

Used CV

Partnerships

Micro mortgage

TW

Supply Chain Finance**

Liabilities Portfolio

Retail Term &
Recurring Deposits

CASA

Bulk Deposits

Digital FD

Other Products/ Services

OD

Espire Account

Payment Solutions

Digital Banking

H1 FY25



Total no of customers
3.2 Mn



Yield on Advances
19.6%



Cost of Funds
7.6%

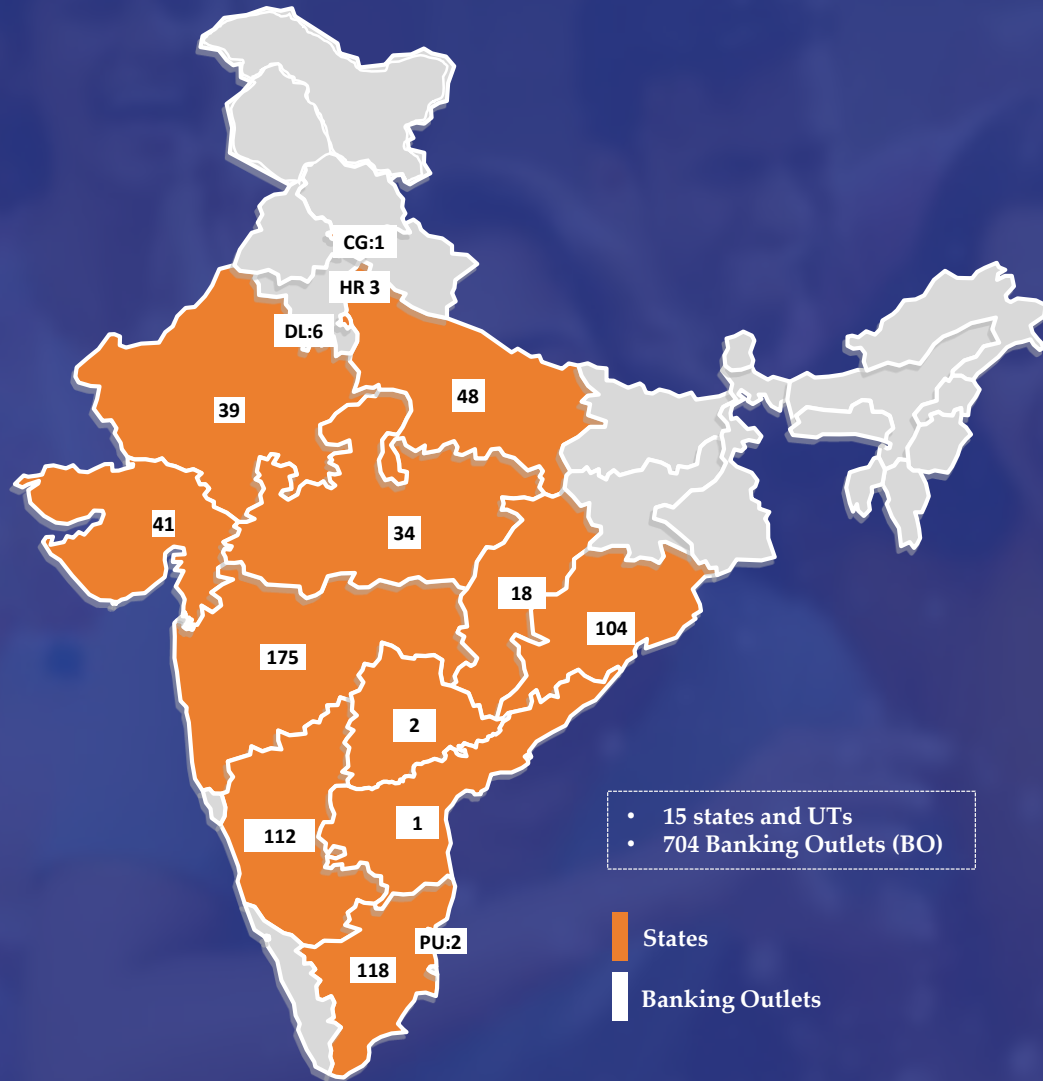
Over 95% of IF portfolio (JLG & Vikas) is covered under CGFMU

Secured Book (44%)

Supply Chain Finance launched in H1 FY25**

Investor Presentation

STRONG FOOTHOLD: COVERING 2/3RD OF INDIA



Branch Distribution

Particulars	Q2FY25	Q2FY24
Asset focused outlets	390	350
Liability focused outlets	120*	96*
Rural Centers	194	189
Total	704	635

Note: *Includes Composite Branches

Geographical Mix of the Branches

Outlets	Asset Focused	Liability Focused	Rural Centers	Total
Maharashtra	74	45	56	175
Tamil Nadu	63	23	32	118
Karnataka	76	13	23	112
Odisha	29	10	65	104
Uttar Pradesh	34	3	11	48
Gujarat	36	5	-	41
Rajasthan	37	1	1	39
Madhya Pradesh	25	4	5	34
Others	16	16	1	33
Total	390	120	194	704

Note: Some of the rural centers branches are full fledged asset branches

03

Asset Portfolio



INCLUSIVE FINANCE: JOINT LIABILITY GROUP LOANS & VIKAS LOANS

Joint Liability Group loans offered to individuals in group.

Graduating customers given Vikas Loans after a period of 2 years post curation

JLG is the feeder – Customer acquisition engine

Eventually transitioning to comprehensive banking solutions to the household

Customer Segment focus - Semi-Urban population in Tier 1 - 3 cities

End-to-end paperless journey

Robust underwriting process - Curation of customers through analytics

Credit Guarantee cover (Over 95% of the portfolio is covered under CGFMU)



Vikas Loan Share

54%

Of IF AUM

Average Ticket Size

**₹35,000 /
₹75,000**

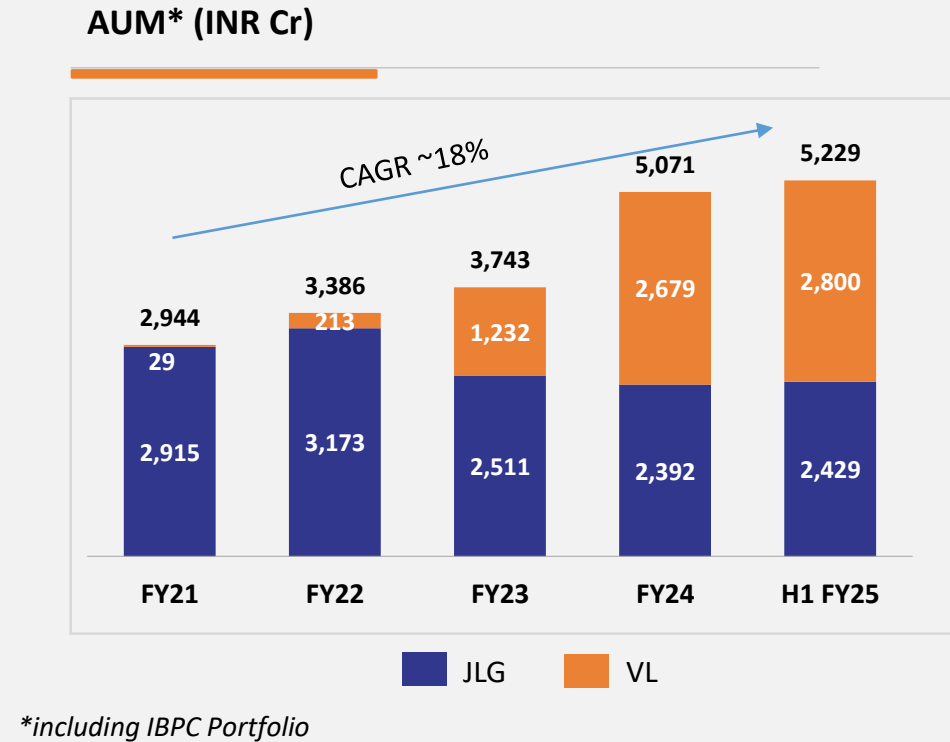
JLG/VL

UPI Collections

33%

INCLUSIVE FINANCE: JOINT LIABILITY GROUP LOANS & VIKAS LOANS

Product Description		
Parameter	JLG	Vikas Loans
Customer Segment	Urban/ Semi Urban	Urban/ Semi Urban
Products	Group Loans	Individual Loans
Geography	Tier 1&2	Tier 1&2
Distribution	In-house/ BC Partnerships	In-house
Collection	In-house/ Collection Agency	In-house/ Collection Agency
Average Ticket Size	INR 35,000	INR 75,000



Over 95% of IF portfolio (JLG & Vikas) is covered under CGFMU scheme as on Sept'24

As of Sept'24, GNPA includes INR ~190 Cr which is covered under CGFMU out of which ~INR 140 Cr is claimable & receivable in FY26

Product	Gross Advances* (INR Cr)	GNPA (INR Cr)	NPA Provision (INR Cr)	Floating Provision (INR Cr)	Total Provision (INR Cr)	NNPA (INR Cr)	GNPA@	NNPA@	PCR
JLG	2,429.1	136.0	77.3	26.2	103.5	32.5	5.6%	1.4%	76.1%
VL	2,800.0	75.1	39.1	32.1	71.1	3.9	2.7%	0.1%	94.8%
IF (Total)	5,229.1	211.1	116.4	58.3	174.6	36.4	4.0%	0.7%	82.8%

COMPREHENSIVE MORTGAGE OFFERINGS....

SSFB offers **comprehensive mortgage offerings** - Housing & MSME Loans catering to Semi-prime and urban affordable customer segment

Business Strategy: Focus on retail & secured MSME lending. Deepening portfolio in existing SSFB markets. Transitioning VL to Micro LAP loans Target the semi-prime customers

Large untapped market: For LAP and Micro mortgage key growth segments. SSFB goes beyond value of the collateral and focuses on cash flows and serviceability of the borrower

Hybrid Distribution Model: Balanced mix of Direct & Outbound sourcing channel

Efficiency and speed: Centralized Credit Underwriting for large ticket loans. Digital Solutions for retail customers to improve TAT



AUM
₹1,800Cr +

Disbursements
₹420Cr +

Team Strength
650+
Employees

Touchpoints
75+
locations

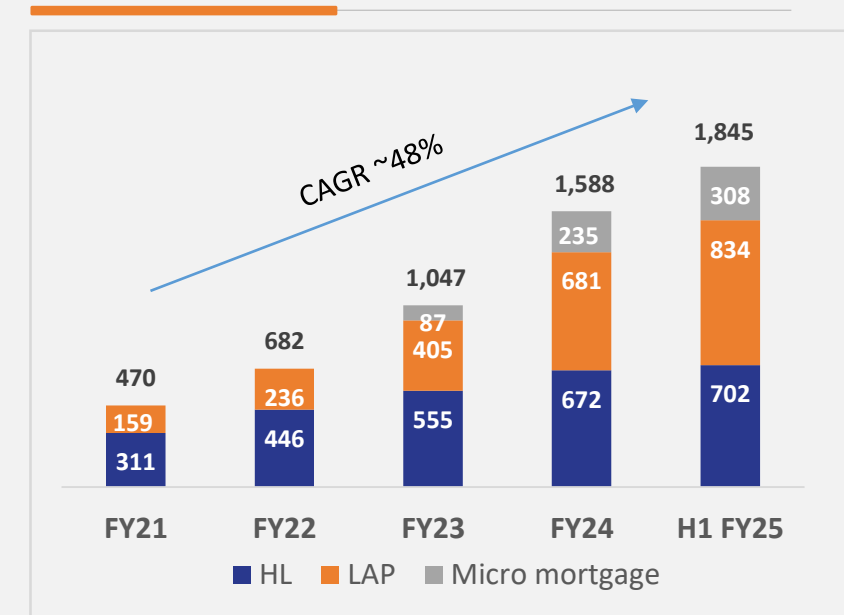


.. SUPPORTING OUR SUSTAINABLE GROWTH APPROACH

Product Description

Parameter	Micro Mortgages (Pragati Loans)	Housing Loans (Kushal Loans)	LAP
Customer Segment	Affordable / Semi Urban	Semi Prime / Urban Affordable	Semi Prime / Urban Affordable
Products	Home Loans – Resale / Self construction	Home loans– Resale/Builder & Secured Business Loan	Business purpose/
Geography	Tier 2 & 3	Tier 1 & 2	Tier 1 & 2
Distribution	100% Inhouse	Hybrid – In-house , Connectors & DSA's	Hybrid – In-house, Branches, Connectors & DSA's
Collection	Sourcing Team	Sourcing & Dedicated Collection Team	Sourcing & Dedicated Collection Team
Average Ticket Size	Rs 6 Lakhs	Rs 21Lakhs	Rs 27 Lakhs

AUM (Rs. Cr)



Product	Gross Advances (INR Cr)	GNPA (INR Cr)	NPA Provision (INR Cr)	Total Provision (INR Cr)	NNPA (INR Cr)	GNPA	NNPA	PCR
HL	702.4	16.9	6.2	6.2	10.6	2.4%	1.5%	37.0%
LAP	834.4	23.6	10.7	10.7	12.9	2.8%	1.6%	45.2%
Micro-Mortgage	308.0	1.7	0.3	0.3	1.4	0.5%	0.5%	15.6%
Mortgage (Total)	1,844.8	42.2	17.2	17.2	25.0	2.3%	1.4%	40.7%

Figures may not add up due to rounding off

VEHICLE FINANCING – MONETIZING ON LARGE OPPORTUNITY

- 1 SSFB is diversifying business through various products under Vehicle Financing Portfolio – CV, TW, Used CV & Car loans
- 2 Expanding in the rural space, catering the Tier 3 & Tier 4 locations and focusing on going more granular retail base with higher yields
- 3 Building a Retail franchise by offering customized products and digital Solutions
- 4 Data driven underwriting through automatically validating customer information and reduce TAT to 4 hours
- 5 Partnerships for Two-wheelers to effectively leverage distribution channels and expand into new geographies
- 6 Reducing the acquisition cost by launching pre-approved sub product segments like Top-up loans, etc



Customers
5,500+
 Active Clients

Disbursements
₹396 cr

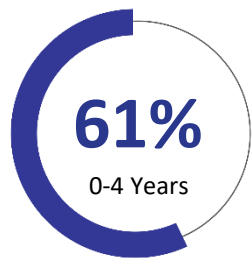
Team Strength
270+
 Employees

Touchpoints
75+

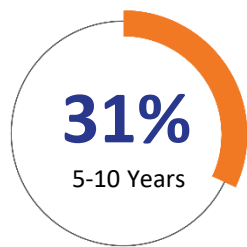


 Present Locations
 Upcoming Locations

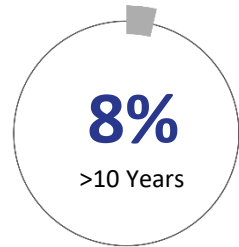
Large CV Market INR 5.6 Lakh Crore



Future Opportunity
 (61% - 3.5 Lakh Cr)



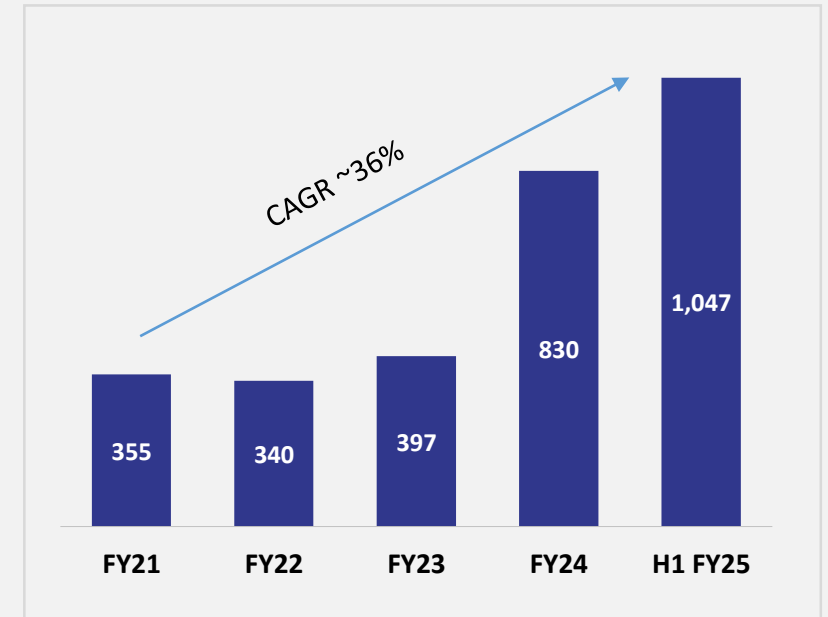
Suryoday Focus Area (39% - 2.1 Lakh Cr)



..GROWING CONSISTENTLY IN THE LAST 3 YEARS

Portfolio description		
Parameter	Commercial Vehicles	Two Wheelers
Customer Segment	Urban / Semi Urban	Urban / Semi Urban
Products	Used and New CVs	New Two Wheelers
Geography	Tier 2 & 3	Tier 1, 2 & 3
Distribution	Hub & Spoke	Dealer & Partnerships
Collection	Sourcing & Collection Team	Sourcing Team
Avg. Ticket Size	Rs 13 Lakhs	Rs 0.85 Lakhs

AUM* (INR Cr)

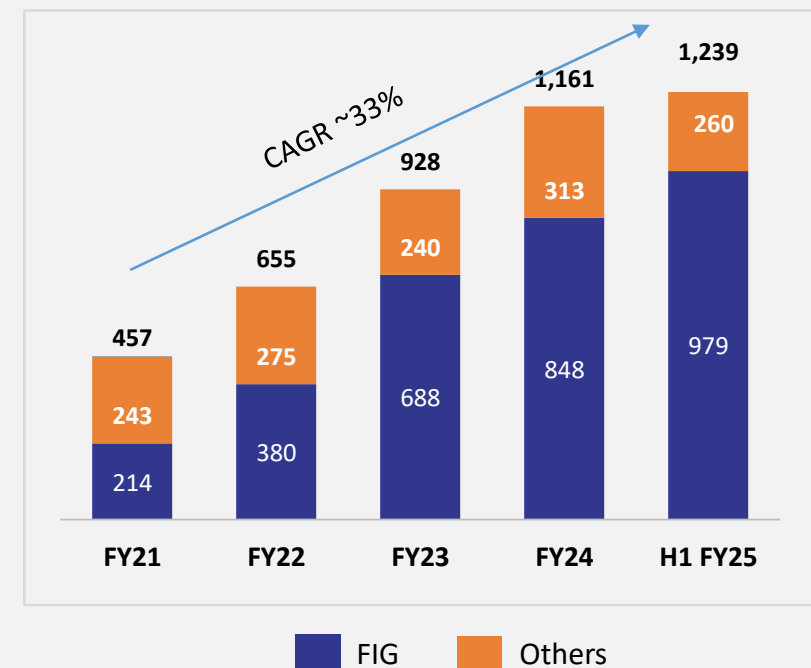


*Includes CV, Two wheeler, Car loans

Product	Gross Advances (INR Cr)	GNPA (INR Cr)	NPA Provision (INR Cr)	Total Provision (INR Cr)	NNPA (INR Cr)	GNPA	NNPA	PCR
Vehicles	1,047	7.5	3.0	3.0	4.5	0.7%	0.4%	39.7%

Portfolio description		
Parameter	FIG	Others
Customer Segment	NBFCs/ Corporates	Retail/ MSME
Products	Corporate Lending	Individual Lending/ Bill Discounting
Distribution	Corporates	Digital

AUM (INR Cr)



**Others Include: Partnerships, Supply Chain Finance (launched in H1 FY25)*

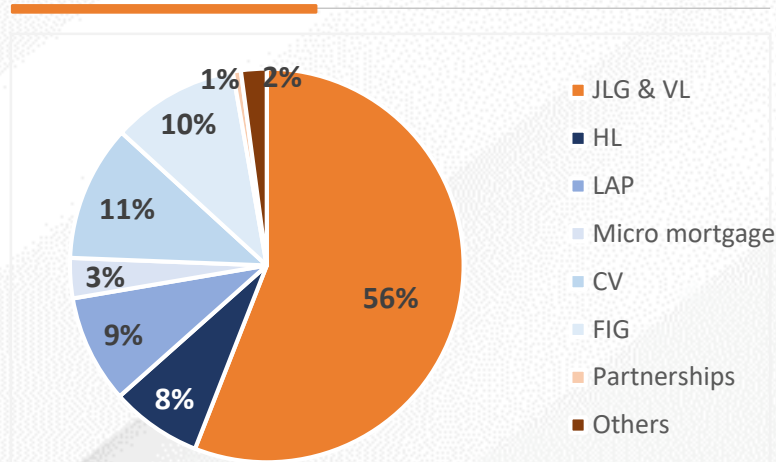
Product	Gross Advances* (INR Cr)	GNPA (INR Cr)	NPA Provision (INR Cr)	Total Provision (INR Cr)	NNPA (INR Cr)	GNPA	NNPA	PCR
FIG	979.0	0.0	0.0	0.0	0.0	0.0%	0.0%	0.0%
Others	259.9	12.2	8.0	8.0	4.3	4.7%	1.7%	65.3%

Figures may not add up due to rounding off

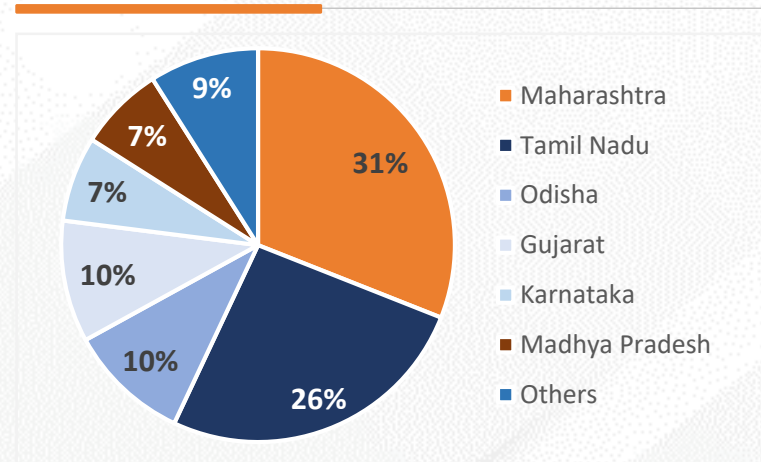
ASSET BUSINESS UPDATE – Q2 & H1 FY25

Particulars (INR Cr)	JLG	VL	HL	LAP	Micro Mortgage	Vehicles	FIG	Partnership	Others	Total
Gross Advances – (₹ Cr)*	2,429	2,800	702	834	308	1,047	979	62	198	9,360
Disbursement – Q2 FY25 (₹ Cr)	513	429	44	111	48	200	281	-	56	1,682
Disbursement – H1 FY25 (₹ Cr)	1,131	942	103	232	92	396	461	-	65	3,421
CE % - Q2FY25 (Current Bucket)	98.0%	97.6%	98.7%	98.6%	99.5%	98.1%	100.0%	98.4%	96.5%	98.2%
CE % - Q2FY25 (1 EMI Adjusted)	90.5%	93.1%	94.6%	93.6%	98.7%	96.1%	100.0%	90.2%	88.2%	93.1%

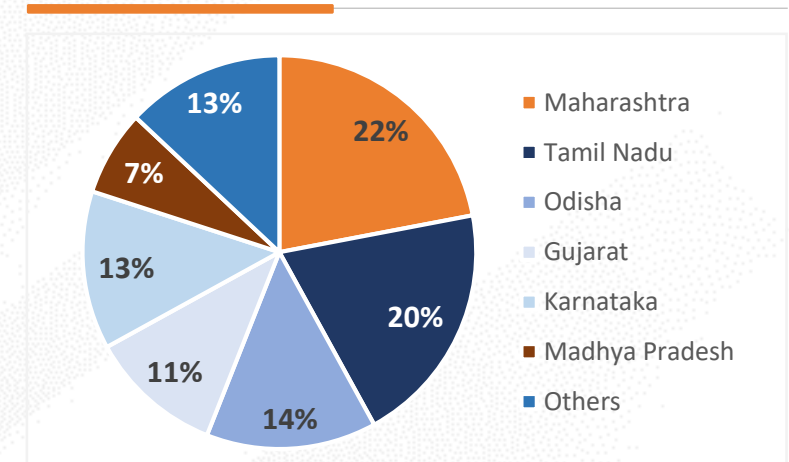
Portfolio Mix – Product Wise



Regional Portfolio Mix (Overall)



Regional Portfolio Mix (IF)



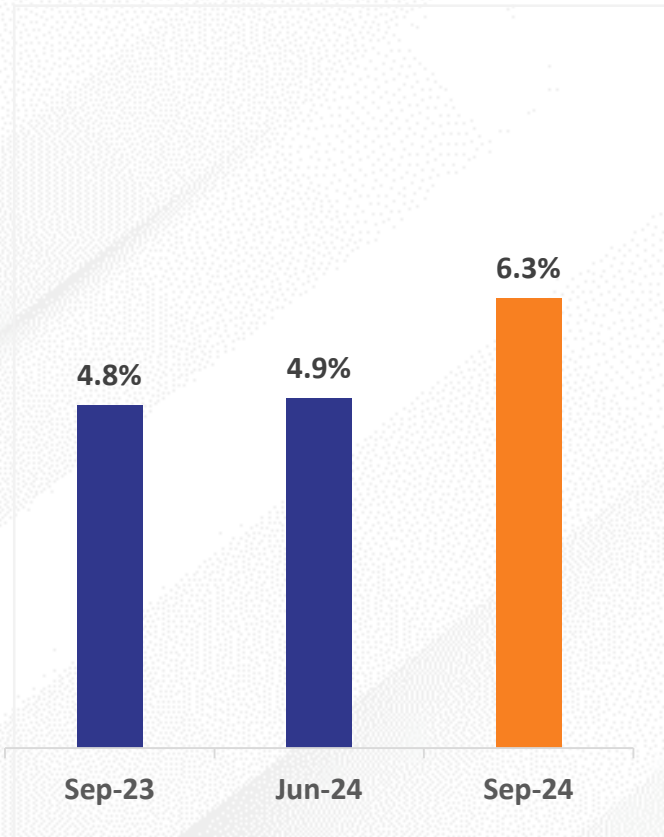
*Includes IBPC

Figures may not add up due to rounding off

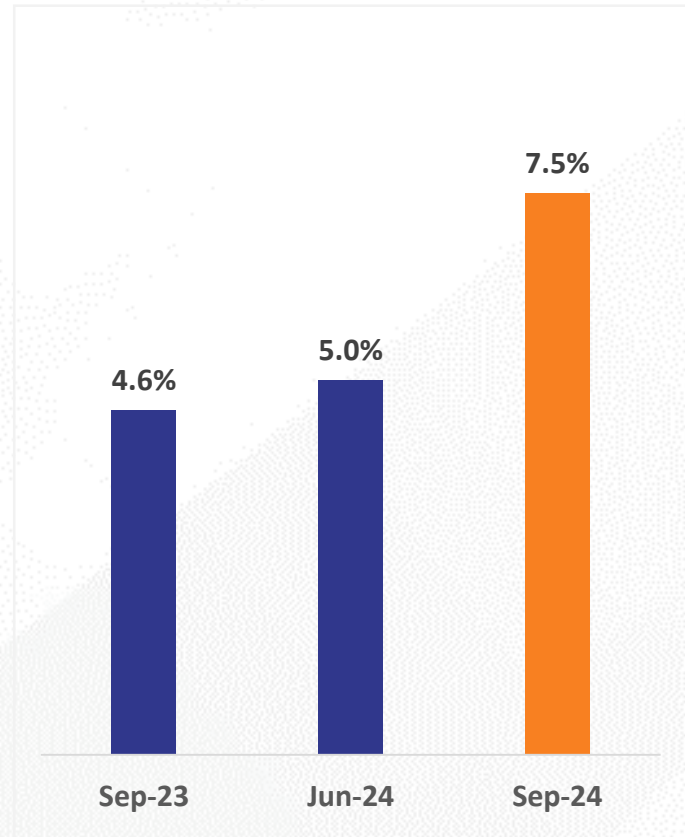
Collection Efficiency (one EMI adjusted) = Collected amount / Amount due for the month (across all buckets)
 - Collected amount excludes collection from ARC, Write Offs, Pre-Closure, Excess Payment

PORTFOLIO PERFORMANCE

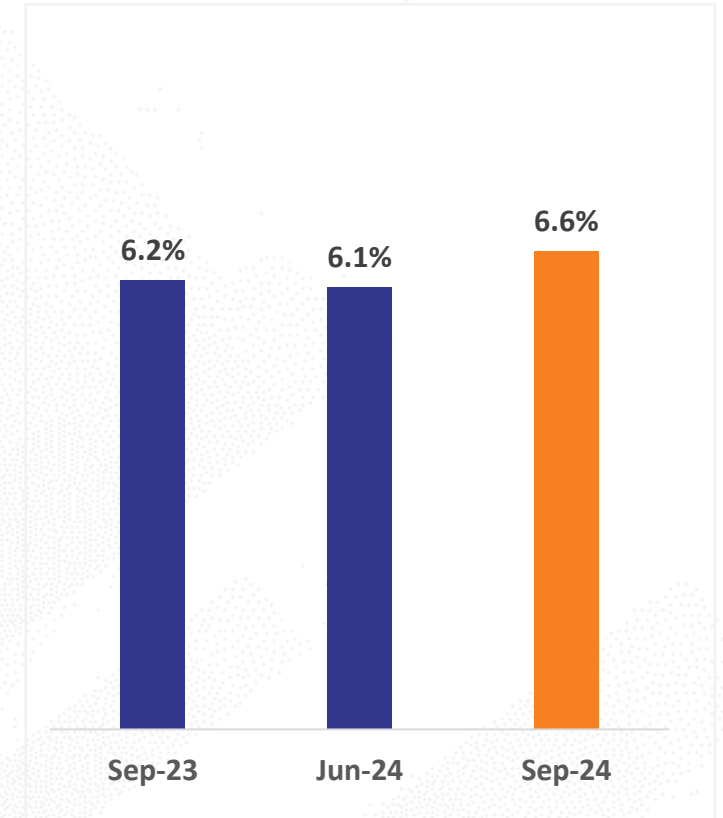
Overall – PAR 30+



IF – PAR 30+



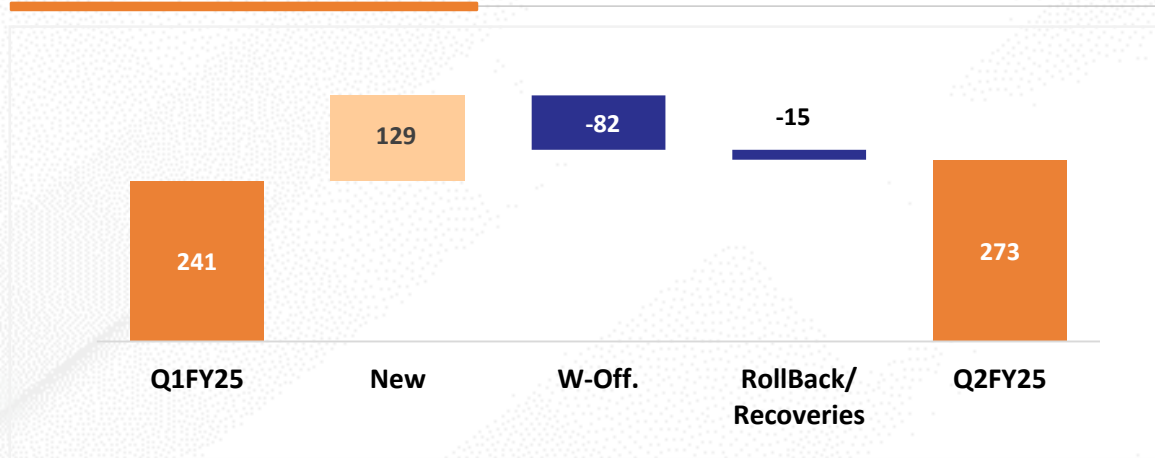
Retail Assets – PAR 30+



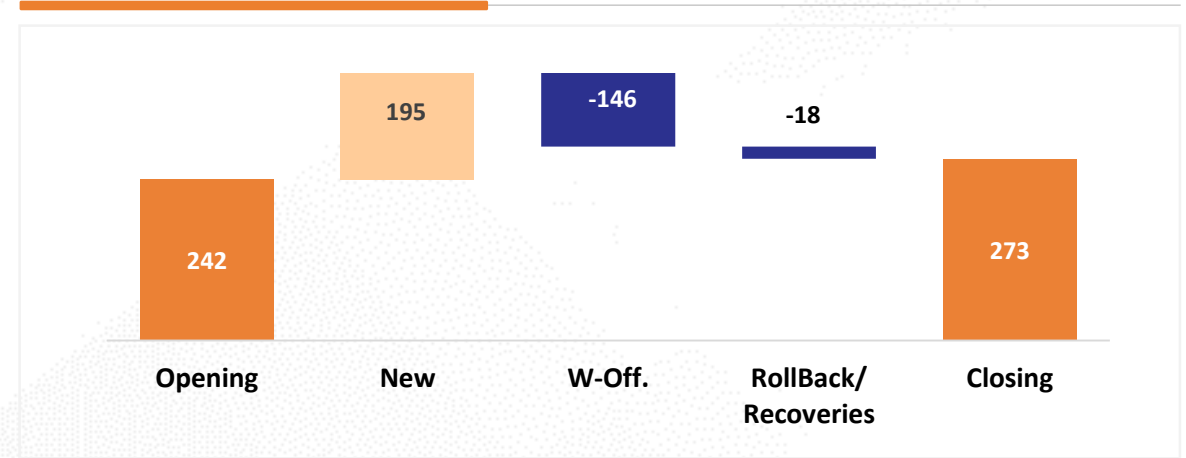
GNPA ASSET QUALITY & CREDIT COST

All numbers in ₹ crores, unless otherwise indicated

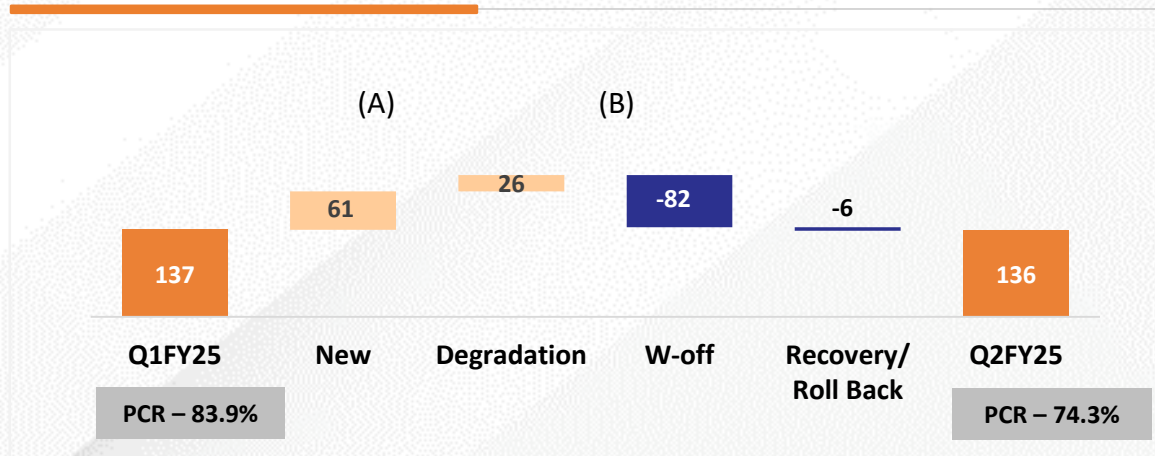
GNPA Q1 FY25 to Q2 FY25 Movement



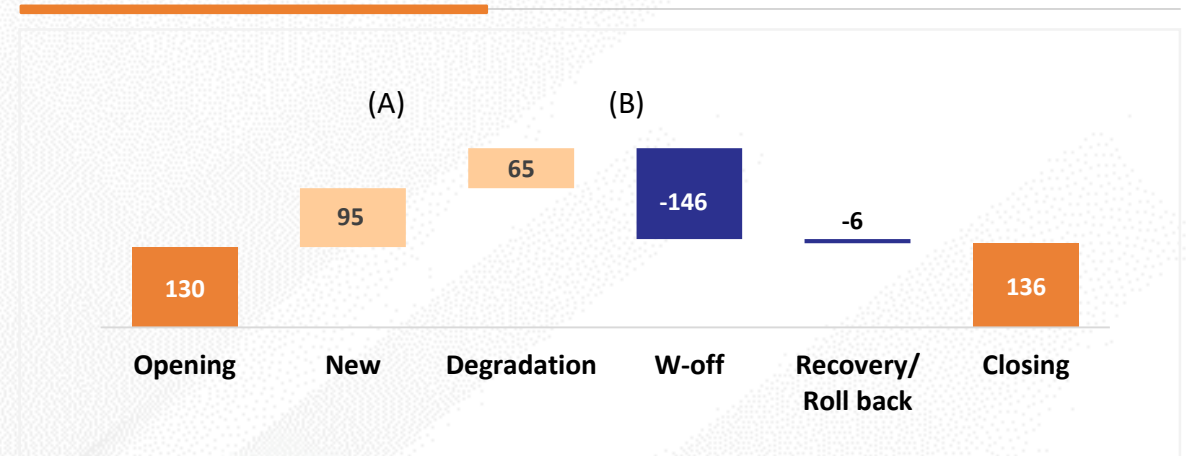
GNPA H1 FY25 Movement



Provisions Q1 FY25 to Q2 FY25 Movement



Provisions H1 FY25 Movement



Figures may not add up due to rounding off

04

Liability Portfolio





Key Highlights



Deposits
₹ 8,851 Cr



Customers
1.7 Lac
Unique Clients



Team Strength
900+ Employees



Touchpoints
120 Branches



Product Offerings



Traditional Deposit Products – CASA, TD



Espire Account



QR Linked Current Account



Specialised Current Account Services



Escrow Services



Acquisition Channels



Smart Banking Outlets

- Targeted business focus within radius of ~2kms
- 2 Staffed branch reducing OPEX cost



Digital Banking

- Upgraded Digital banking stack
- Offerings through partnerships with Fintechs
- Gained significant momentum in H1 FY25
- Expected to scale rapidly resulting in low CAC



Asset Customers

- Mining on existing asset customers
- Focus on offering full-fledged banking services in asset focused branches



Branch Banking

- Traditional touchpoints
- Catering to urban and semi-urban market



Customer Profiling



Aspiring Middle Class

Goal based saving products, Exclusive offers, Easy-to-use banking services



Senior Citizens

Higher rates on deposits, low-cost banking services



HNI

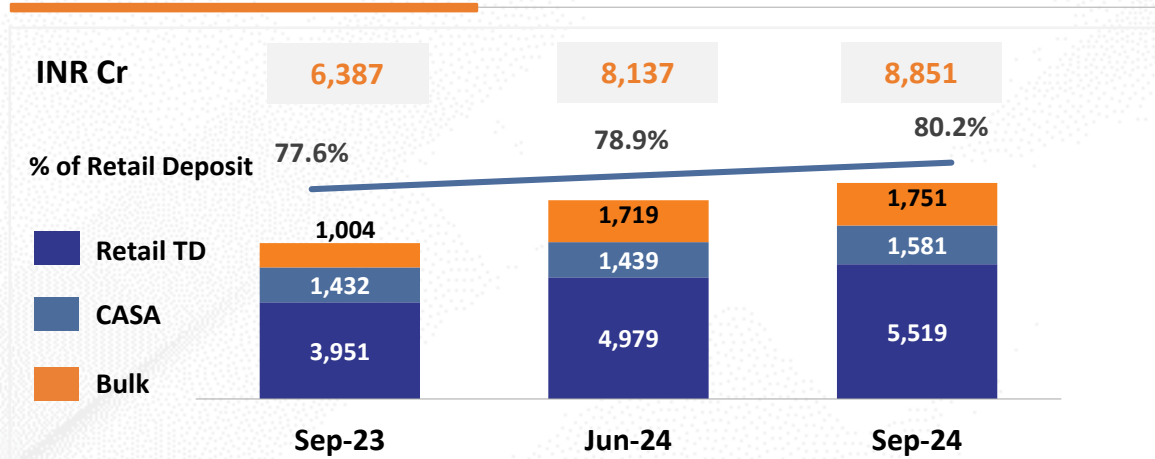
Exclusive lifestyle and wellness benefits, faster query resolution and priority services at branches/doorstep



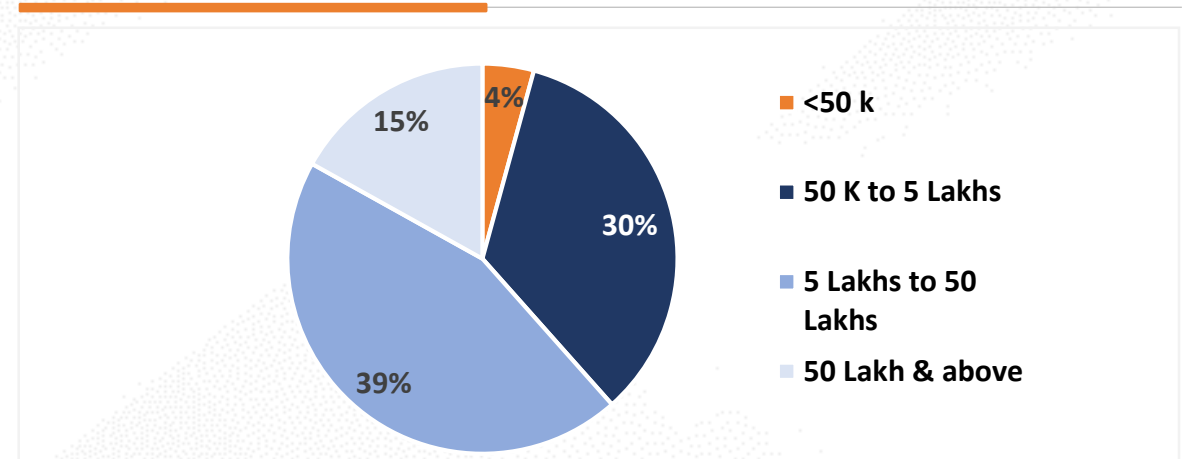
TASC

Higher Interest rates and CMS

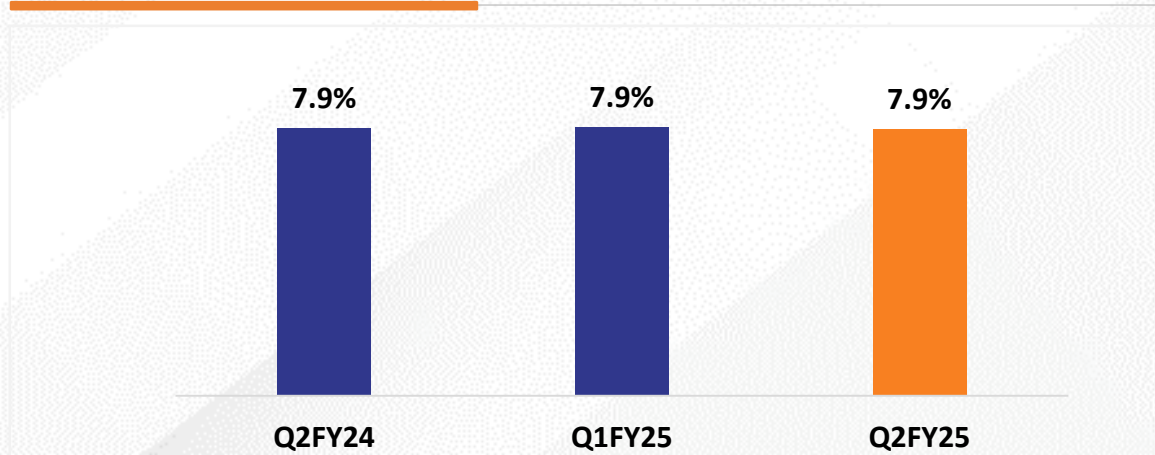
Deposits



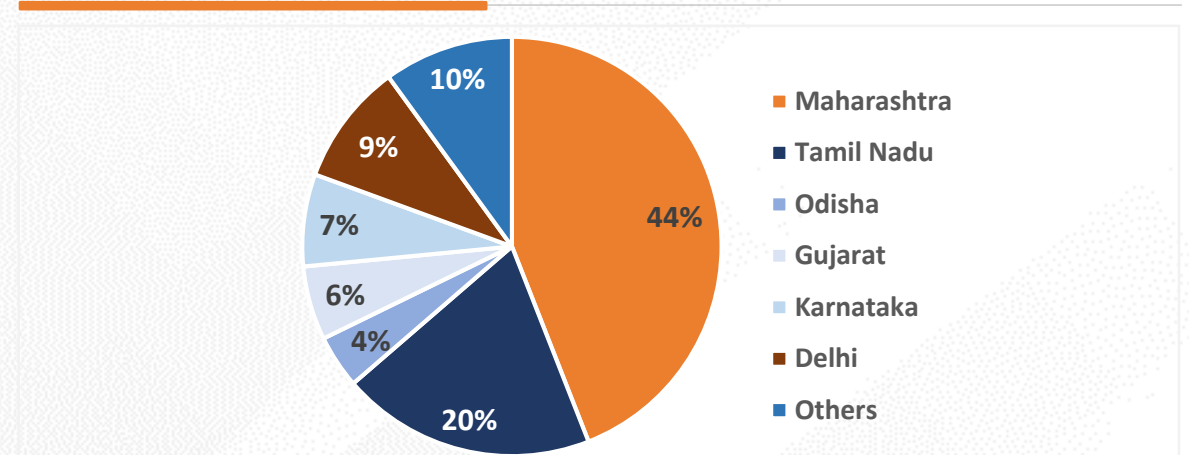
Retail Deposit (Incl CASA) Average Ticket Size



Cost of Deposits

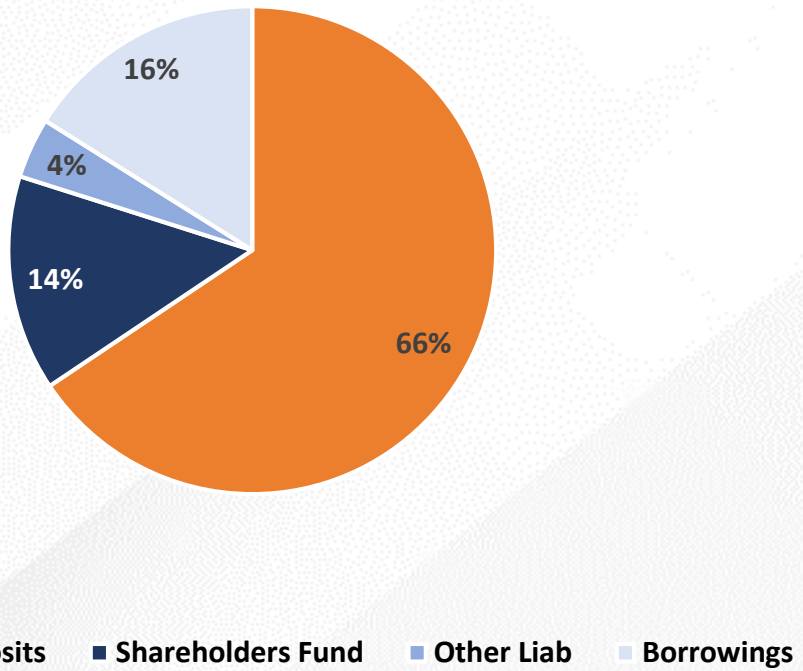


Geographic diversification of Deposits

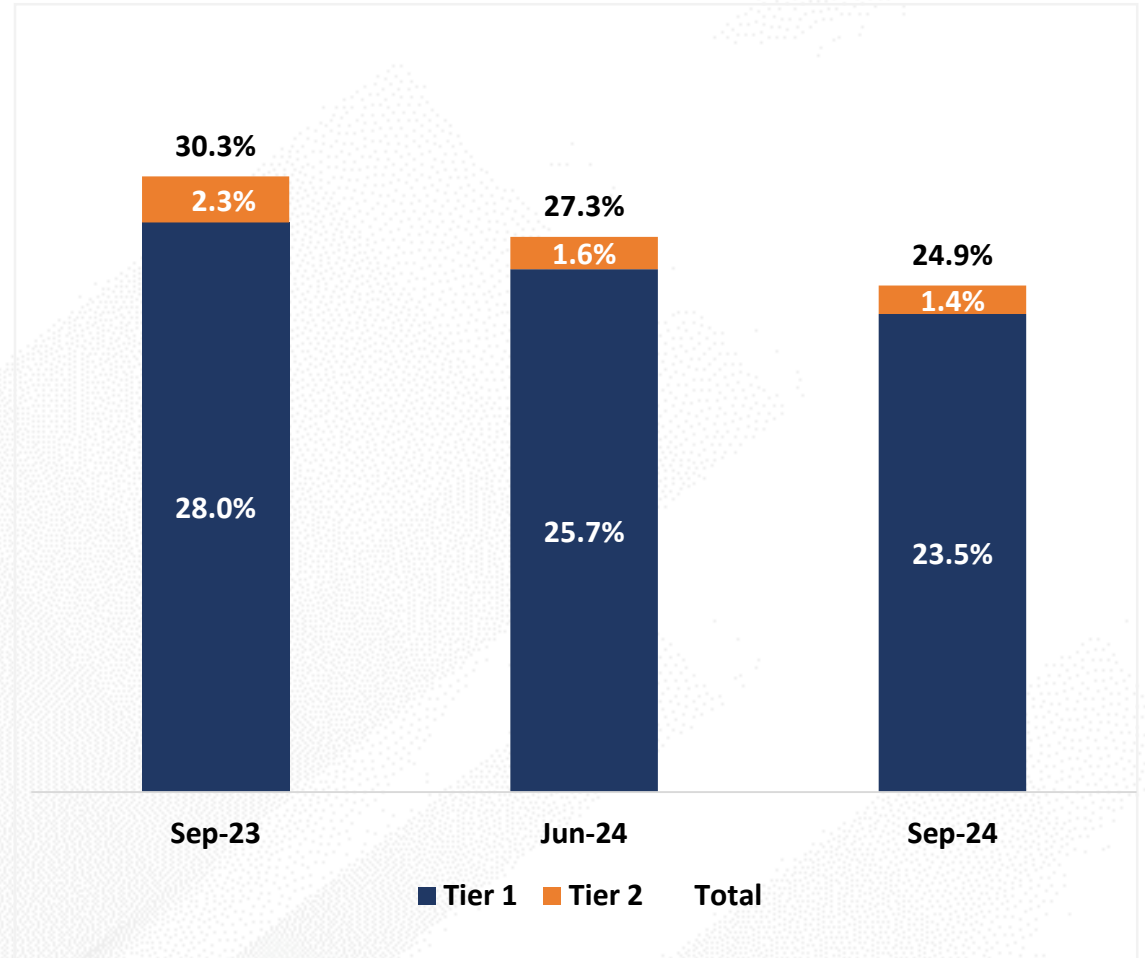


Continue to mobilize CASA and Focus on driving digital sourcing of deposits to further enhance retail granular deposit base
As on Sept 2024, deposits garnered through digital channels stood at ~ INR 260 Cr. Daily deposit sourcing run rate ~INR 2 Cr

Balance Sheet Mix



Capital Adequacy Ratio % (CRAR)



Figures may not add up due to rounding off

PRUDENT RISK MANAGEMENT PRACTICES



Risk Management Strategies

1

Extensive use of analytics to create curated customer base

2

On-field credit underwriting complements the pre-approved base

3

Use of BREs for funding MSMEs through digital channels

4

Continuous and holistic review of loan portfolio in sensitive geographies

5

Sharp focus on evolving risks through well designed key risk indicators

6

Monitoring against cyber threats through well equipped security operations centre (SOC)

7

Automation of security operations through SOAR



Two-level credit feeders – analytics and on-field intelligence - resulting in sharper credit underwriting



Digital BREs resulting in STP for eligible loans. Periodic review of BREs and credit policy for continuous improvement



Mix of implementable preventive and corrective actions on ground based on loan portfolio review



Mitigated risks through continuous monitoring of key indicators as well as through deployment of mitigating controls



Focus on cyber security and cyber resilience

05

Financial & Key Ratios Q2 & H1 FY25



FINANCIALS – BALANCE SHEET

Particulars (INR Cr)	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q
Capital and Liabilities					
Capital	106.2	106.2	0.1%	106.2	0.0%
Reserves and Surplus	1,818.8	1,577.9	15.3%	1,772.1	2.6%
Deposits	8,850.8	6,388.4	38.5%	8,137.3	8.8%
Borrowings	2,178.5	2,479.9	-12.2%	2,340.5	-6.9%
Other Liabilities and Provisions	545.4	304.0	79.4%	388.2	40.5%
Total	13,499.7	10,856.4	24.3%	12,744.4	5.9%
Assets					
Fixed Assets	277.9	162.2	71.4%	181.4	53.2%
Cash and Bank	1,072.9	725.9	47.8%	921.4	16.4%
Investments	2,852.0	2,904.9	-1.8%	3,010.5	-5.3%
Advances	8,807.0	6,721.0	31.0%	8,284.9	6.3%
Other Assets	489.8	342.4	43.1%	346.2	41.5%
Total Assets	13,499.7	10,856.4	24.3%	12,744.4	5.9%

Figures may not add up due to rounding off

FINANCIALS – P&L ACCOUNT

Particulars (INR Cr)	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY25	H1 FY24	Y-o-Y
Interest Earned	507.2	375.2	35.2%	488.1	3.9%	995.3	733.3	35.7%
Interest Expended	207.2	154.2	34.4%	194.9	6.3%	402.1	287.6	39.8%
Net Interest Income	300.0	221.0	35.7%	293.2	2.3%	593.2	445.8	33.1%
Other Income	47.5	51.8	-8.3%	70.1	-32.4%	117.6	102.8	14.4%
Net Total Income	347.4	272.8	27.4%	363.4	-4.4%	710.8	548.5	29.6%
Operating Expenses	220.5	178.5	23.6%	219.1	0.6%	439.6	337.1	30.4%
Employee Expense	109.8	83.9	30.8%	113.6	-3.4%	223.4	159.1	40.4%
Other Expense	93.4	79.0	18.3%	89.0	5.0%	182.4	152.2	19.9%
CGFMU Expense	17.3	15.6	11.3%	16.5	5.1%	33.8	25.9	30.5%
Operating Profit	126.9	94.3	34.5%	144.3	-12.0%	271.2	211.4	28.3%
Provisions and Contingencies*	66.8	26.7	150.3%	51.6	29.5%	118.3	80.3	47.3%
Profit Before Tax	60.1	67.7	-11.1%	92.7	-35.1%	152.9	131.1	16.6%
Tax	14.8	17.4	-15.1%	22.7	-34.9%	37.4	33.2	12.7%
Profit After Tax	45.4	50.3	-9.8%	70.1	-35.2%	115.5	97.9	17.9%

*Including floating provisions

Figures may not add up due to rounding off

FINANCIALS – KEY METRICS

Particulars (INR Cr)	Unit	Q2 FY25	Q2 FY24	Y-o-Y	Q1 FY25	Q-o-Q	H1 FY25	H1 FY24	Y-o-Y
Gross Advances*	₹ Cr	9,360	6,921	35.2%	9,037	3.6%	9,360	6,921	35.2%
Disbursement	₹ Cr	1,682	1,598	5.2%	1,740	-3.3%	3,421	2,787	22.7%
Deposits	₹ Cr	8851	6387	38.6%	8137	8.8%	8,851	6,387	38.6%
Retail Deposit to Total Deposit	%	80.2%	77.6%	263 bps	78.9%	135 bps	80.2%	77.6%	263 bps
CASA Ratio	%	17.9%	15.7%	214 bps	17.7%	18 bps	17.9%	15.7%	214 bps
Yield	%	19.6%	20.1%	-44 bps	20.1%	-44 bps	19.8%	20.3%	-45 bps
NIM	%	9.7%	9.4%	33 bps	10.0%	-32 bps	9.8%	9.7%	14 bps
Cost of Deposits	%	7.9%	7.9%	-2 bps	7.9%	-5 bps	7.9%	7.5%	41 bps
Cost of Borrowings	%	6.8%	6.7%	4 bps	6.8%	-6 bps	6.8%	6.6%	17 bps
Cost of Funds	%	7.6%	7.5%	7 bps	7.6%	-3 bps	7.6%	7.2%	41 bps
Cost to income	%	63.5%	65.4%	-195 bps	60.3%	317 bps	61.8%	61.5%	39 bps
GNPA Ratio [@]	%	2.9%	2.9%	6 bps	2.7%	25 bps	2.9%	2.9%	6 bps
NNPA Ratio [@]	%	0.8%	1.4%	-64 bps	0.4%	36 bps	0.8%	1.4%	-64 bps
PCR (Excluding Technical Write offs)	%	74.3%	50.5%	23.8 PPS	83.9%	-9.6 PPS	74.3%	50.5%	23.8 pps
Book Value Per Share (BVPS)	₹	181.2	158.6	14.2%	176.8	2.5%	181.2	158.6	14.2%

*Including IBPC

@calculated on Gross advances Including IBPC

Figures may not add up due to rounding off

06

Way Forward



FY25 GUIDANCE



Advances Growth
30% - 35%



Deposit Growth
40% - 45%



CASA Ratio
+20%



NIM
9.5% - 9.7%



GNPA
<2.5%



NNPA
<0.6%



Cost to Income
57% - 58%



ROA
2.2% - 2.3%



ROE
14% - 16%

- The management endeavors to achieve the stated guidance. However, the macroeconomic scenario in microfinance sector has impacted the collection efficiency, thereby increasing the credit costs during H1FY25. With key focus areas for H2FY25 being improving collection efficiency consequently resulting in normalization of credit costs, the guidance on asset growth, GNPA and credit cost could nominally impact the RoA & RoE guidance
- The impact on credit cost is H1FY25 predominantly due to the timing difference of the amount claimable in FY26 under the credit guarantee scheme ~INR 140 Cr. The normalized profitability considering the same is in line with the stated guidance for FY25

Rapid Expansion and Market Penetration

Leveraging the IF Distribution Network to provide holistic banking services with focus on distribution of social schemes

Drive small-ticket LAP disbursements targeting micro-LAP customers

Launching SBOs

Enhance presence in Tamil Nadu through expanded operations and deeper market penetration

Aiming to establish a strong footprint in Navi Mumbai to become a leading player in the region

Innovation in Product Offerings

Launch Gold loans on pilot basis

Long term FDs

Pilot Secured Credit Cards

Embracing Digital Transformation

Deliver digital product offerings in sync with the Bank's customer segments

Digital FD

Targeting the Unbanked and Underbanked

Target 1% of the Indian Households (~3.5 Mn customers) by 2025

Target the unbanked segments of the society – Women, Third Gender, Domestic Workers

07

CSR Initiatives



The CSR activities for the Bank are mostly undertaken by 'Suryoday Foundation'. Currently 6 programs are under implementation. A total of 29,674 beneficiaries have been covered in H1 FY25 across these programs



Health Interventions with focus on women and adolescent girls
"Spandan"



Quality Education for all children
"VIDYA"



Financial Capability of Domestic Workers
"Adhira"



Financial Capability for Students
"Ujjwal"



Financial Capability for Parents
"Swayamshree"



Complimentary Livelihoods
"Udyojika"

Responsibility towards environment



A part of Environment Life Foundation (ELF) in an attempt to revive the 35-km-long mangrove forest along the Navi Mumbai Coastline, have cleaned about 450 tons of trash accumulated around the mangroves lined from Nerul to Panvel



Lake cleaning drive to clear water hyacinth for a cleaner and healthier aquatic life on World Environment Day

GLOSSARY

Terminology	Definition
AUM	Assets Under Management
CASA	Current Account Savings Account
CBS	Core Banking System
CGFMU	Credit Guarantee Fund for Micro Units
CTI	Cost-To-Income
CV	Commercial Vehicles
DSA	Direct Selling Agent
ETB	Existing-To-Bank
FIG	Financial Institutions Group
GNPA	Gross Non Performing Assets
HL	Housing Loans
IF	Inclusive Finance
JLG	Joint Liability Group
LAP	Loan Against Property
MFI	Microfinance Institution
MHL	Micro Home Loan

Terminology	Definition
NNPA	Net Non Performing Assets
NPA	Non Performing Assets
NTB	New-To-Bank
PAR	Portfolio at Risk
PAT	Profit After Tax
PBT	Profit Before Tax
PCR	Provision Coverage Ratio
PMJJY	Pradhan Mantri Jeevan Jyoti Bima Yojana
PMSBY	Pradhan Mantri Suraksha Bima Yojana
Pre-POP	Pre-Provision Operating Profit
RoA	Return on Asset
RoE	Return on Equity
SA	Savings Account
SBO	Smart Banking Outlets
SFB	Small Finance Bank
TAT	Turnaround Time