

February 01, 2022

BSE Limited

Corporate Relationship Department
25th Floor, Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001.

BSE Scrip Code: 524000

National Stock Exchange of India Limited

The Listing Department,
Exchange Plaza,
Bandra- Kurla Complex, Bandra (East),
Mumbai - 400 051.

NSE Symbol: POONAWALLA

Dear Sir / Madam,

Sub: Investor/ Analysts' Presentation

Ref: Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")

Dear Sir,

Pursuant to Regulation 30 of the Listing Regulations we are enclosing herewith the presentation to be made to the Investors/Analysts on the Unaudited Financial Results of the Company for the third quarter and nine months period ended 31 December, 2021.

The presentation is also being uploaded on the website of the Company at the URL <https://www.poonawallafincorp.com/investor.php#financial-result> in accordance with Regulation 46 of the Listing Regulations.

Kindly take the same on record.

Thanking You,

Yours faithfully,

For Poonawalla Fincorp Limited

(Formerly, Magma Fincorp Limited)



Shabnum Zaman
Company Secretary
ACS: 13918

Encl: A/a

Poonawalla Fincorp Limited

(Formerly known as Magma Fincorp Limited)

CIN: L51504WB1978PLC031813

Corporate Office: 601, 6th Floor, Zero One IT Park, Sr. No. 79/1, Ghorpadi, Mundhwa Road, Pune - 411036 **T:** +91 020 67808090

Registered office: Development House, 24 Park Street, Kolkata - 700016 **T:** +91 033 44017350

E: info@poonawallafincorp.com | **W:** www.poonawallafincorp.com

Poonawalla Fincorp Limited

(Formerly known as Magma Fincorp Limited)

Investor Presentation Q3FY22

Agenda



-
- 1 Executive Summary
 - 2 Business Strategy
 - 3 Business and Financial Update – Consolidated
 - 4 Business and Financial Update – Subsidiary / Joint Venture
 - 5 Shareholding Pattern and Leadership Team

1. Executive Summary

Executive Summary (1/2)



Business



- AUM at **₹15,228 cr** as on 31-Dec-21 | **remains flat** QoQ & YoY | Focused products AUM **↑ 6%** QoQ to **₹11,602 cr**
- Organic disbursement **↑ 28%** YoY and **↑ 19%** QoQ | Business **gaining momentum** with the bouncing back of economy
- Co-Lending / Fintech Partnerships entered with large partners; Small Ticket LAP **launched**; SME LAP **stabilizing**

Financials



- Q3FY22 NIM at **8.8%** | **↑ 25bps** YoY and **↓ 28 bps** QoQ
- Q3FY22 Consolidated PBT of lending business of **₹136 cr** | **↑ 707%** YoY and **↑ 10%** QoQ
- Q3FY22 ROA of lending business at **2.7%** | **↑ 235 bps** YoY and **↑ 18 bps** QoQ

Credit Quality



- Net Credit Cost at **0.05%** for Q3FY22 | **↓ 473 bps** YoY and **↓ 91 bps** QoQ
- Q3FY22 GS3 and NS3 at **3.5%** and **1.8%** vs **4.1%** and **2.0%** in Q2FY22 | PCR at **50.1%**
- Collection efficiency remained above **99%** during Dec-21

Executive Summary (2/2)



Funding & Liquidity



- 100% of eligible term loans **repriced** by **over 160bps** in YTD FY22 | Incremental funding at **sub 6.5%**
- Diversification progressing well - two-thirds of incremental borrowings from foreign, private sector banks and capital markets
- **Ample liquidity** - over ₹4,500 cr as on 31-Dec-21 reflecting six months of outflow
- CRISIL assigned '**AA+/Stable**' long term rating to both, PFL and PHFL

People and Distribution



- Senior **leadership team on board**
- **New business lines - teams hired, trained and deployed.** Well **supported** by credit, risk and IT teams
- **Branch rationalization** progressing **as per plan** and **new locations** being **identified** as per potential

Digital and Risk Management



- Key initiatives in **Data Science & Analytics** covering Sales & Distribution, Credit Underwriting & Risk Monitoring and Collections
- **Portfolio guardrails** put in place for each product segment
- **BRE** based underwriting rolled out for all the products

2. Business Strategy

Management Vision 2025



*“To be a **diversified tech-enabled NBFC** focused on **risk calibrated growth**, with **customer centric approach**, providing a **growth-oriented environment for its people and creating value for the shareholders.**”*

To be amongst **Top 3 NBFCs** for consumer and small business finance

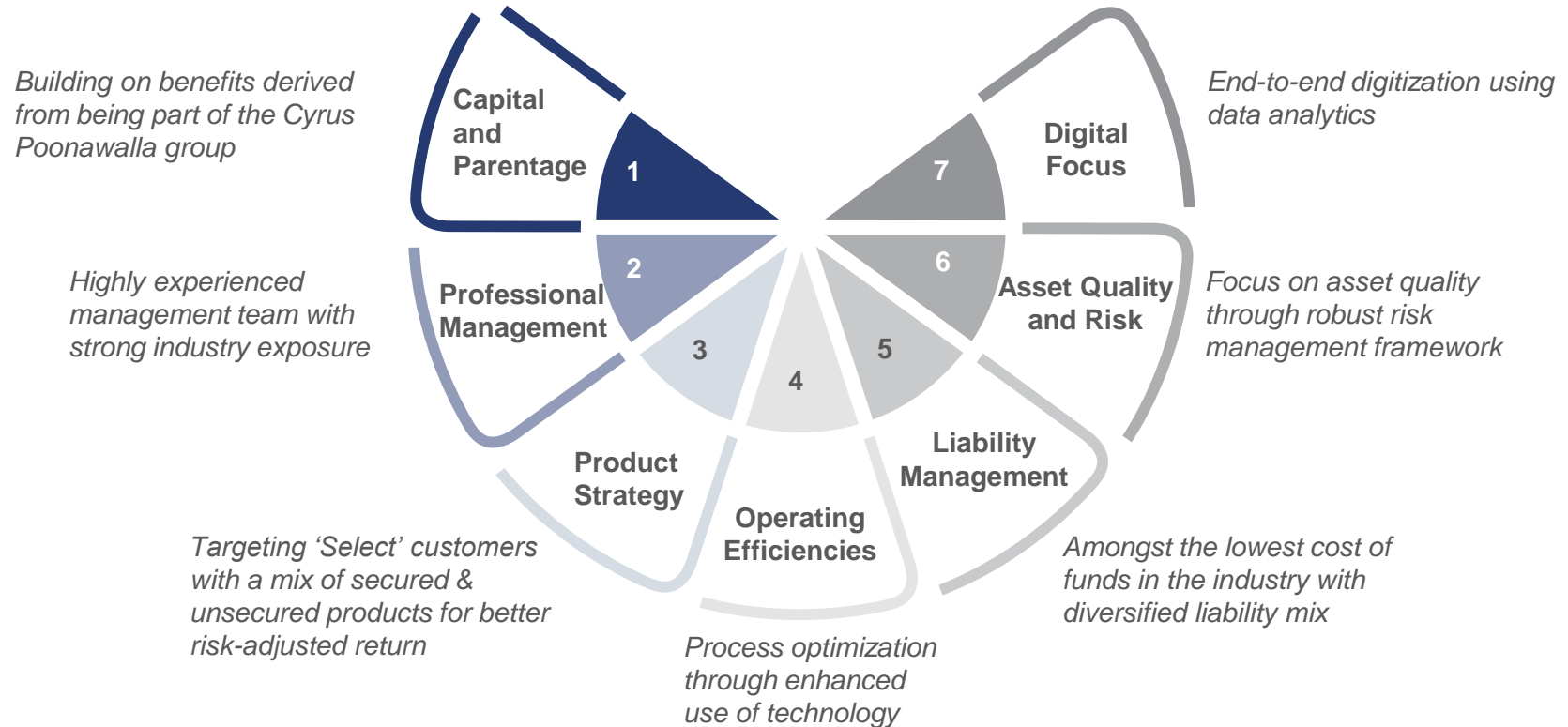
Risk-calibrated accelerated growth **~3x of FY21 AUM**

Amongst the lowest COF in the industry **~250 bps reduction in Borrowing Cost**

Best-in-class Asset Quality; **Net Stage 3 < 1%**

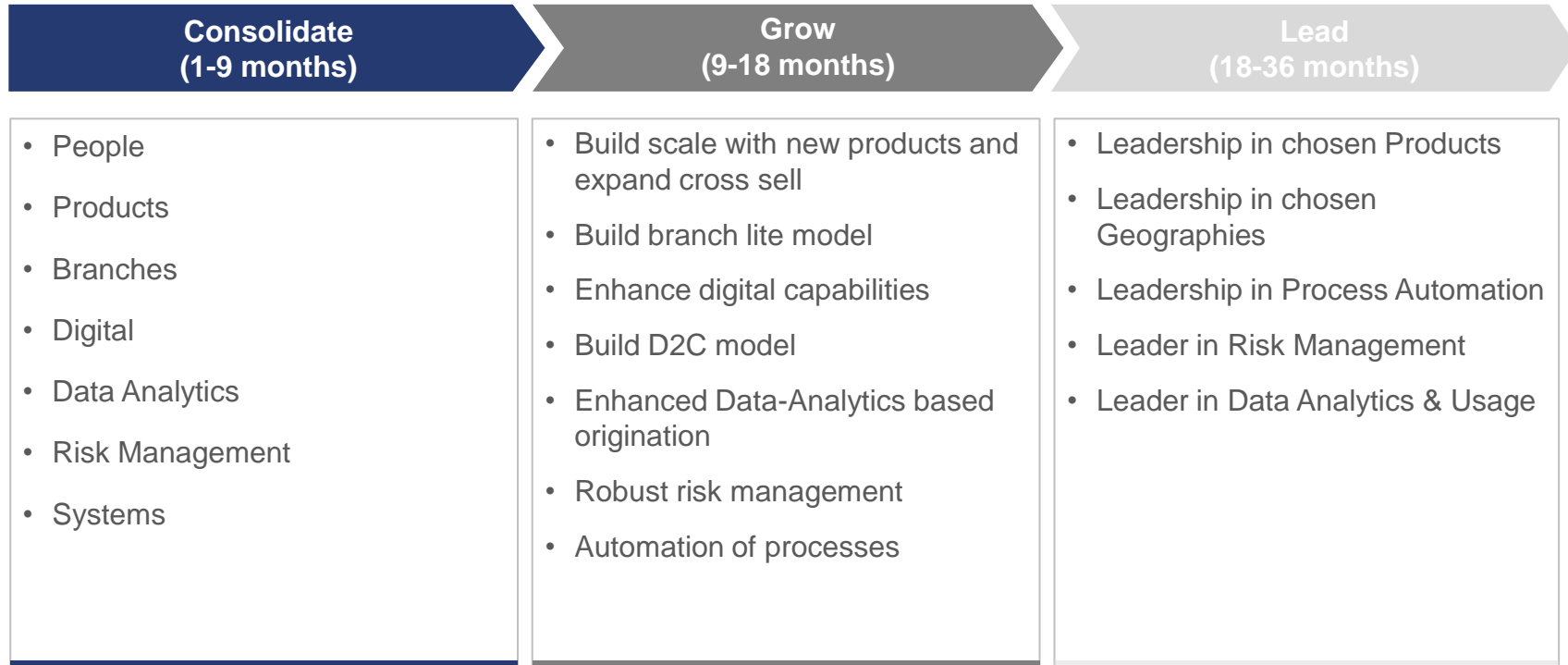
Accelerate the growth trajectory of PHFL followed by **value unlocking through IPO**

Core Strategic Pillars



Phased Strategy Execution

Consolidate-Grow-Lead



Phased Strategy Execution - Update

Consolidate-Grow-Lead



Consolidate (1-9 months)

- People
- Products
- Branches
- Digital
- Data Analytics
- Risk Management
- Systems

People

- Senior leadership **team** on board
- **New business lines** - teams hired, trained and deployed. Well supported by credit, risk and IT teams
- Extensive **rebound program** for skill enhancement

Products

- Multiple Co-Lending / Fintech Partnerships initiated during the quarter with large partners
- Small Ticket LAP **launched**; SME LAP **stabilizing**

Branches

- Branch rationalization progressing as per plan
- New locations identified based on product potential

Digital & Data Analytics

- Digital transformation journey through establishing D2C interface, enabling Partnerships for co-lending and other marketplace opportunities
- Established comprehensive customer lifecycle approach using Data Science

Risk Management & Systems

- **Portfolio guardrails** put in place for each product segment
- **BRE** based underwriting rolled out for all the products

Product Strategy Roadmap

Existing products	Products launched during the year	Product pipeline
Pre-owned Cars	Personal Loan	Consumer Finance
Business Loans	Loan to Professionals	Supply Chain Finance
Affordable Home Loan	SME LAP	EMI Card
Affordable LAP	Co-Lending / Fintech partnerships*	Co-branded Credit Card
	Small Ticket LAP*	Merchant Cash Advance
	Medical Equipment Loan*	Machinery Loan

Focus on Consumer and Small Business Finance to aid further growth

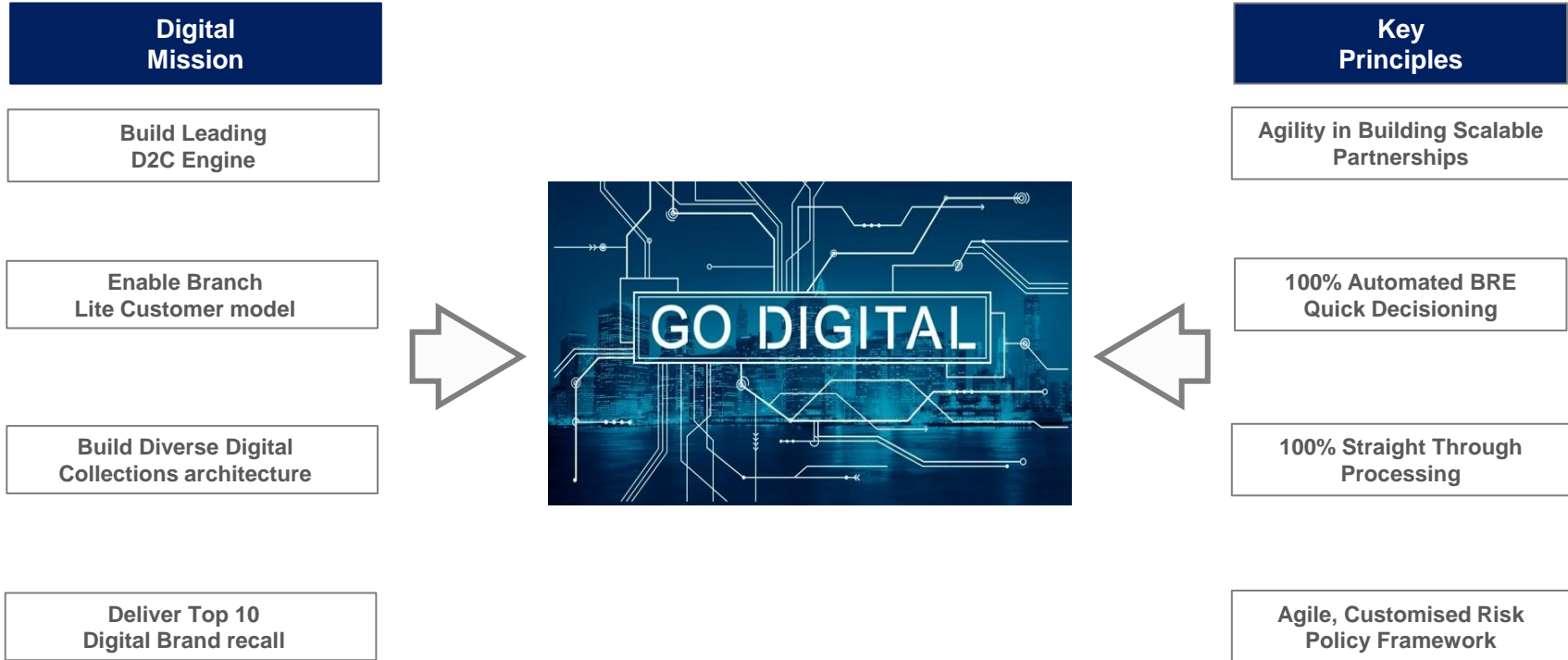
Granular portfolio **Focus on credit tested customers** **Data analytics driven approach** **Cross-sell of fee-based products**

Digital first approach across product lines

* Launched in Q3FY22

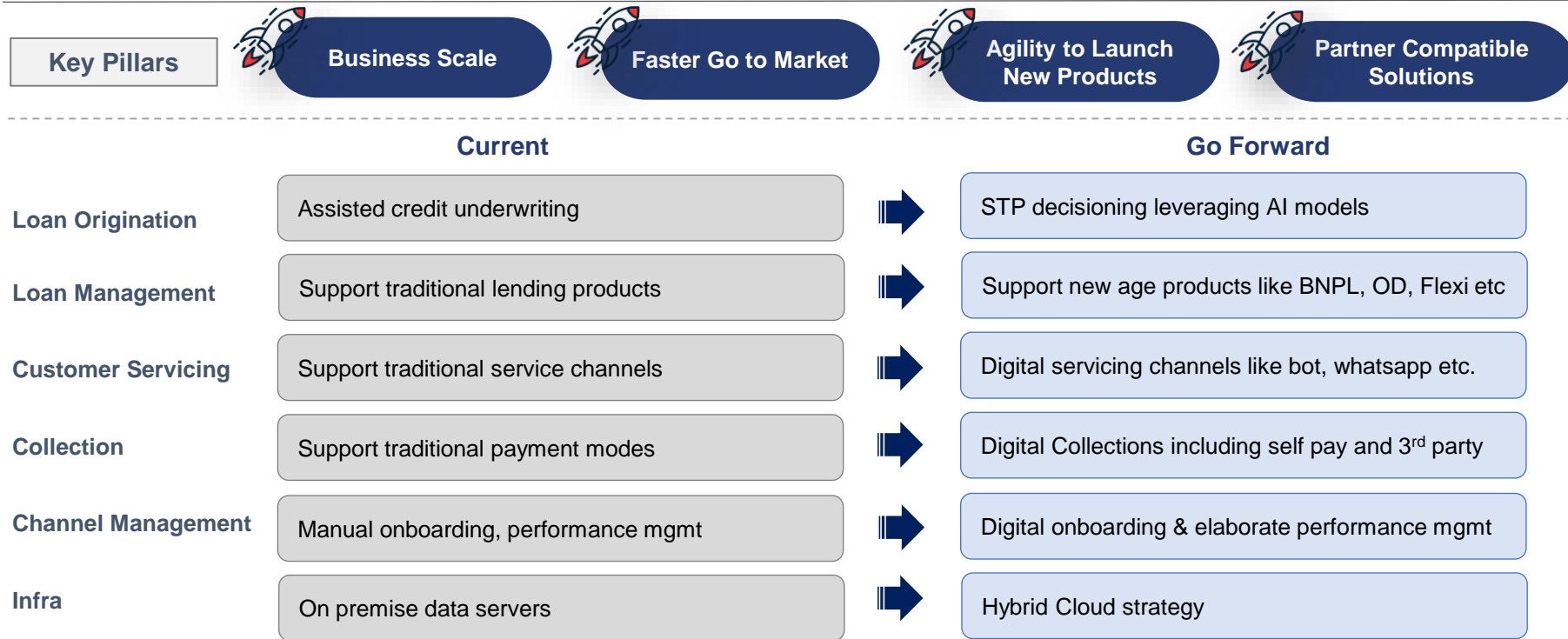
Digital journey architecture

To build a digital first business architecture



Technology architecture

Current landscape & way forward





Sales & Distribution

Key Initiatives

- Identified Geo-Expansion opportunity based on Market Potential, Portfolio Quality and Disbursement Growth using micro-market data
- Developed Risk Scorecards to qualify customers for Pre-Approved offers and Propensity models to sharpen the target audience

Benefits

- Access to high quality customers
- Lower acquisition cost
- Lower credit cost and improved IRR



Credit Underwriting and Risk Monitoring

Key Initiatives

- Enhanced BRE developed for POC and Personal Loan
- Portfolio Deep Dive for BL business using Decision Tree and Vintage Curves leading to rationalisation of policy and improve portfolio quality
- Rationalising ECL model across products to have sharper predicted loss

Benefits

- Cost optimization
- Improved TAT and customer experience
- Policy optimization → Better portfolio quality



Collections

Key Initiatives

- Developing Risk Segmentation of customers to identify early warning and prioritize collection efforts

Benefits

- Reduced bounce
- Lower collection cost
- Improved efficiency of collection setup

Liability Strategy

Pillars for building a resilient liability franchise



Diversification of liabilities

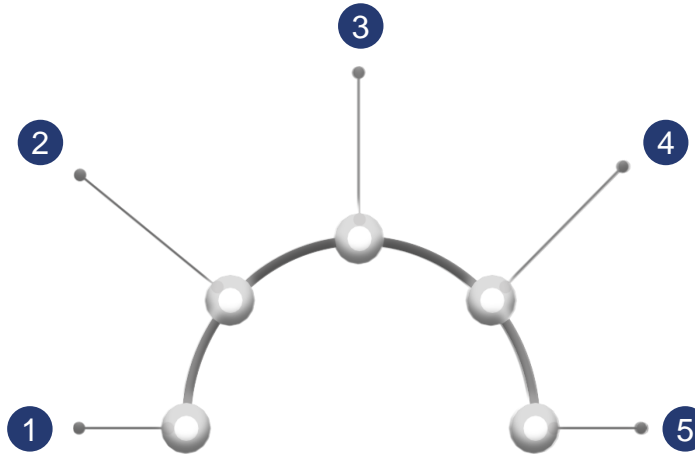
- Two-thirds of incremental borrowings from foreign, private sector banks and capital markets
- Progressive increase in capital market borrowings to reach steady state range of 40%-45%

Robust Liquidity

- Adequate liquidity cushion - over ₹4,500 cr as at 31-Dec-21
- Comfortable LCR maintained

ALM Management

- ALM optimized for liquidity and costs - cumulative positive across all buckets



Credit Rating Enhancement

For PFL & PHFL –
CARE upgraded long-term rating by 2 notches to 'AA+/Stable' in Aug-21;
CRISIL assigned 'AA+/Stable' rating in Jan-22

Optimize Cost of Borrowings

- One of the lowest incremental borrowing cost (currently sub 6.5%) in the industry
- Completed the repricing of all eligible bank borrowings
- High cost borrowings prepaid

3. Business and Financial Update

Business Update (1/2)



Pre-owned Cars (POC)

Continued focus on Fintech Partnership for accelerated growth

Focus towards formal segment customers | Disbursement to the segment increased by 38% QoQ

Overall disbursement increased by 27% QoQ

Maintained Collection Efficiency at **99.7%** in Dec-21

Unsecured Loans

Digital partnerships with a large partner gone live in Q3FY22

Number of locations increased from 59 in Q2FY22 to 97 in Q3FY22

Overall AUM increased by 23% QoQ

Improved Collection Efficiency at **100%** in Dec-21

Business Update (2/2)



Affordable HL and LAP

Geo expansion from 103 in Sep 21 to 113 in Dec-21

Mix of Home Loans disbursement (Units) stood at 71%

Direct Sourcing ratio maintained at >75%

Collection Efficiency at **98.2%** in Dec-21

SME LAP

Channels onboarded increased from 300+ in Q2FY22 to 600+ in Q3FY22

Sourcing commenced at 38 out of 65 identified locations (21 in Q2FY22)

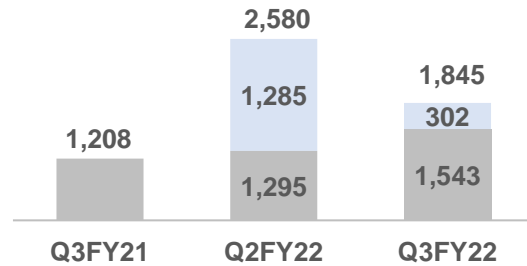
100% of customers onboarded with > 700 CIBIL score

Focus on End to End digital platform

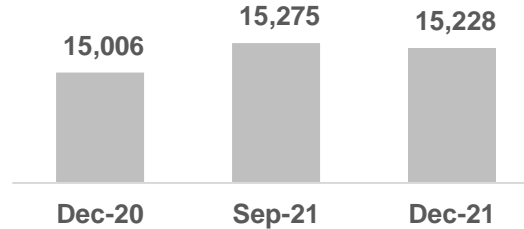
Key Financial Parameters



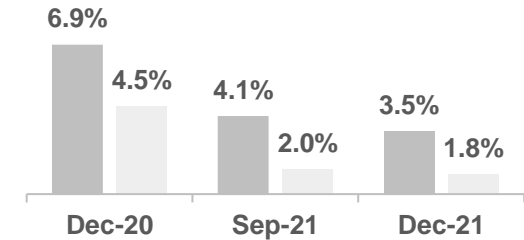
Disbursement



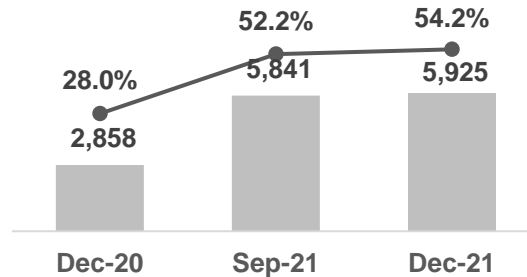
AUM



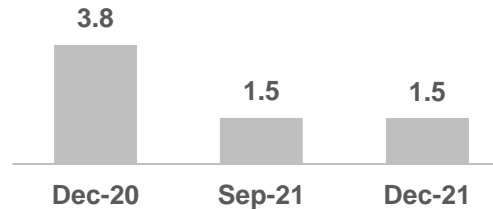
Gross and Net Stage 3 %



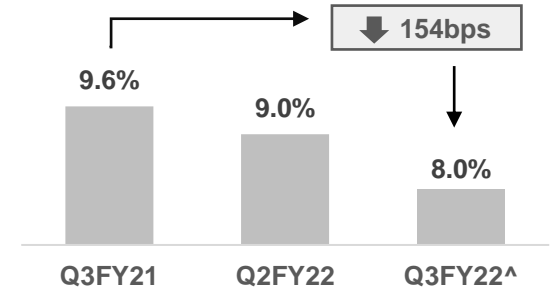
CRAR (Standalone) & Net Worth



Leverage



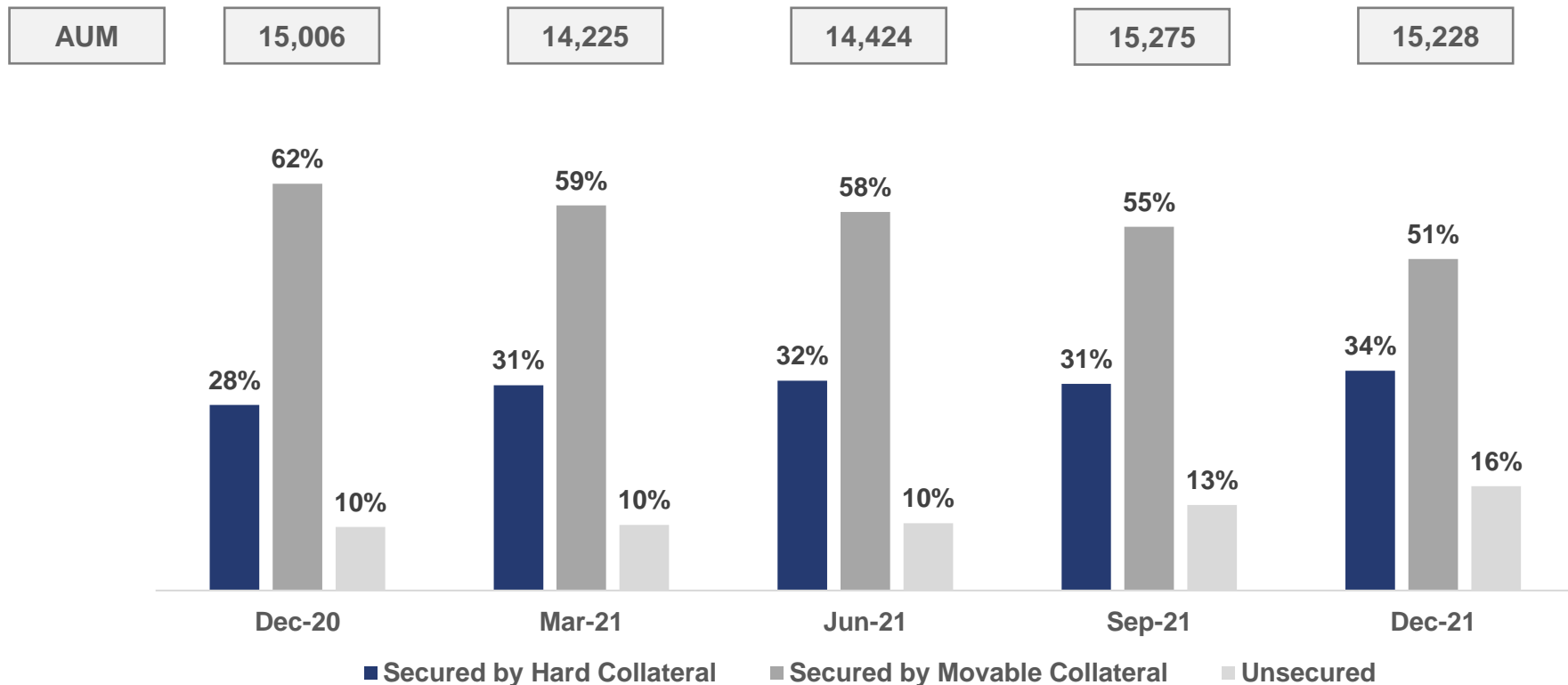
CoB



Well capitalized with ample liquidity to fund future growth

Acquired portfolio

Diversified AUM Mix



Asset Quality – Q3 FY22



	PFL			PHFL			Consol		
	Dec-20	Sep-21	Dec-21	Dec-20	Sep-21	Dec-21	Dec-20	Sep-21	Dec-21
Stage 1 Assets %	78.8%	80.9%	82.4%	90.8%	86.0%	87.3%	81.2%	82.1%	83.7%
Stage 2 Assets %	13.0%	14.3%	13.5%	7.3%	12.1%	10.8%	11.8%	13.8%	12.8%
Stage 1 PCR (%)	1.7%	1.5%	1.7%	0.3%	0.3%	0.5%	1.3%	1.2%	1.4%
Stage 2 PCR (%)	14.4%	17.2%	16.9%	12.6%	13.9%	11.7%	14.1%	16.5%	15.7%
Stage 1 & 2 PCR (%)	3.5%	3.9%	3.8%	1.2%	2.0%	1.7%	3.0%	3.4%	3.3%
Gross Stage 3	874	509	420	53	64	72	927	573	492
Net Stage 3	551	234	200	35	40	45	586	275	245
Gross Stage 3 (%)	8.2%	4.8%	4.0%	1.9%	1.9%	1.9%	6.9%	4.1%	3.5%
Net Stage 3 (%)	5.4%	2.3%	2.0%	1.3%	1.2%	1.2%	4.5%	2.0%	1.8%
Stage 3 PCR (%)	36.9%	54.0%	52.4%	34.8%	37.1%	36.7%	36.8%	52.1%	50.1%
ECL Provision on Total Loan Book	6.2%	6.3%	5.8%	1.9%	2.7%	2.4%	5.3%	5.4%	4.9%

Computed on On Book AUM

- Additional COVID provision stands at ~₹134 cr as on 31-Dec-21 (0.9% of AUM)
- GS3 and NS3 at 3.5% and 1.8% respectively, GS3 ↓ 61 bps and NS3 ↓ 24 bps sequentially | PCR at 50.1%

Asset Quality – Q3 FY22

Impact of RBI circular on IRACP norms



- As on 31-Dec-21, an amount of ₹552 cr will get added to GNPA for regulatory reporting purpose
- Collection efficiency for the aforesaid pool in GNPA stands at 107% in Dec-21
- Provision under Ind AS remains substantially higher compared to IRAC provisioning, even post addition to regulatory GNPA's, as per RBI circular dated 12th November 2021
- Impact of this circular is on classification of assets; there is no economic impact on Asset Quality and Provisioning

Asset Quality

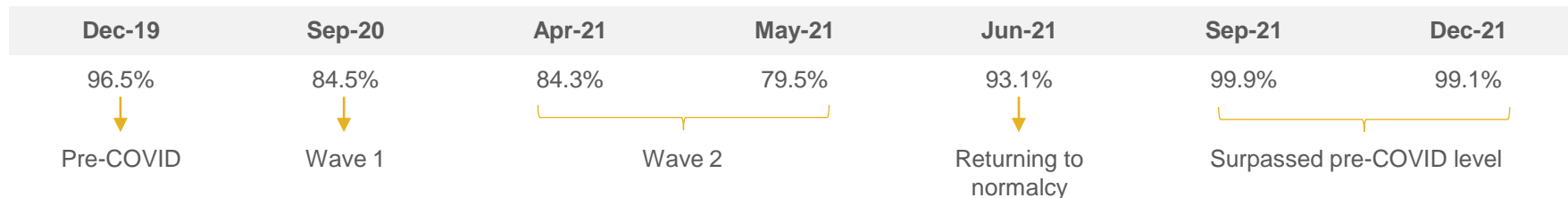
Collection Efficiency surpasses Pre-COVID Level



Restructuring

- Total restructured assets as at 31-Dec-21 was ₹864 cr (5.7% of AUM).
- Out of total restructured assets of ₹864 cr, ₹428 cr (49%) is in 0 bucket. However, for the purpose of asset classification and provisioning, ₹684 cr (79%) of total restructured assets have been classified under Stage 2.
- Provision on restructured portfolio (excluding management overlay provisions for COVID wave 2) stands at ₹157 cr (18%) as on 31-Dec-2021

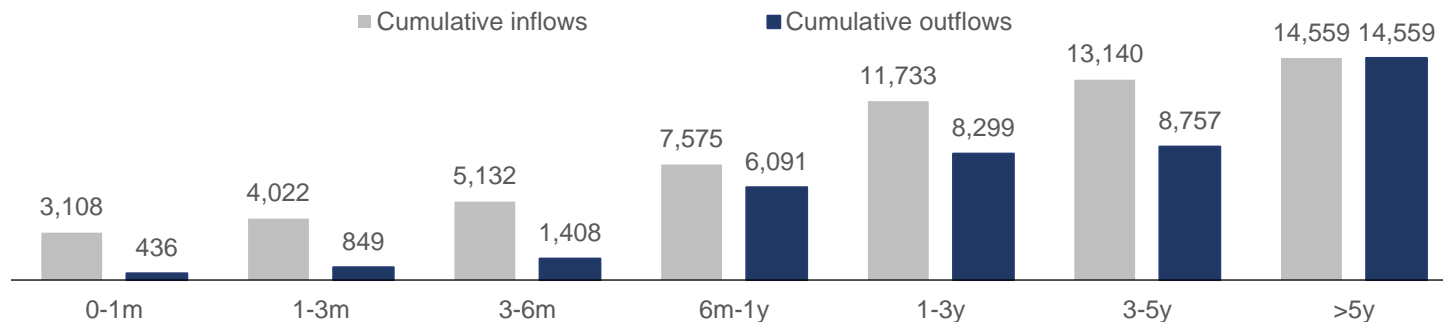
Collection Efficiency Trend



Well matched ALM



Structural Liquidity as on 31-Dec-21



Cumulative Positive Gap	2,672	3,173	3,724	1,484	3,435	4,383	0
Cumulative (%)	612%	374%	264%	24%	41%	50%	0%

- Liquidity as on 31-Dec-21 is ~₹3,200 Cr in the form of cash and cash equivalents and available documented banks lines
- Significant reduction achieved in existing borrowings rates; Incremental cost of borrowing for the Q3FY22 at ~6.5%
- Reduced reliance on short-term debt i.e., working capital; carrying well matched ALM in line with asset maturity profile
- Initiated relationships with Private sector and Foreign banks and strengthened relationships with PSU banks

Profit & Loss Statement - Consolidated



Q3FY22	Q2FY22	Q3FY21	YTFY22	YTFY21	FY21	Particulars	Q3FY22	Q2FY22	Q3FY21	YTFY22	YTFY21	FY21
8.8%*	9.1%	8.5%	8.6%*	7.8%	8.2%	NIM (incl. fee income)	334	336	326	954	915	1,252
5.1%	4.8%	3.3%	4.8%	3.4%	3.6%	Opex [#]	196	177	126	528	397	542
3.6%	4.3%	5.2%	3.9%	4.4%	4.7%	PPOP	138	159	199	426	519	710
0.0%	1.0%	4.8%	0.8%	3.5%	9.6%	Credit cost [#]	2	35	182	89	411	1,464
3.6%	3.3%	0.4%	3.0%	0.9%	-5.0%	PBT for lending business	136	124	17	336	108	-754
-0.2%	0.1%	0.0%	0.0%	0.1%	0.0%	Share of profit in JV	(6)	3	0	2	7	5
3.4%	3.4%	0.5%	3.1%	1.0%	-4.9%	PBT	130	126	17	338	115	(749)
2.5%	2.6%	0.3%	2.3%	0.8%	-3.7%	ROA / Profit After Tax	96	96	13	257	89	(559)
2.7%	2.5%	0.3%	2.3%	0.7%	-3.7%	ROA / PAT for lending business	102	93	13	255	82	(564)

[#] Premium paid under Credit Guarantee scheme clubbed with Credit cost

* Normalized NIM for Q3FY22 and YTFY22 excluding cost towards one time prepayment charges incurred for prepaying high-cost debt is 9.0% and 8.7% respectively

4. Business & Financial Update – Subsidiary / Joint Venture

Poonawalla Housing Finance Limited

(Formerly known as Magma Housing Finance Limited)

(Subsidiary)



Poonawalla Housing Finance Limited

AUM of ₹4,574 Cr as on 31-Dec-21 vs ₹3,709 Cr as on 31-Dec-20; ↑ 23% YoY; ↑ 7% QoQ; 3-year CAGR - 28%

Disbursement of ₹535 Cr in Q3FY22 vs ₹367 Cr in Q3 FY21; ↑ 46% YoY; ↑ 37% QoQ

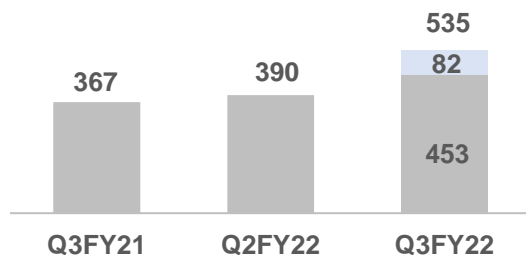
Significant reduction in CoB from 9.6% for Q3FY21 to 8.3% (normalized) for Q3FY22

Received sanction from NHB of ₹725 Cr with fungible limit between AHF and regular refinance

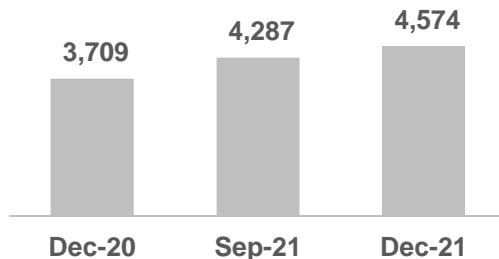
Key Financial Parameters - PHFL



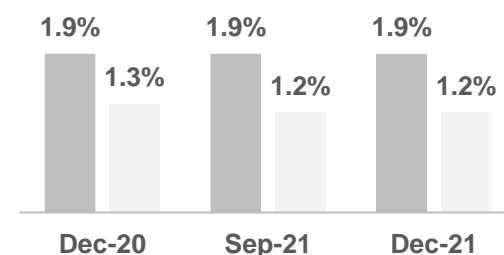
Disbursement



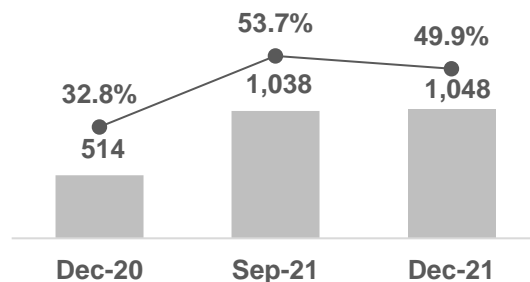
AUM



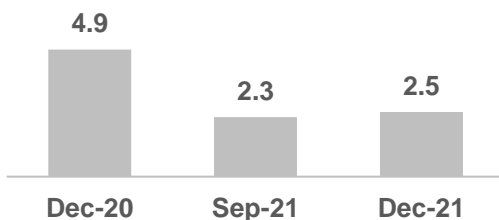
Gross and Net Stage 3 %



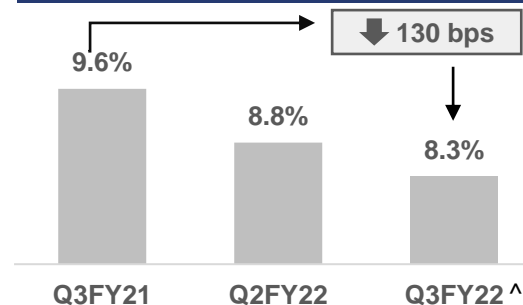
CRAR and Net Worth



Leverage



CoB



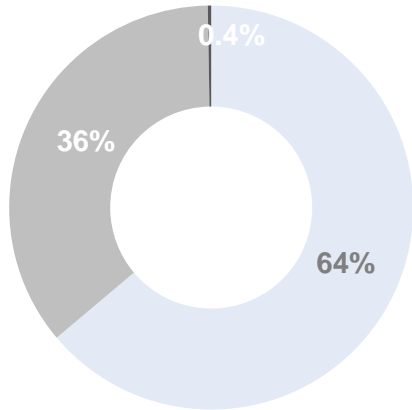
Well capitalized with ample liquidity to finance future growth

Acquired portfolio

Diversified AUM Mix - PHFL

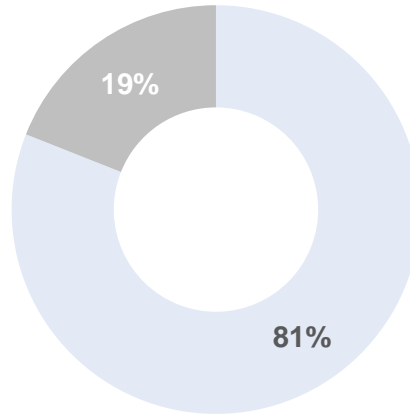


Product-wise



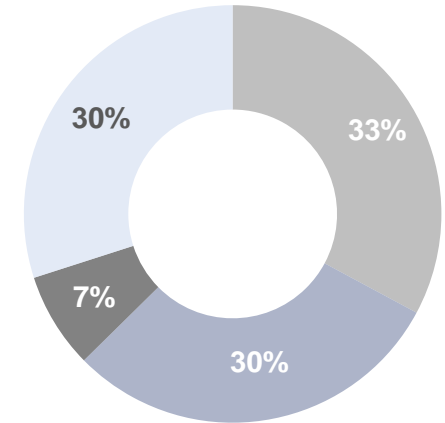
■ HL ■ LAP ■ CF

On book vs Off book



■ On-book ■ Off-book

Zone-wise



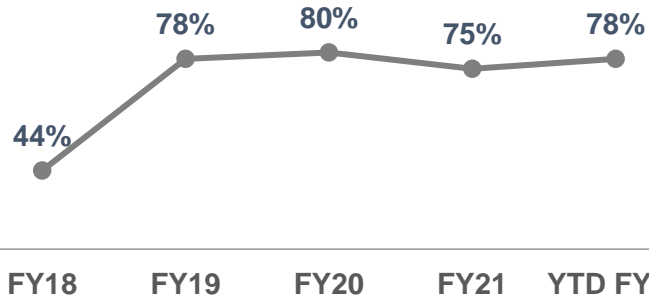
■ North ■ South ■ East ■ West

With the fresh capital infused during the year, the company is poised for accelerated growth in AUM

Business Update - PHFL

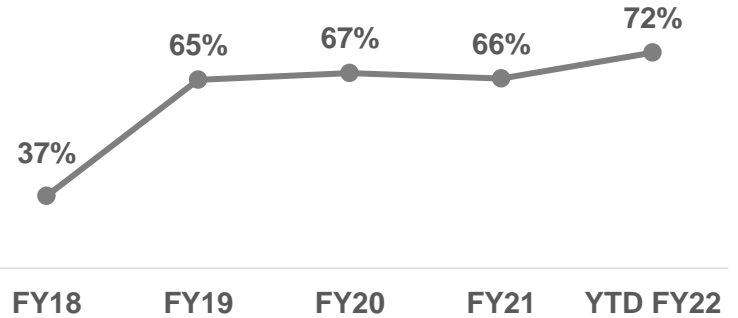


Direct Ratio (Units)



Direct sourcing ratio maintained at >75%

Home Loan Ratio (Units)

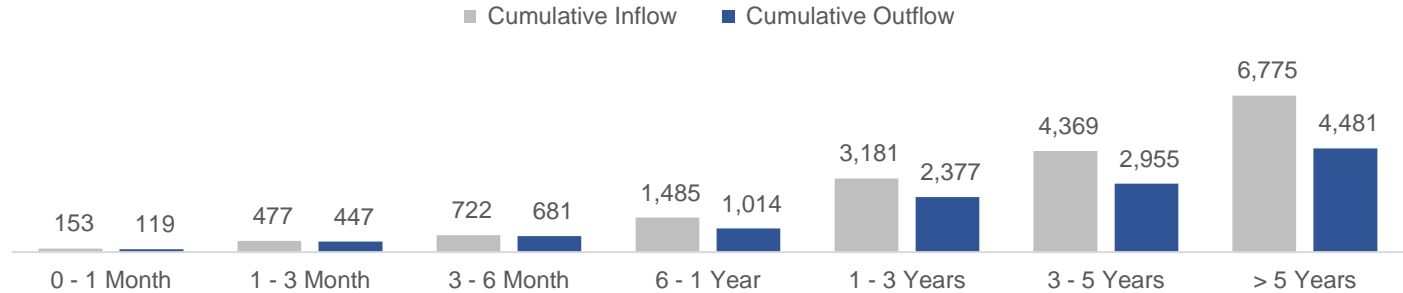


Home Loans Ratio in fresh disbursement has grown from 37% in FY18 to 72% as on YTD FY22

Strong ALM Profile with Adequate Liquidity - PHFL



Structural Liquidity Statement as on 31-Dec-21



Cumulative Gap	34	30	41	471	804	1,414	2,294
Cumulative (%)	29%	7%	6%	46%	34%	48%	51%

- Liquidity as on 31-Dec-21 is ~₹1,300 Cr in form of cash and cash equivalents and undrawn documented credit lines
- Significant reduction achieved in existing borrowings rates; Incremental cost of borrowing for the Q3FY22 at ~5.6% (Incl. NHB Refinance)
- Reduced reliance on short-term debt i.e., working capital; carrying well matched ALM in line with asset maturity profile
- Strengthened relationship with National Housing Bank, PSUs and Private sector banks

The above statement has been prepared in compliance with NHB requirements

Profit & Loss Statement - PHFL



Q3FY22	Q2FY22	Q3FY21	YTFY22	YTFY21	FY21	Particulars	Q3FY22	Q2FY22	Q3FY21	YTFY22	YTFY21	FY21
5.7%*	6.4%	8.4%#	5.6%*	6.3%#	6.8%	NIM (incl. fee income)	63	67	77	181	165	246
3.8%	3.1%	2.9%	3.2%	2.7%	2.8%	Opex	42	32	26	102	72	102
1.8%	3.4%	5.6%	2.4%	3.5%	4.0%	PPOP	20	35	51	79	93	144
-0.7%	1.0%	4.1%	0.4%	2.0%	3.6%	Credit cost	(8)	10	37	14	52	129
2.5%	2.4%	1.5%	2.0%	1.6%	0.4%	PBT	28	25	14	65	42	14
1.9%	1.8%	1.1%	1.5%	1.2%	0.3%	ROA / Profit After Tax	21	19	10	48	31	11

* Normalized NIM for Q3 FY22 and YTD FY22 excluding cost towards one time prepayment charges incurred for prepaying high-cost debt is 6.4% and 5.9% respectively

Normalized NIM for Q3 FY21 and YTD FY21 excluding upfront DA Income would have been 5.8% and 5.4% respectively

Magma HDI General Insurance Limited

(Joint Venture)



Highlights



Wide range of **IRDAI approved products 67+** with multiple add-ons attached to products

Extensive network of **IRDAI approved intermediaries 9200+** across the country

One of the **highest GDPI growth of 36% for 9mFY22** vis-à-vis 10% & 11% growth for private sector and Industry resp.

Moved up “**1**” notch in Industry positioning vis-à-vis private general insurance players in this fiscal year

One of the **lowest Capital burn ratio** as at Q2FY22* amongst the 2nd wave private players

One of the **highest Investment Leverage ratio of 7.5** as at Q2FY22* amongst the 2nd Wave private players

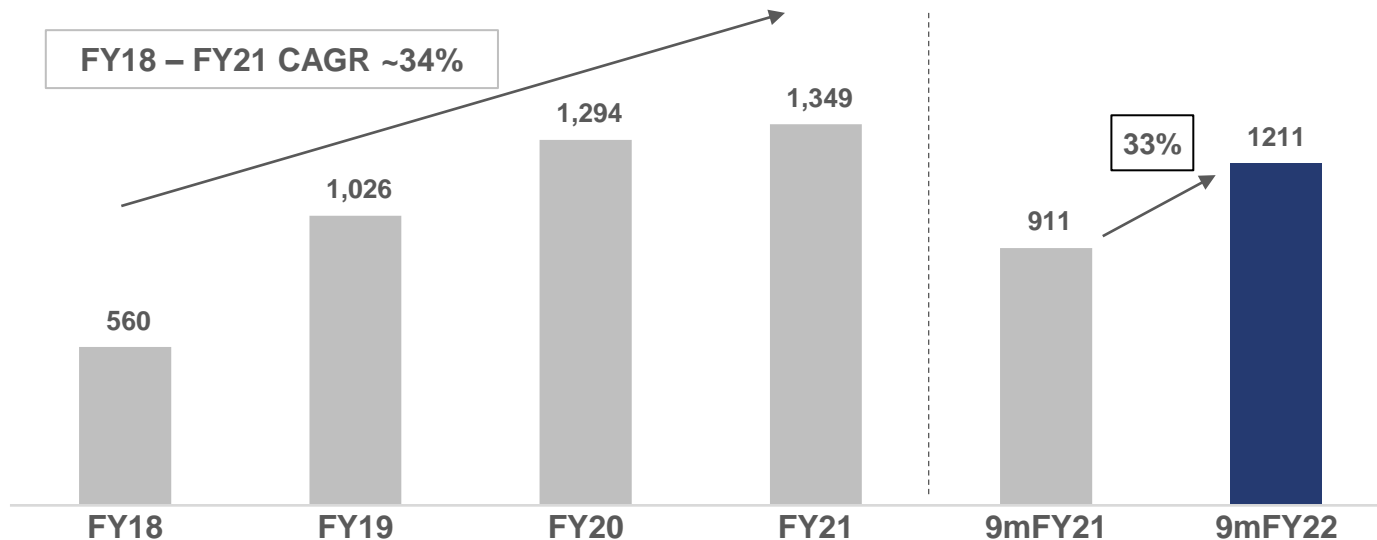
Note : Q2FY22 Peer comparisons are done based on Public disclosures available*

Built on Strong Risk Foundation



Achieved robust growth rate over the years

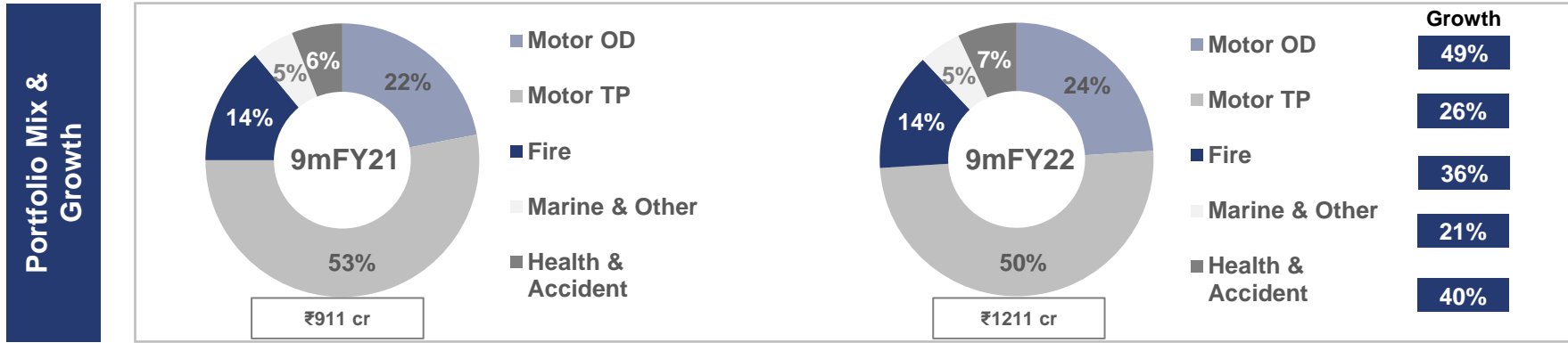
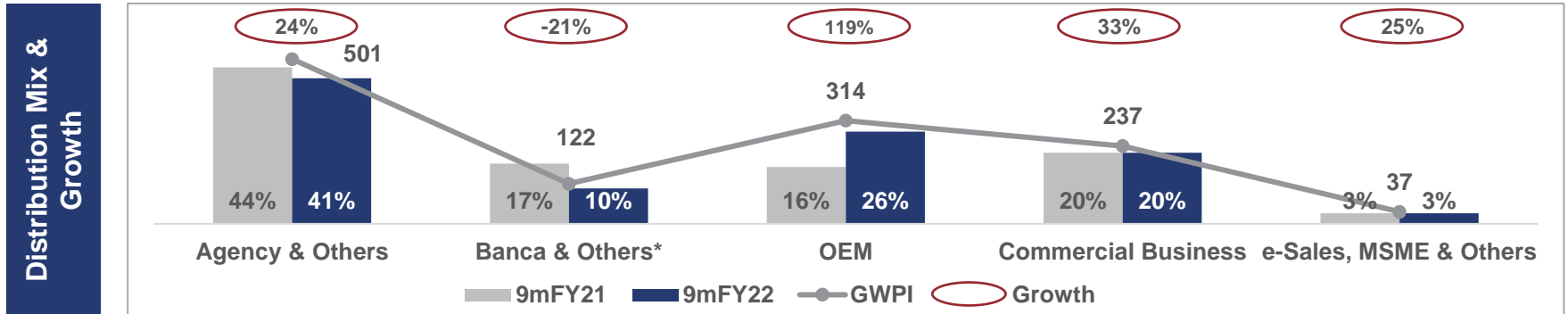
GWPI



GDPI Growth
Industry Growth
GWPI Growth

26%	84%	26%	5%	-4%	36%
17%	13%	12%	6%	3%	11%
32%	83%	26%	4%	-4%	33%

Diversified Distribution & Portfolio Mix



Note : * - Banca & Others GWP is inclusive of Corporate Agency GWPI

Enhancing Distribution Through Partnerships

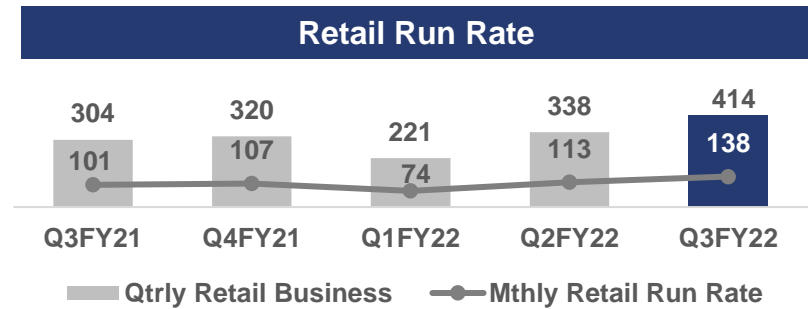
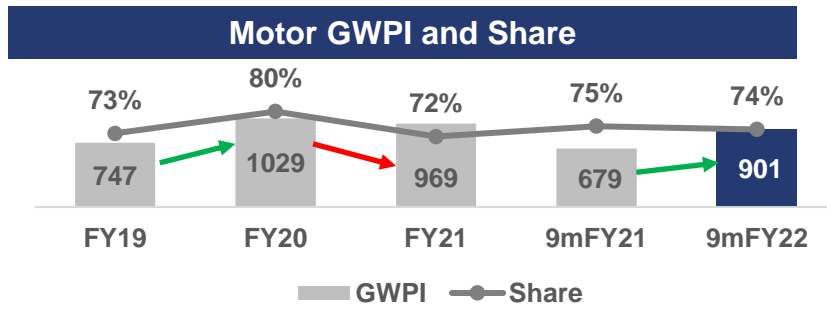


Offices & Channel Partners	FY19	FY20	FY21	9mFY22
Number of Branches	169	170	133	131
Agents + POS* + MISP#	5,028	6,558	7,614	9,286
Corporate Agents	7	13	11	12
OEM^ Tie-ups	1	6	14	20
Number of Districts where policies are issued : 598		Number of Districts where claims are serviced : 577		

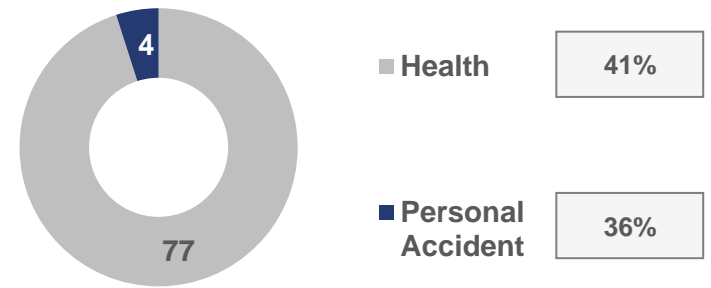
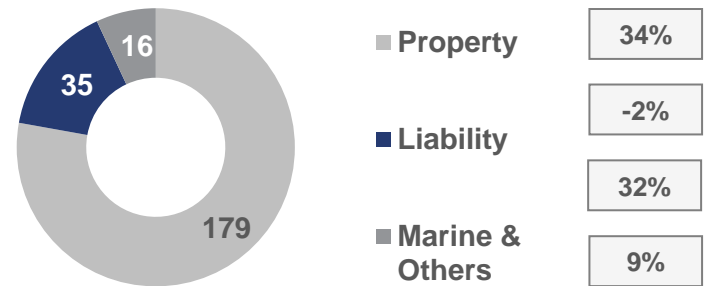
Generating business from over 83% districts with the ability to service claims in more than 80% districts in India through strong use of technology

*POS – Point of Sale, #MISP – Motor Insurance Service Provider; ^OEM - Original Equipment Manufacturer

Focus on increasing Non Motor Portfolio



Commercial and Health GWPI with Growth rates

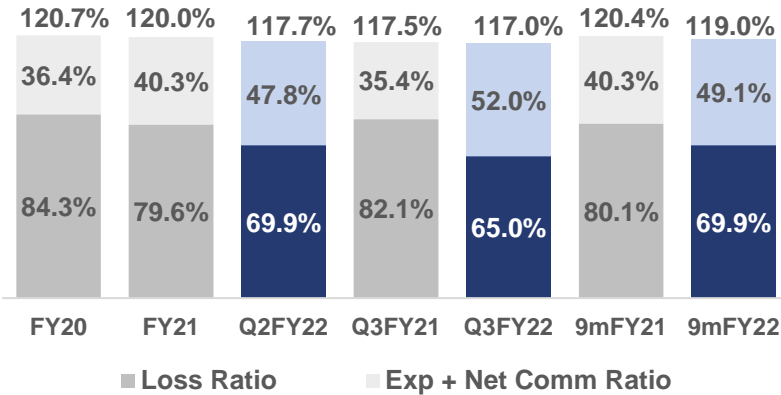


In Q3FY22, the monthly retail run rate is highest in last 6 quarters and contribution of retail business in total business stands at 80% in 9mFY22

Continuous Accretion in Investment Book



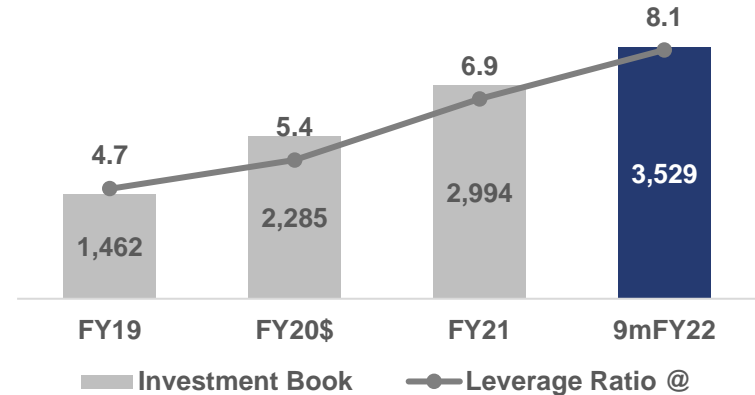
Combined Ratio Movement



Investment Book - Rating Mix

Rating	9mFY22
AAA	96.1%
AA+	3.5%
AA	0.3%
AA-	0.0%
A+ & below	0.1%

Investment Book & Leverage ratio



Solvency for the company stands at 1.61 times as against 1.50 times required by IRDAI

@ - Closing Investment book by closing capital, \$-Partial allotment of share Application money considered in closing capital

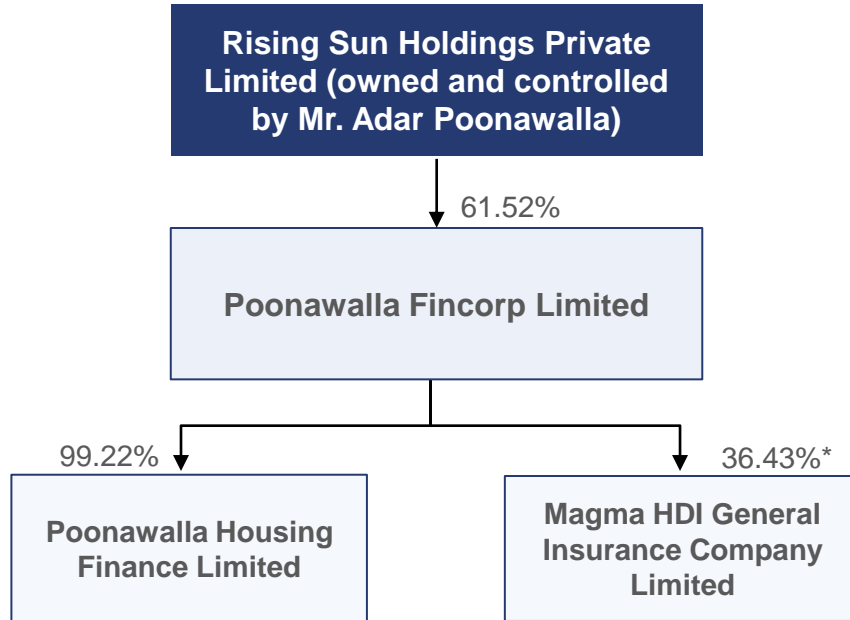
Profit & Loss Statement (Ind AS)



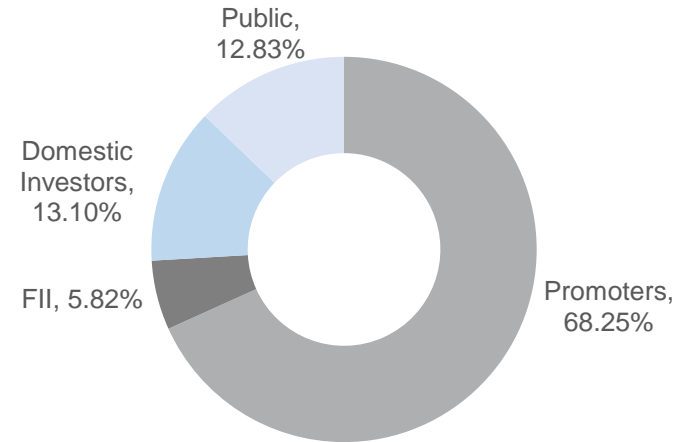
Particulars	Q3FY22	Q3FY21	Q2FY22	YTDFY22	YTDFY21	FY21
Gross Written Premium	488	358	400	1,211	911	1,349
Net Written Premium	321	226	269	771	561	798
Net Earned Premium	232	192	224	659	570	762
Net Claims Incurred	151	149	157	461	457	607
Net Commission	(4)	(12)	(1)	(17)	(38)	(55)
Management Expenses	172	105	130	399	267	382
Impairment loss	0	1	(16)	(16)	25	28
Underwriting Profit	(87)	(50)	(46)	(167)	(141)	(200)
Investment & Other Income	61	52	56	167	167	219
Profit Before Tax	(26)	2	10	(0)	26	19
Profit After Tax	(20)	1	8	(0)	19	15

5. Shareholding Pattern & Leadership Team

Holding Structure & Shareholding Pattern



Shareholding (31-Dec-21)



First listed company in the Cyrus Poonawalla Group; Strong brand and parentage expected to have a positive impact on the company's market presence, creating a preferred brand for customers and employees alike

* During the quarter, Company has accepted Binding offer for sale of its entire shareholding in its Joint Ventures ie Magma HDI General Insurance Company Limited and Jaguar Advisory Services Private Limited (JASPL), subject to requisite regulatory approvals

Board of Directors



Mr. Adar Poonawalla
*Chairman &
Non-Executive Director*



Mr. Amar Deshpande
Non-Executive Director



Ms. Vijayalakshmi R. Iyer
*Non-Executive
Independent Director*



Mr. Bontha Prasad Rao
*Non-Executive
Independent Director*



Mr. Sajid Fazalbhoy
*Non-Executive
Independent Director*



Mr. Prabhakar Dalal
*Non-Executive
Independent Director*



Mr. Sanjay Kumar
*Non-Executive
Independent Director*















Mr. G. Jagan Mohan Rao
*Non-Executive
Independent Director*



Mr. Atul Kumar Gupta
*Non-Executive
Non-Independent Director*

Management Team



	<p>Vijay Deshwal <i>Group Chief Executive Officer</i> Previously, Business Head, Service Sector Group at ICICI Bank</p>		<p>Gaurav Sharma <i>Group Chief Technology Officer</i> Previously, Chief Technology Officer at L&T Financial Services</p>
	<p>Sanjay Miranka <i>Group Chief Financial Officer</i> Previously, CFO at Aditya Birla Finance Limited</p>		<p>Mahender Bagrodia <i>Head-Collections</i> Previously, worked with Tijaya Enterprises Ltd</p>
	<p>Manish Jaiswal <i>MD & CEO - HFC</i> Previously, Head, Risk Advisory, Research & SME Ratings, CRISIL</p>		<p>Rajendra Tathare <i>Chief Credit Officer</i> Previously, Head of Credit Underwriting Fullerton India</p>
	<p>Rajive Kumaraswami <i>MD & CEO - MHDl</i> Previously, Chief Representative Officer - India Liaison office, SCOR Re. India</p>		<p>Sharad Pareek <i>Chief Risk Officer</i> Previously, Policy Head - Consumer Finance at HDB Financial Services</p>
	<p>Ankur Kapoor <i>Group Chief Operating Officer</i> Previously, Head of Operations & Customer Service at Aditya Birla Finance</p>		<p>Manoj Kutty Gujran <i>Chief Compliance Officer (CCO)</i> Previously, CCO and Company Secretary at Poonawalla Finance</p>
	<p>Manish Kumar <i>Group Chief Human Resources Officer</i> Previously, President and CHRO at Ziqitza Healthcare Limited</p>		<p>Anup Kumar Agarwal <i>Chief Internal Auditor</i> Previously, Risk and Audit Head at Poonawalla Finance</p>

Annexure

Profit & Loss Statement - PFL Standalone



Q3FY22	Q2FY22	Q3FY21	YTFY22	YTFY21	FY21	Particulars	Q3FY22	Q2FY22	Q3FY21	YTFY22	YTFY21	FY21
9.8%	9.8%	8.2%	9.6%	8.0%	8.4%	NIM (incl. fee income)	270	269	247	770	747	1,002
5.6%	5.3%	3.3%	5.3%	3.5%	3.7%	Opex [#]	154	145	100	426	325	440
4.2%	4.5%	4.9%	4.3%	4.5%	4.7%	PPOP	116	124	147	344	421	562
0.3%	0.9%	4.9%	0.9%	3.8%	11.2%	Credit cost [#]	10	25	146	76	359	1,335
3.9%	3.6%	0.1%	3.3%	0.7%	-6.5%	PBT	107	98	2	268	63	(773)
2.9%	2.7%	0.0%	2.5%	0.5%	-4.9%	ROA / Profit After Tax	80	74	1	204	48	(578)

[#] Premium paid under Credit Guarantee scheme clubbed with Credit cost

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