Q1’FY27 Earnings presentation

25th July 2026

Sustainable Business Model | Retail Focused | Tech-Led | Customer Centric | Well-Governed

Disclaimer

This presentation has been prepared by AU SMALL FINANCE BANK LIMITED (the "Bank") solely for information purposes, without regard to any specific objectives, financial situations or informational needs of any particular person. All information contained has been prepared solely by the Bank. No information contained herein has been independently verified by anyone else. This presentation may not be copied, distributed, redistributed or disseminated, directly or indirectly, in any manner.

This presentation does not constitute an offer or invitation, directly or indirectly, to purchase or subscribe for any securities of the Bank by any person in any jurisdiction, including India and the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. Any person placing reliance on the information contained in this presentation or any other communication by the Bank does so at his or her own risk and the Bank shall not be liable for any loss or damage caused pursuant to any act or omission based on or in reliance upon the information contained herein. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Further, past performance is not necessarily indicative of future results.

This presentation is not a complete description of the Bank. This presentation may contain statements that constitute forward-looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Important factors that could cause actual results to differ materially include, among others, future changes or developments in the Bank's business, its competitive environment and political, economic, legal and social conditions. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Bank disclaims any obligation to update these forward-looking statements to reflect future events or developments.

Except as otherwise noted, all of the information contained herein is indicative and is based on management information, current plans and estimates in the form as it has been disclosed in this presentation. Any opinion, estimate or projection herein constitutes a judgment as of the date of this presentation and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. The Bank may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes. The accuracy of this presentation is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Bank.

This presentation is not intended to be an offer document or a prospectus under the Companies Act, 2013 and Rules made thereafter , as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended or any other applicable law.

Figures for the previous period / year have been regrouped wherever necessary to conform to the current period's / year's presentation. Total in some columns / rows may not agree due to rounding off.

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

1 KEY UPDATES

2 FINANCIAL HIGHLIGHTS

3 AI & TECH UPDATE

4 BUSINESS UPDATE

5 ABOUT AU SMALL FINANCE BANK

1 KEY UPDATES

2 FINANCIAL HIGHLIGHTS

3 AI & TECH UPDATE

4 BUSINESS UPDATE

5 ABOUT AU SMALL FINANCE BANK

Q1’FY27 – Strong performance in a seasonally soft quarter

Deposits

- ❑ **Deposits grew 24% YoY (3% QoQ) to ~₹1.58 lac cr vs. ~14% estimated growth in private sector banks**
  - CASA deposits grew 22% YoY and 5% QoQ, CASA ratio grew sequentially to 29%
  - Cost of Funds (CoF) declined by 60bps YoY and 1 bps QoQ to 6.48%

Gross loan portfolio

- ❑ **Loans grew 23% YoY (3% QoQ) to ₹1.44 lac cr vs. ~17% estimated growth in private sector banks**
  - Disbursement grew ~42% YoY partially benefiting from growing contribution from newer geographies
  - Secured business (Retail + Commercial) grew 25% YoY and 4% QoQ; unsecured businesses grew 11% YoY and 5% QoQ

Operating efficiency

- ❑ **Cost-to-assets (ex CGFMU premium) at 4.0% compared to 3.9% in Q1’FY26**
  - Reflects strong disbursement growth and ongoing investment in distribution, manpower, branding and tech

Asset quality

- ❑ **Slippages declined 22% YoY to ₹798 cr; GNPA at 2.10%, NNPA at 0.76%**
  - Credit cost, incl. CGFMU premium, improved to 0.8% (vs. 1.4% in Q1’FY26) led by recovery in unsecured; stable trends in secured
  - Includes additional one-time provision of ₹ 23 cr from further strengthening of provisioning policy in selected products

Profitability & Capital

- ❑ **PAT grew by 37% YoY to ₹796 cr; annualized RoA/RoE at 1.7% and 15.6%**
  - NIM expanded by 47 bps YoY to 5.9% from 5.4% in Q1'FY26; On QoQ basis, NIM moderated by 7 bps on reversal of certain seasonal one-offs highlighted in Q4’FY26
  - Core PPoP (ex treasury gains) grew strongly at 41% YoY led by 32% NII growth and 33% growth in core other income
  - Tier I capital ratio at 17.1% and total CRAR at 18.9%

Q1'FY27 – Other highlights

AI & Tech Update

- Tech strategy organized under **Run, Build and Transform** with dedicated teams and leadership
- **Agentic AI platform update**
  - **Gold loan** origination journey built on **proprietary bank-native AI-platform** saw successful rollout in a limited use environment during Q1; **mobile-native journey** is now developed and being rolled out across branches in pilot mode
  - **Building similar AI powered LOS journey for wheels, mortgages, commercial banking, credit cards and PL**
- **Unified Lead platform** launched for AI-led lead aggregation, qualification, and distribution across internal and partner channels
  - Onboarded 25,000+ users with 92% daily active usage
- **New UPI interface** with enhanced features live on AU 0101

Product Initiatives

- **Cross-border banking** - Introduced **zero forex margin with zero bank charges on retail remittances**, enabling customers to transfer money to and from India at transparent exchange rates
- **Credit cards** – Launched 4 new lifecycle-based credit cards, catering to various customer segments

Leadership & HR

- Recognised as "Top 10 – India's Best Companies to Work" by Great Place to Work, 2026
- **Board approved elevation of Mr. Yogesh Jain**, COO, as Deputy CEO, to further strengthen the Bank's leadership structure and management bandwidth
- Bank continued to strengthen the leadership bench with additional industry hires in risk and technology

Distribution

- Bank added net 130 touchpoints QoQ including 16 new liability branches taking **the total touchpoints to 2,920**

Performance summary (1/3)

Deposit and Liquidity at 30th Jun, 2026

Total deposits	₹1,57,727 cr ↑ 24%
CA Deposits	₹8,498 cr ↑ 34%
SA Deposits	₹36,902 cr ↑ 19%
Cost of Funds	6.48% ↓ 60 bps
CD Ratio ex of refinance	80%
LCR Ratio for	119%

Deposits & Cost of Funds

- Liability franchise organized into four verticals - Branch Banking, Commercial banking & Wholesale deposits, Government Banking & Inter-bank, and Financial Institutions group (FIG)
- Focus on three core pillars - Granularity, Stability, and Cost of funds
  - **Granularity:** ~60% of the deposits come from branch banking
  - **Stability:** Stable deposits (CASA + Retail TD + Non-callable Bulk TD) form 79% of total deposits; Within bulk deposits, focus remains on non-callable deposits
  - **CoF:** Declined by 1 bps QoQ to 6.48% from 6.49% in Q4'FY26 led by some residual repricing of retail deposits

CD ratio/Loan to Deposit ratio (LDR)

- CD ratio was 88% at Jun'26 compared to 86% at Jun'25
- After adjusting for loans against which refinance was availed from domestic Development Finance Institutions (DFIs), CD ratio stands at 80% (vs. 79% at Jun'25)

Liquidity Coverage Ratio (LCR)

- Average LCR for the quarter was 119%, same level as Q4'FY26
- Bank carries additional liquidity equivalent to 10-15% of LCR in the form of high-quality, liquid, non- LCR investments

Growth ratio computed on YoY basis, unless specified

Performance summary (2/3)

AU SMALL FINANCE BANK

Advances and asset quality at 30th Jun, 2026

Gross loan portfolio	₹1,44,250 cr ↑ 23%
Gross advances (GA)	₹1,40,461 cr ↑ 26%
GA Yield	13.7% ↓ 37 bps
Gross NPA	2.10% ↓ 37 bps
Net NPA	0.76% ↓ 12 bps
Credit cost - avg. total assets	0.8% ↓ 59 bps
Provisioning coverage (PCR)	85%

Loan Portfolio

- Gross loan portfolio registered a growth of 23% YoY and 3% QoQ
  - Secured businesses (Retail + Commercial) delivered 25% YoY and 4% QoQ growth, led by Wheels, Gold loans, business banking and renewable energy
  - Unsecured businesses (MFI, Credit card, PL) grew 11% YoY and 5% QoQ
  - Commercial banking non-fund book is at ₹11,400+ cr
- Yield on gross advances declined by 6 bps QoQ to 13.7%
  - ~68% of the book is fixed rate; additionally, ~4% book is on floating rates, most of which is currently in fixed interest period

Asset quality and PCR

- Slippages decreased by 22% YoY to ₹ 798 cr (vs ₹ 1,027 cr in Q1’FY26) led by improvement in unsecured book; secured asset slippages remained stable
- GNPA ratio at 2.10% and NNPA ratio at 0.76% vs. 2.47% and 0.88%, respectively as on Q1’FY26
- Annualized credit cost (incl. CGFMU premium) at 0.8% compared to 1.4% a year ago
- PCR, ex of technical write-off, stood at ~64% (~71% after including contingency provisions and benefit from portfolio secured under government guarantee schemes)

Growth ratio computed on YoY basis unless specified; PCR including technical write off

Performance summary (3/3)

Financial performance – Q1’FY27

Net interest income	₹2,695 cr ↑ 32%
Core Other income	₹680 cr ↑ 33%
Operating expenses	₹1,949 cr ↑ 26%
Net Profit	₹796 cr ↑ 37%
BVPS / EPS	₹279/ ₹10.6 ↑ 17%/36%
NIM	5.9% ↑ 47 bps
RoA / RoE	1.7% / 15.6% ↑ 18 bps/ 230 bps
Tier-I / CRAR	17.1%/18.9%

Earnings

- NII grew 32% YoY supported by strong loan growth and expansion in margins by 47 bps YoY
  - NIM moderated by 7 bps QoQ on reversal of certain Q4 one-offs - day count benefit and lower slippages in Q4
- Core other income up 33% YoY driven by higher business volumes and growth in credit card & transaction banking fee
  - Total other income down 15% YoY due to higher treasury gains in Q1’FY26 due to RBI liquidity operations

Operating expenses

- Operating expenses increased 26% YoY, reflecting higher business volumes and investment in distribution, manpower, branding and tech
- Cost-to-asset (excl. CGFMU premium) was at 4.0% vs. 3.9% in Q1’FY26 and 4.1% in Q4’FY26
- Operating leverage continues to play out on underlying basis and expect cost-to-assets to improve on a full year basis

Profitability

- PPoP increased 9% YoY to ₹ 1,435 cr; Core PPoP (ex treasury gains) increased by 41% YoY to ₹1,426 cr
- Provisions down 30% YoY to ₹ 371 cr led by normalisation in unsecured loans
  - Includes additional one-time provision of ₹ 23 cr from further strengthening of provisioning policy in selected products (MFI, PL/BL, EEFI and 2W)
- PAT up 37% YoY to ₹ 796 cr; annualised RoA at 1.7% and RoE at 15.6%

Note: Growth ratio computed on YoY basis unless specified;
NIM is calculated on daily avg. of interest earning assets including off book; for profitability ratios, average total asset is derived by taking average of monthly total assets

1 KEY UPDATES

2 FINANCIAL HIGHLIGHTS

3 AI & TECH UPDATE

4 BUSINESS UPDATE

5 ABOUT AU SMALL FINANCE BANK

Profit & Loss statement

(All Figures in ₹ Crore)	Q1'FY27	Q1'FY26	YoY	Q4'FY26	QoQ	FY26
Income						
Interest Earned	5,303	4,378	21%	5,019	6%	18,636
Interest Expended	2,607	2,334	12%	2,437	7%	9,524
Net Interest Income	**2,695**	**2,045**	**32%**	**2,582**	**4%**	**9,113**
Other Income	689	811	-15%	731	-6%	2,978
Net Total Income	**3,385**	**2,855**	**19%**	**3,313**	**2%**	**12,091**
Expenses						
Employee Cost	1,064	866	23%	1,045	2%	3,828
Other Operating Expenses	885	678	31%	917	-3%	3,154
Operating Expenses	**1,949**	**1,543**	**26%**	**1,962**	**-1%**	**6,982**
Core PPoP	1,426	1,012	41%	1,369	4%	4,720
PPoP	**1,435**	**1,312**	**9%**	**1,352**	**6%**	**5,109**
Provisions	371	533	-30%	269	38%	1,615
Profit Before Tax	**1,064**	**779**	**37%**	**1,082**	**-2%**	**3,494**
Tax expenses	268	198	35%	250	7%	838
Profit After Tax before exceptional items	**796**	**581**	**37%**	**832**	**-4%**	**2,656**
Exceptional Items*	-	-	N.A	-	N.A	15
Profit After Tax	**796**	**581**	**37%**	**832**	**-4%**	**2,641**

Note: Exceptional Items includes ₹20 cr (pre-tax) provisioning arising from the implementation of the New Labour Code

Other Income

(All Figures in ₹ Crore)	Q1'FY27	Q1'FY26	YoY	Q4'FY26	QoQ	FY26
Loan Assets Processing & Other Fees	344	262	31%	375	-8%	1,299
General Banking, Cross Sell & Deposits related fees	186	157	19%	242	-23%	871
Credit Card	99	57	74%	85	16%	263
Transaction Banking & Forex Income	48	33	46%	44	8%	149
Miscellaneous	3	2	31%	1	138%	7
Core Other Income	**680**	**511**	**33%**	**748**	**-9%**	**2,589**
Income from Treasury Operations	9	300	N.A	-17	N.A	389
Total Other Income	**689**	**811**	**-15%**	**731**	**-6%**	**2,978**
Other Income as % of Net Interest Income	**26%**	**40%**	**N.A**	**28%**	**N.A**	**33%**

Key ratios

Particulars		Q1'FY27	Q1'FY26	Q4'FY26	FY26
Margins	NIM	5.9%	5.4%	6.0%	5.7%
	Gross advance yield	13.7%	14.1%	13.8%	13.9%
	Cost of funds	6.48%	7.08%	6.49%	6.75%
Cost efficiency	Cost-to-assets ratios (excl. CGFMU)	4.0%	3.9%	4.2%	4.1%
	Cost to Income ratio (excl. CGFMU)	56.6%	53.7%	58.6%	57.4%
Balance sheet	CD ratio (excl. refinance)	80%	79%	80%	80%
	LCR	119%	123%	119%	120%
	Tier-I ratio	17.1%	18.2%	16.9%	16.9%
	CRAR	18.9%	20.0%	18.7%	18.7%
Asset quality	GNPA	2.10%	2.47%	2.03%	2.03%
	NNPA	0.76%	0.88%	0.74%	0.74%
	Credit cost (incl. CGFMU)	0.8%	1.4%	0.6%	1.0%
	PCR (excl. technical w/off)	64%	65%	64%	64%
	PCR (incl. technical w/off)	85%	83%	85%	85%

Balance sheet

(All Figures in ₹ Crore)	30th Jun'26	30th Jun'25	YoY	31st Mar'26	QoQ
Liabilities					
Shareholders Fund	20,885	17,800	17%	19,974	5%
Deposits	1,57,727	1,27,696	24%	1,52,661	3%
Borrowings	13,419	10,649	26%	13,872	-3%
Other Liabilities and Provisions	5,093	4,668	9%	5,291	-4%
Total Liabilities	**1,97,125**	**1,60,813**	**23%**	**1,91,797**	**3%**
Assets					
Cash and Bank Balances	8,483	8,510	0%	8,523	0%
Investments	45,793	38,344	19%	44,794	2%
Advances	1,38,572	1,09,834	26%	1,34,276	3%
Fixed Assets	1,473	1,276	15%	1,436	3%
Other Assets	2,803	2,850	-2%	2,768	1%
Total Assets	**1,97,125**	**1,60,813**	**23%**	**1,91,797**	**3%**
Securitised Assets	**3,789**	**6,010**	**-37%**	**4,286**	**-12%**

- RWA to Total Assets stands at ~61% as on 30th Jun'26

RoA Tree

RoA Tree %	Q1'FY27	Q1'FY26	Q4'FY26	FY26
Net Interest Income	5.6%	5.2%	5.6%	5.4%
Other Income	1.4%	2.1%	1.6%	1.8%
Net Total Income	7.1%	7.3%	7.2%	7.2%
Cost to Assets	4.1%	3.9%	4.3%	4.2%
PPoP	3.0%	3.3%	2.9%	3.0%
Credit Cost	0.8%	1.4%	0.6%	1.0%
PBT	2.2%	2.0%	2.4%	2.1%
Tax	0.6%	0.5%	0.5%	0.5%
PAT/ RoA	**1.7%**	**1.5%**	**1.8%**	**1.6%**
RoE	**15.6%**	**13.3%**	**17.0%**	**14.2%**
EPS (₹)	**11**	**8**	**11**	**35**
BVPS (₹)	**279**	**239**	**267**	**267**

RoA Tree is computed basis the monthly average of total assets

Asset quality - NPA movement

Figures in ₹ cr

NPA movement	Q1'FY27	Q1'FY26	Q4'FY26
Opening GNPA	2,756	2,477	2,881
Additions during the period*	798	1,027	659
Less: Recoveries & Write Offs during the period	605	753	784
Closing GNPA	**2,948**	**2,751**	**2,756**

NPA summary	Q1'FY27	Q1'FY26	Q4'FY26
Gross NPA	2,948	2,751	2,756
Less: Cumulative Provisions	1,889	1,780	1,766
Net NPA	1,060	971	990
Gross NPA Ratio	2.10%	2.47%	2.03%
Net NPA Ratio	0.76%	0.88%	0.74%
Provision Coverage Ratio	**85%**	**83%**	**85%**
Provision Coverage Ratio (Excluding technical write-off)	64%	65%	64%
Write offs	**240**	**435**	**259**

- ~7.7% of the gross advances are covered under various government guarantee schemes; CGFMU coverage on MFI book is ~96%
- PCR stands at ~71% post including contingency provisions and benefit from portfolio secured under government guarantee schemes

*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 got subsequently upgraded/write off within the same quarter are excluded

Overview of total provisions

Figures in ₹ cr

Particulars	Jun'26			Mar'26		
	Loan Amount	Provisions	Coverage	Loan Amount	Provisions	Coverage
GNPA	2,948	1,848	63%	2,756	1,725	63%
Covid related restructuring (Standard)	217	36	17%	231	38	16%
Contingency provisions		37			38	
Floating provisions		41			41	
Stressed and contingencies provisions	**3,165**	**1,962**		**2,987**	**1,842**	
Provisions towards Standard Assets		476			457	
Total Provisions		**2,438**			**2,299**	
Provisions as a % of gross advances		**1.74%**			**1.69%**	

Tech strategy: Aligning technology investment to business impact

AU SMALL FINANCE BANK

Our technology strategy positions the Bank for sustainable, technology-led growth by balancing resilience, cost discipline, digital scale, and long-term transformation through data, analytics, and AI

1. Run the Bank: Protect the core and improve operating leverage

- Maintain a resilient, secure, and scalable technology foundation with 99.9%+ application uptime to protect customer trust and business continuity
- Improve operating leverage by driving efficiency across core platforms, infrastructure, and support processes
- Keep near-term investment discipline, focus on incremental upgrades, modernization of critical components, and architecture benchmarked for scalability

2. Build the Bank: Scale digital adoption and reduce cost-to-serve

- Strengthen workflows and applications to support near-term business expansion, faster turnaround times, and improved productivity
- Increase straight-through processing and direct-to-customer digital engagement to reduce manual effort and lower cost-to-serve
- Deepen investment in the digital layer to accelerate customer adoption, improve service consistency, and create a scalable platform for future products

3. Transform the Bank: Create a future-ready, data and AI-led institution

- Build a modern technology stack aligned with the Bank's 3–5 years vision, enabling agility, faster product innovation, and category leadership
- Convert enterprise data into a strategic asset through data lake, strong governance, and analytics use cases that improve risk and growth
- Scale AI initiatives for measurable business values, such as productivity, risk decisioning, customer service, and operational control
- Sustain disciplined investment in data, AI, cybersecurity, and digital infrastructure to build efficiency and create long-term differentiation

Build: Digital evolution and automation

Digital Platform Extension

- A modern, cloud-native, API-driven architecture supports real-time processing, scalability and faster execution — **AU 0101 now processes more than 90% of the Bank's total transactions and service requests**
- **Extended digital platforms to dealers and partners** for digital sourcing and processing — live for vehicle finance and digital loans, with more retail loan journeys to follow
- **Launched an enhanced real-time payments (UPI) interface** on AU 0101 version 2.0

Acquisition Funnel Optimization

- **Built a unified cross-lead platform for AI-led** lead aggregation, qualification and distribution across internal and partner channels; onboarded 25,000+ users with 92% daily active usage
  - **Integrated seamlessly with AU's native lead management system**, enabling a single workflow for customers engagement and lead capture, improving productivity and conversion
- **Launched a propensity-driven engagement engine** for intelligent prioritization and personalized servicing, with pre-approved journeys live across credit cards, personal loans, and vehicle finance

Process and Workflow Automation

- **Expanded the enterprise workflow platform to retail credit cards**, leveraging the automation built for vehicle and PL
- **Embedded AI-driven customer profiling and recommendations** into onboarding journeys, enabling contextual cross-sell from day one
- **Piloted AI-powered collections workflows** with intelligent case allocation and channel selection, enhancing recovery efficiency, productivity, and customer engagement
- **Scaled AI-led workflow automation** across Finance, Risk, Compliance, Audit, and employee productivity functions, improving efficiency, strengthening governance, and enabling a scalable digital operating model

Transform strategy: Advancing an AI-native technology stack

We continue strengthening the Bank's native AI architecture so AI scales safely, economically and sustainably. Our edge isn't the number of AI agents we deploy — it's the strength, flexibility and control of the architecture underneath them

1. Bank-Native AI Platform

- Continued **investment in a proprietary, bank-native AI platform** built for secure, enterprise-scale adoption across every business function

2. Framework- and Model-Agnostic Architecture

- The platform is evolving to support multiple agentic frameworks, enabling fast adoption of emerging AI innovation without vendor lock-in
- Multiple AI models run in tandem, reducing single-model dependency and limiting concentration and outsourcing risk

3. Deterministic AI for Enterprise IP Protection

- Deterministic AI keeps business intelligence and proprietary knowledge inside the Bank's controlled environment — strengthening data protection and building durable competitive differentiation

4. Enterprise-Wide AI Transformation

- AI-led transformation is extending beyond lending into customer onboarding, multi-asset origination and next-generation customer service

Transform: Agentic AI in action across the Bank (1/2)

Customer onboarding

Retail Assets:

- ❑ Scaling our agentic AI-led gold loan origination platform across branches and launching a mobile-native journey — validating AU's AI-first lending strategy
  - Extending the same platform to mortgages, bringing AI-powered origination to a more unified lending ecosystem
- ❑ Reimagining vehicle finance (Wheels), credit card and personal loan journeys with Salesforce through AI-native workflows — for faster decision, stronger customer experience and better operating efficiency

Commercial Assets:

- ❑ Building an agentic AI platform to accelerate deployment of AI use cases across the commercial banking loan origination system
  - A scalable, multi-model architecture unlocks enterprise data, integrates with core systems, and accelerates AI adoption at scale

Liabilities:

- ❑ Piloting an AI-led savings account onboarding journey on the existing ACE onboarding platform

Transform: Agentic AI in action across the Bank (2/2)

Customer Service

- Deployed an enterprise-scale voice-AI platform across 11 languages, backed by AI-powered sentiment analytics and agent-augmentation tools
- Scaling AI-led engagement - roughly 1 million outbound calls processed in four months, with a roadmap to automate about 25% of total call volume
- Expanding AI-led servicing across voice, email and collections to sharpen turnaround times, customer experience, workforce productivity and operating efficiency

AI Centre of Excellence (COE)

- An AI Centre of Excellence is institutionalizing enterprise-wide AI transformation and scaling high-impact use cases across the organization
- Driving AI-first process transformation across support functions - 50+ use cases focused on automation, productivity and operational efficiency
- Embedding AI across the employee lifecycle - hiring, onboarding, training and workforce enablement
- AI-assisted development for 200+ engineers is accelerating innovation cycles and technology delivery

Transform: Data platform and engineering, built for scale

Data Engineering & Business Dashboards

- Built an enterprise data lake consolidating internal and external sources — incl. credit bureau and consent-based data-sharing frameworks — to power real-time dashboards and apps such as Customer 360 and operational monitoring
- A centralized query builder gives the Bank controlled, self-service access for ad hoc data extraction
- Building AI-enabled natural-language querying so authorized business users can build queries, dashboards and reports and access real-time insight, independently

Customer 360: Customer One View

- One platform consolidating customer attributes, accounts, services, relationships, transactions and analytical insight
- A unified view of customer profitability across products and channels — revenue, cost-to-serve and value contribution — sharpening focus on high-value customers, pricing and portfolio returns
- Gives teams a fuller picture of the customer, enabling more personalized, relevant interactions grounded in engagement history
- Live for Customer service, with bank-wide rollout underway

Transform: Data science and analytics

Analytics for Unsecured Loans

- Strengthened underwriting analytics for unsecured loans with underwriting scorecards covering 100% of new and existing customers, drawing on credit bureau data, consent-based data-sharing insights, transaction data and banking behavior
- Propensity-led models scaled pre-approved personal loan offers more than 3x month-on-month over the past year
- Behavioral scorecards for credit cards support post-acquisition strategy, limit enhancement and transaction whitelisting
- Predictive targeting identifies credit card customers likely to take up Xpress Loans or EMI offers

---

Analytics for Secured Loans

- Deployed bureau- and application-based scorecards for personal car loans, taxi loans, small commercial vehicle (SCV) loans and vehicle refinance
- Extending the same analytics capability to mortgages to strengthen underwriting and portfolio decisions
- Early-stage, with positive outcomes expected soon

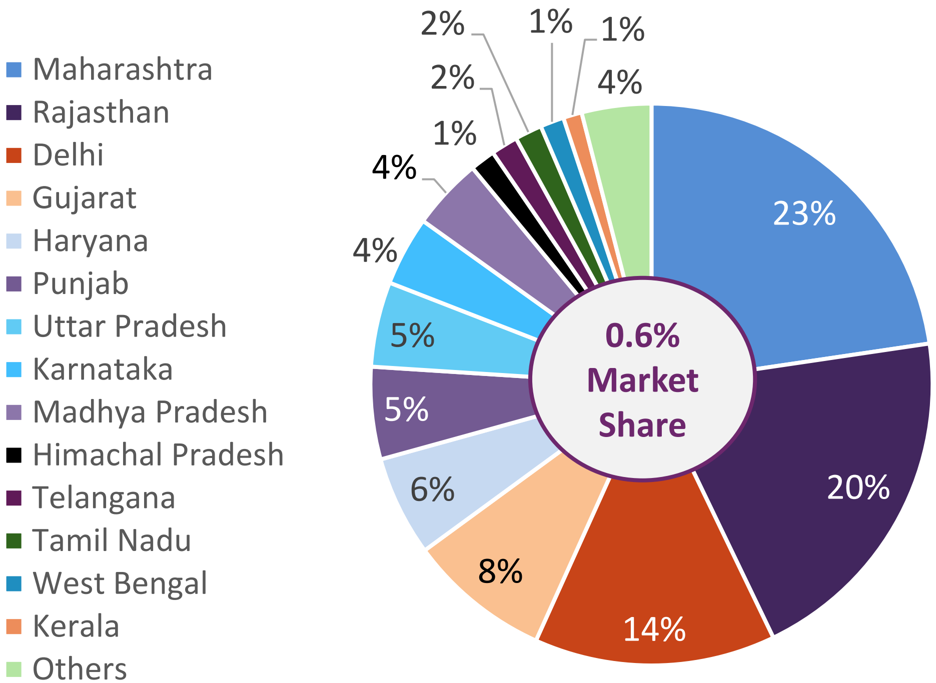
Analytics for Fraud and AML

- ML-based risk assessment model auto-closes about 70% of monthly AML alerts — strengthening our AML framework while improving productivity and enabling leaner operations
- Implemented MuleHunter.ai, an AI/ML model developed with a leading regulatory innovation partner, to detect and prevent mule accounts — with positive early results
- Partnering with market experts to validate models and scorecards

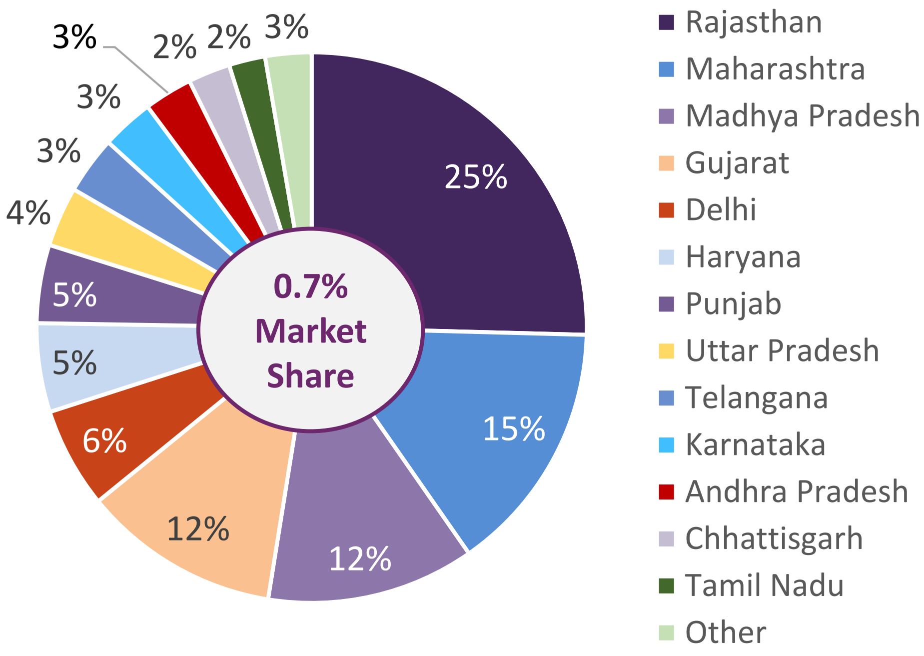
Geographic distribution of deposits & advances

All figures are as on 30th Jun'26

Deposits



Gross Loan Portfolio (GLP)



Garnering deposits from Urban markets and disbursing in Core markets

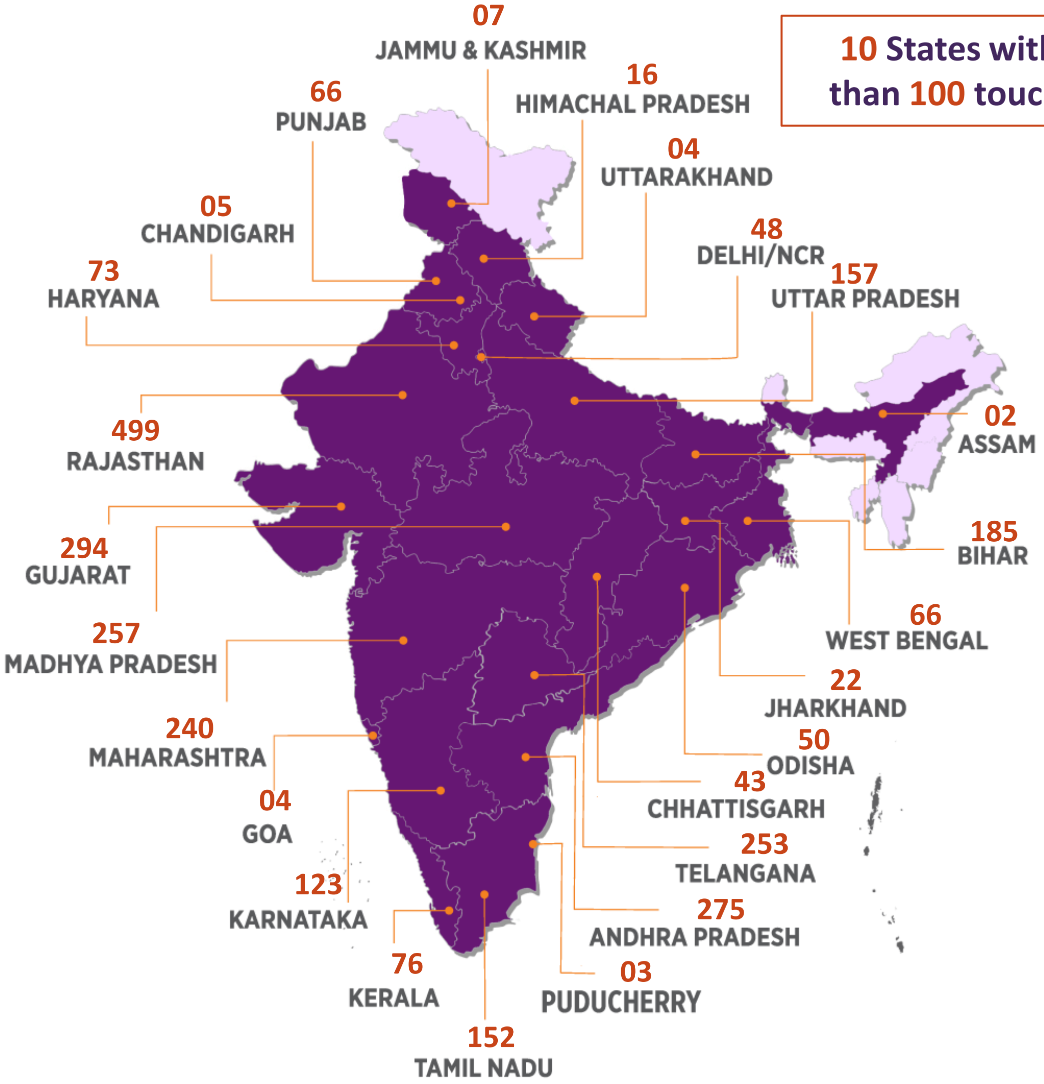
% Share in	Deposits	GLP
Core markets	17%	62%
Urban markets	83%	38%
Total	100%	100%

Market share is calculated on figures available in RBI weekly supplement data as on 30th Jun'26; Core Markets are smaller centres in rural/semi-urban which typically have a local economy built around agriculture and small businesses, and which have traditionally been our traditional markets for lending; Urban markets are other than core markets (both are as per internal classification)

Pan-India geographic presence

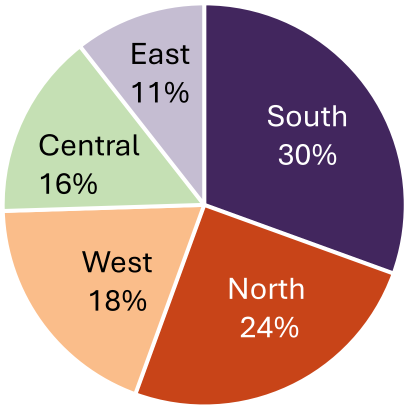
21 States and 4 UTs	2,920 Touchpoints	521 Districts	514 Urban Branches	778 ATMs

10 States with more than 100 touchpoints



	Branches	Asset Centres	BO + BC + Unbanked
2,920 Touchpoints	723	1,269	928
Net 130 touchpoints added in Q1'FY27	20	63	47

Region wise Touchpoints

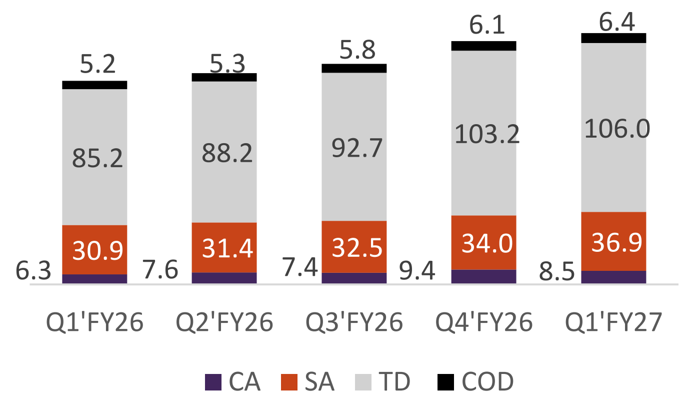


Map is for representative purpose only; highlighted purple ( ) states & UT's represent the presence of AU's physical touchpoint

Deposit book snapshot

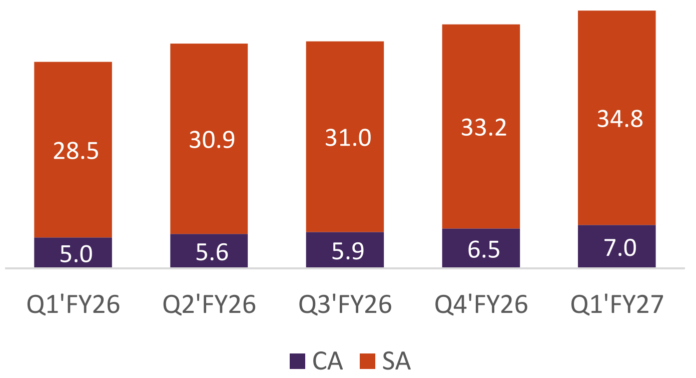
(₹ in '000 Crore)

Deposit mix

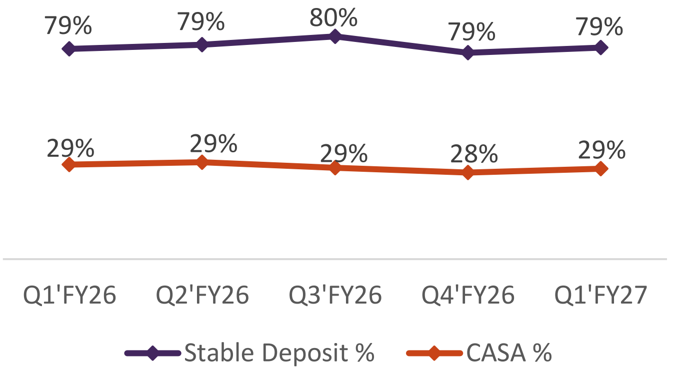


Daily average CASA balance

(₹ in '000 Crore)



CASA ratio & Stable deposit* ratio



Complete product bouquet across channels

Segmented offering	Branch bkg. channels	Other channels	Cross sell products	Unsecured credit	Secured loans
Ivy, Eternity, Royale, Platinum - Banking programs for SA and CA accounts	NRI, TASC, Video Banking, Enterprise Salary	Government & inter-bank, Wholesale, NBFC & FIG	Payments, QR, Insurance, Wealth solutions, Transaction Banking, Trade and Forex	Credit card, Personal loans and OD products	Housing Loan, Car Loan, Business Loan & Working Capital

Note: *Stable deposit % includes (CASA + Retail TD + non-callable bulk TD) / Total Deposits

Asset book snapshot

₹ in cr

Segments	Q1'FY27			Q1'FY26			YoY Growth	Q4'FY26			QoQ Growth
	GLP	GA Yield (%)	Gross NPA (%)	GLP	GA Yield (%)	Gross NPA (%)		GLP	GA Yield (%)	Gross NPA (%)	
Retail Secured Assets	96,485	14.2%	2.4%	78,739	14.4%	2.7%	22.5%	92,742	14.2%	2.4%	4.0%
Commercial Banking	32,789	10.3%	0.9%	24,501	10.9%	1.0%	33.8%	30,968	10.4%	0.8%	5.9%
Inclusive Banking	7,488*	25.2%	3.6%	6,506	25.1%	4.2%	15.1%	7,150	25.2%	3.8%	4.7%
Digital Unsecured	3,145	14.5%	3.5%	3,051	15.0%	8.3%	3.1%	2,949	14.2%	4.2%	6.6%
Others	4,343	7.9%	0.4%	4,827	7.9%	0.3%	-10.0%	6,518	8.0%	0.3%	-33.4%
Total	**1,44,250**	**13.7%**	**2.10%**	**1,17,624**	**14.1%**	**2.47%**	**22.6%**	**1,40,327**	**13.8%**	**2.03%**	**2.8%**

- Gross Loan Portfolio (GLP) includes assigned loan book (off book) of ₹3,789 cr in Q1'FY27 (vs ₹6,010 cr in Q1'FY26 and ₹4,286 cr in Q4'FY26), mostly from Wheels and MSME
- *96% of MFI book (part of Inclusive banking) is covered under government guarantee program under CGFMU

Note: Segment classification - Retail Secured Assets (Wheels, Mortgages and Gold Loans); Commercial Banking (Business Banking, EEFI, REG and Renewable Energy); Inclusive Banking (MFI, FPO Financing and SMF); Digital Unsecured Loans (Credit Cards and Personal Loans); Others includes ODFD, Inter-bank Term Lending, TREDS, rundown SME book

GA means Gross Advances; GNPA is reported on Gross Advances

Breakdown of customer assets – additional disclosure

(All figures in ₹ cr)		30th Jun'26	30th Jun'25	YoY	31st Mar'26	QoQ
Consumer Assets		**65,974**	**57,850**	**14%**	**63,958**	**3%**
- Mortgages[1]	*Retail*	*43,318*	*38,654*	*12%*	*42,438*	*2%*
- Auto (Cars, 2W)	*Retail*	*19,511*	*16,145*	*21%*	*18,571*	*5%*
- Credit Cards	*Retail*	*2,248*	*2,327*	*-3%*	*2,196*	*2%*
- PL, BL	*Retail*	*896*	*725*	*24%*	*753*	*19%*
Commercial Assets		**56,216**	**42,153**	**33%**	**53,304**	**5%**
- Commercial Vehicles (CV/CE/3W/Taxi)	*Retail*	*23,427*	*17,652*	*33%*	*22,336*	*5%*
- Business Banking (MSME)	*Commercial*	*18,727*	*15,638*	*20%*	*17,641*	*6%*
- EE&FI	*Commercial*	*5,777*	*4,100*	*41%*	*5,713*	*1%*
- REG	*Commercial*	*5,233*	*3,396*	*54%*	*5,011*	*4%*
- Renewable Energy	*Commercial*	*3,052*	*1,368*	*123%*	*2,603*	*17%*
Rural Assets		**17,716**	**12,794**	**38%**	**16,547**	**7%**
- MFI[3]	*Retail*	*7,488*	*6,506*	*15%*	*7,150*	*5%*
- Tractor finance	*Retail*	*5,681*	*4,308*	*32%*	*5,456*	*4%*
- Gold loan	*Retail*	*4,547*	*1,980*	*130%*	*3,941*	*15%*
Others[2]		**4,343**	**4,827**	**-10%**	**6,518**	**-33%**
Total GLP		**1,44,250**	**1,17,624**	**23%**	**1,40,327**	**3%**
Credit substitutes		1,010	560	**80%**	1,040	**-3%**
Total customer assets		**1,45,260**	**1,18,184**	**23%**	**1,41,367**	**3%**

- Retail Banking verticals forms 74% and Commercial Banking verticals forms 23% of total loan assets

1. Includes Home loans, MBL and LAP; 2. Includes ODFD, inter-bank term lending, TREDS & SME, SME (run-down); 3. MFI book includes FPO and SMF
Credit substitutes include lending to NBFCs in the form of CP and NCD and form part of investments
Basis internal classification and subject to changes

AU SFB: Scaled, profitable, with ‘in-principle’ approval for Universal Bank

AU SMALL FINANCE BANK

❑ A high-quality, well-governed banking franchise with an ‘in-principle’ approval for transition to Universal Bank

- Founded in 1996 as a vehicle financier, AU built strong capabilities in serving underserved, self-employed customers across semi-urban and rural India; Over the last nine years, AU has evolved into India’s largest SFB with strong governance and risk management track record

❑ Scalable & sustainable retail-led business model with execution track-record

- A scaled, retail loan book which is largely secured (>90%), well diversified (10+ business lines) with a pan-India distribution (~2900 touchpoints) having best-in-class, through the cycle risk adjusted yields; underpinned by a strong and granular deposits franchise built from ground up
- Deposits and advances CAGR at 45% and 34% respectively, with avg RoA of 1.6% and avg RoE of 14.2% over the last 9 years

❑ Stable, founder-led leadership with institutionalized governance

- Entrepreneurial culture, institutionalized governance and leadership stability enabled AU to scale consistently while retaining agility, discipline and a long-term customer focus
- Deep leadership bench of young talent with ~10 years average tenure with AU

❑ Digital-first platform driving efficiency and scalability

- Strong Tech and digital architecture with no legacy systems; Early mover on AI-led initiatives to provide sustained operative leverage

❑ Large headroom for growth

- ~0.7/0.6% market share → significant runway across loans and deposits respectively
- Strong positioning in underpenetrated underserved retail, MSME and informal segments

Right to Win : Customer insight × Distribution × Digital × UB transition (in-principle approval)
45% Deposit CAGR | 34% Loan CAGR | 1.6% RoA | 14.2% RoE | >90% Secured Book

Long-term performance trajectory remains strong

1996	2017	2021	2024	2025	2026
Started as a vehicle financier	Commenced operations as an SFB	Launched Digital Bank, video banking and Credit cards	Acquired Fincare SFB	In-principle approval for Universal Bank	Advancing towards becoming an AI-powered bank

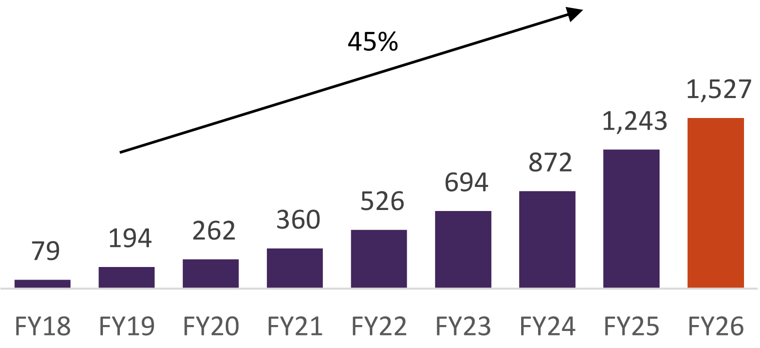
Metric	FY18	Jun’26	Multiple
Customer base	7.5 Lacs	125 lacs+	**16.7×**
Employees	11,151	58,478	**5.2×**
Touchpoints	474	2,920	**6.2×**
Deposits	₹7,923 cr	₹1,57,727 cr	**19.9×**
Gross loan portfolio	₹16,256 cr	₹1,44,250 cr	**8.9×**
Shareholders’ funds	₹2,281 cr	₹20,885 cr	**9.2×**
Total assets	₹18,833 cr	₹ 1,97,125 cr	**10.5×**
Profit after tax	₹292 cr	₹2,856 cr*	**9.8×**
EPS	₹5	₹38*	**7.4×**
BVPS	₹40	₹279	**7.0×**

*PAT and EPS is calculated for Trailing 12 months

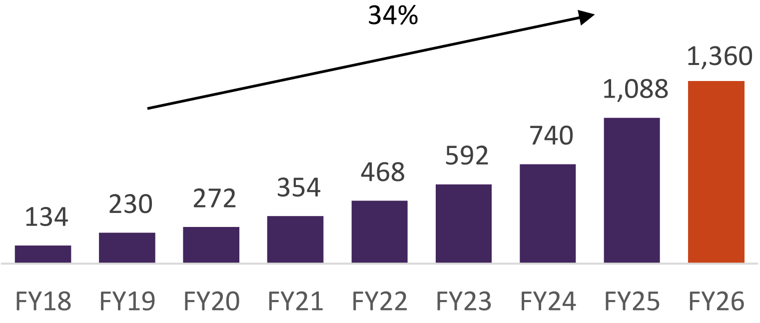
With consistent and strong execution track record….

₹ in Bn

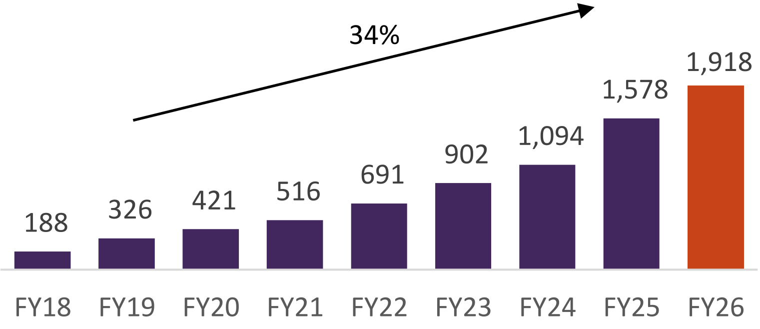
Deposit



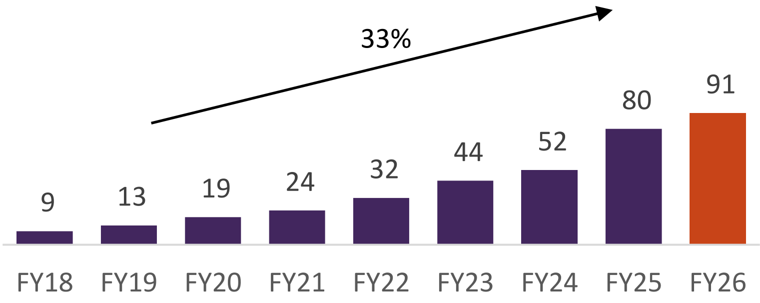
Gross advances



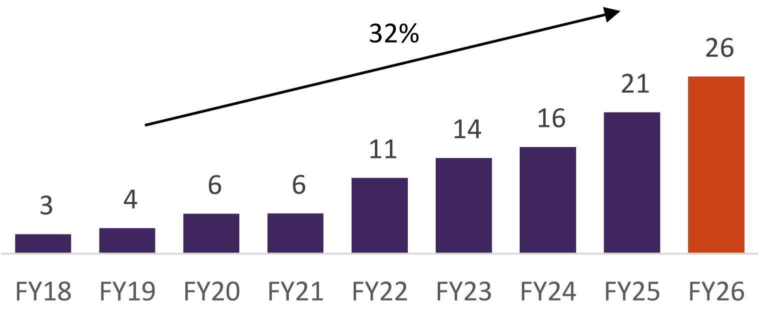
Total assets



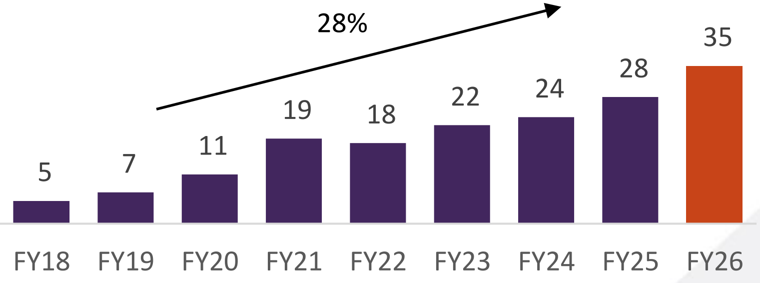
Net interest income



PAT*



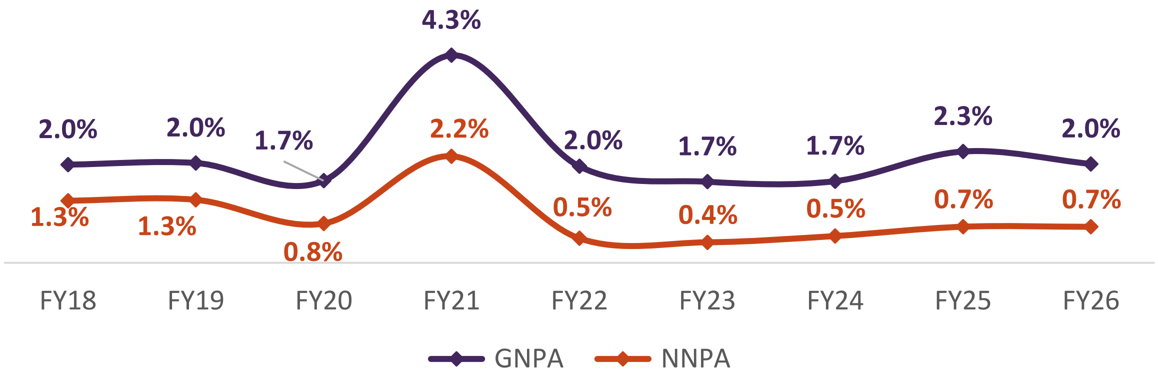
EPS in ₹*



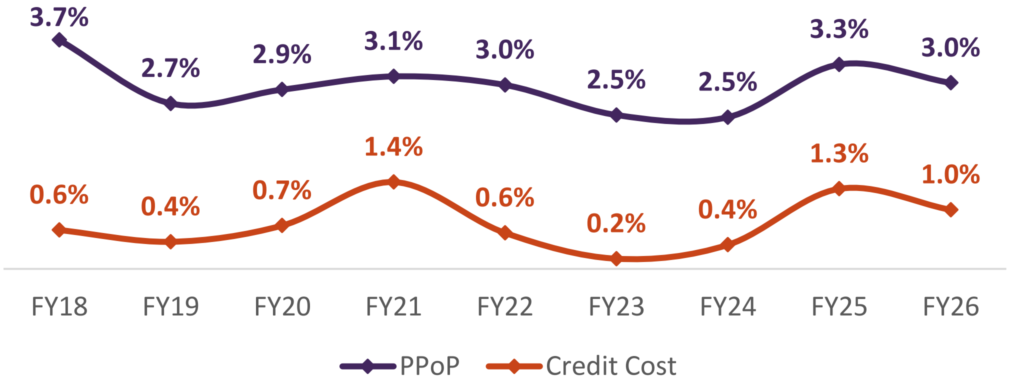
*Figures are excluding exceptional items - Profit from sale of Aavas stake in FY20 and FY21 and Fincare merger expenses (stamp duty and transaction expenses) in FY24

……In a healthy and profitable way

Asset quality profile

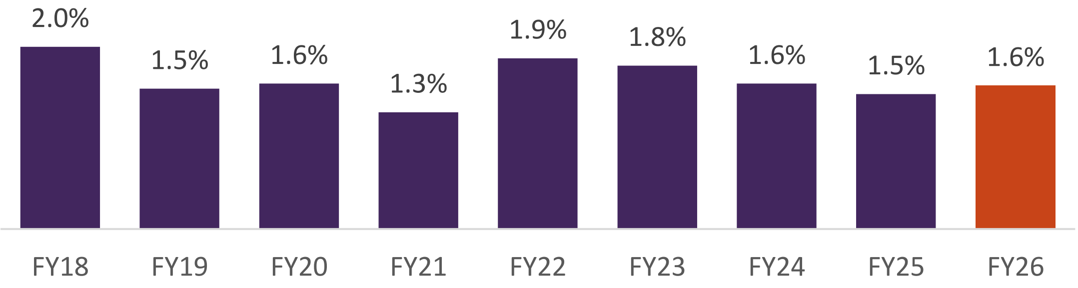


Pre provision profit (PPoP) & Credit cost on Avg Total assets

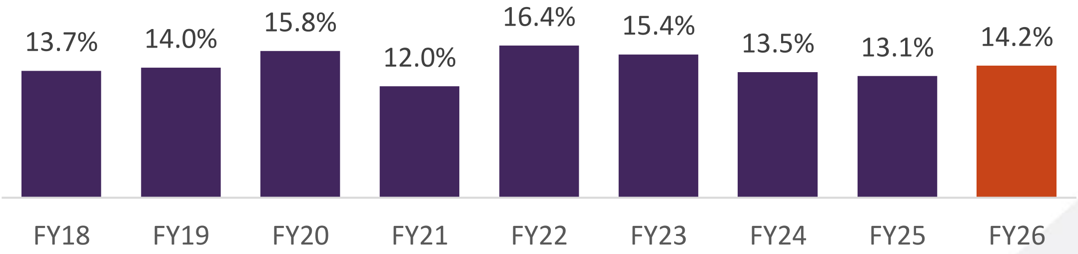


Cross cycle average RoA of ~1.6% and average RoE of ~14.2%

RoA profile*



RoE profile*



Figures are excluding exceptional items - Profit from sale of Aavas stake in FY20 and FY21 and Fincare merger expenses (stamp duty and transaction expenses) in FY24
*Including exceptional items, 9 year average RoA is at 1.8% and RoE at 15.7%

Full-suite of products with digital capabilities

AU SMALL FINANCE BANK

Deposit Franchise

DEPOSITS

Current Account
Savings Account
Term Deposit
Green Deposit
FCNR (B) Deposits
Premium Banking Programs
Retail FX
UPI QR
Fastag

Diversified Asset Products

RETAIL ASSETS

Wheels
Micro Business loan
MFI
Home loan
Gold loan
Credit Card
Personal loan
Tractor loan
Overdraft

COMMERCIAL ASSETS

Working Cap. Loans
Business Loans
Agri Loans
Real Estate Group
EEFI Funding
Renewable funding
Non-Fund Facilities
Trade and Forex
Transaction Banking

Third Party Products

INSURANCE

Life
Health
Motor, Fire & General
Loan Protection
Asset Protection
SME
Employee Benefit
Insurance Solutions
- With 16 Partners

WEALTH

Mutual Fund
ASBA/IPO
3 in 1 Broking Services
PMS, AIF, Bonds, NPS
REIT/INVIT
International & Unlisted Shares
Gift City based Investment

Digital Channels

AU0101

AU 0101 Business Merchant App

Video Banking

Whatsapp Banking

Chat Bot

IVR

AI Bot

External ratings

Credit Ratings

Fixed Deposits	AA+/Stable	CRISIL
Long Term/ subordinated Debt/ Tier II Bonds	AA/Stable	CRISIL/ CARE/ ICRA Ratings
Short Term	A1+	CRISIL/ CARE/ India Ratings

ESG Ratings

SUSTAINALYTICS	16.6 (Low Risk)
S&P Global Ratings (CSA)	47
FTSE4Good	Included in Emerging Indices
NSE	73 (Strong)
SES Stakeholders Empowerment Services Analyze »» Educate »» Empower	80.4 (Low ESG Risk)

Sustainability Initiatives

ESG Governance Structure

Board Level
CSR & Sustainability Committee
Providing Board-level oversight on sustainability strategy and governance

Management Level
Sustainability Steering Committee
Ensures ESG embedded into core business processes and decision-making

Execution Level
Core Sustainability Team
Translates strategic priorities into measurable sustainability actions

Robust Governance: Policies & Frameworks

Sustainability Policy
Integrates ESG across strategy, governance, operations, culture and decision-making.

Sustainable Finance Framework
Enables financing of eligible green and social projects through a structured governance framework

Sustainable Procurement Guideline
Strengthening responsible sourcing through supplier assessments and capacity building

Green Fixed Deposit Policy
Mobilizing customer deposits to finance verified green projects responsibly

Green Deposit & Assets

₹3,050 Cr+ raised
Green Fixed Deposits
27,922 a/cs opened as on 30th June 2026

- Financing solar projects
- Supporting electric vehicle adoption
- Financing certified green buildings

Impact Report

Climate Risk

- Partnered with IFC for Climate Risk Assessments and financed emissions calculations
- Project supported by Government of Japan

Environment Sustainability Initiatives

5,000+ saplings planted across 21 states & 4 UTs
Aligned with 'Ek Ped Maa Ke Naam 3.0'

Chairman Mr. H. R. Khan leads Van Mahotsav plantation drive in Delhi

Independent Director Mr. Phani Shankar leads plantation drive in Hyderabad

Financial & Digital Inclusion

AU SMALL FINANCE BANK

Access Highlights

22,900+
Financial Literacy Camps
Organized at rural branches

~33%
Touchpoints in Unbanked Rural Centres
958 touchpoints

118
Special Focus Districts*
covering 700 touchpoints

District Coverage Breakdown

- 50 Aspirational Districts
- 16 Hill State Districts
- 1 NE Region District
- 51 LWE Affected Districts

₹116 Cr+
Direct Benefit Transfer
Received in Aadhaar seeded BSBD accounts

*The list is prepared taking cognizance of special focus districts classified by NABARD (dated 2023), MYMSME, NFDB & NITI AAYOG

Financial Products

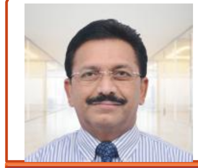
Products (Active)	Count (as on 30 June 2026)
BSBD Accounts	5.7 lac+
MUDRA Loans^	25.7 lac+
PM Jeevan Jyoti Bima Yojna (PMJJBY)	1.0 lac+
PM Suraksha Bima Yojna (PMSBY)	1.5 lac+
Atal Pension Yojna (APY)	1.8 lac+
Shakti Accounts	50.5 lac+
Microfinance Loans^	32.7 lac+

^Microfinance Loan figures include loans under PM SVANidhi, PM Vishwakarma, IGUCCY and MUDRA schemes. Out of total Microfinance Loans, 23.2 lac+ accounts pertain to MUDRA loans.

Board of Directors

Mr. H R Khan
Part time Chairman & Independent Director
46+ years of experience

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

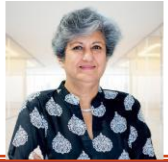


Mr. J M Prasad
Independent Director
30+ years of experience

Ex-Chief of HR at ING Vyasa Bank and Kotal Mahindra Old Mutual life Insurance

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

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

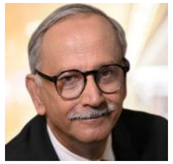


Ms. Malini Thadani
Independent Director
40+ years of experience

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

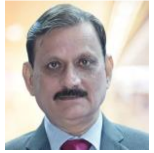
Mr. Nandkumar Saravade
Independent Director
36+ years of experience

CEO at ReBIT and Data Security Council of India



Mr. NS Venkatesh
Independent Director
40+ years of experience

Ex ED & CFO – IDBI, Ex CEO – AMFI, Ex-Chairman – FIMMDA & Ex-Member FEDAI



Mr. Satyajit Dwivedi
Independent Director
35+ years of experience

Ex MD & CEO – Nabkisan, Ex-CGM – NABARD, Ex CEO – NCFE (Promoted by RBI, SEBI and IRDAI), Faculty at CAB

Mr. Phani Shankar
Independent Director
30+ years of experience

Ex-Chief Credit Officer at Kotak Mahindra Bank, Ex-Director Kotak Mahindra Investments Ltd. and Kotak Infrastructure Debt Fund

Executive Directors

Mr. Sanjay Agarwal
Founder, MD & CEO
30+ years of experience

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

Mr. Vivek Tripathi
Whole-Time Director
25+ years of experience

Associated with the Bank for more than 12 years

CSR Initiatives (1/2)

AU Ignite: AI training for future skill trainees

AU Udyogini: Mother's Day celebrated with AU Udyoginis

AU Ignite: Till Q1’FY27, 36,000+ youth got trained in 10 centers across 6 districts of Rajasthan; 26,000+ have been linked to employment

Highlights of Q1’FY27

- 306 youth trained; 300+ employed
- 23 Workshop and events | 79 Guest sessions| 103 Kaushal connect| 27 Exposure visits
- Specialized AI training for future skill trainees via industry expert
- A structured cross-training initiative introduced for trainers across domains for academic enrichment and capacity building.

AU Udyogini: As on date, total 5,995 women are nurtured and 3,926+ empowered under Individual Women Entrepreneurship initiative with a presence in 1,000+ villages and hamlets across 25 districts of Rajasthan, Madhya Pradesh , Maharashtra & Gujarat including 5 aspirational districts.

Highlights of Q1’FY27

- 80+ Udyoginis came together on Mother’s Day to celebrate their entrepreneurial journeys in presence of their kids , engaged in capacity building sessions, followed by felicitation ceremony.
- Expanded the AU Udyogini Individual Women Entrepreneurship (IWE) Model to Gujarat

CSR Initiatives (2/2)

AU Bano Champion: 1st residential Summer Camp for athletes

Bano Champion: Active at 75+ locations across Rajasthan, 6,000 kids & youths regularly trained across 7 sports disciplines. Conducted 9 Coaches' Development Programs and 12 Exposure Camps (280+ athletes). Achievements: 110+ National, 450+ State, and 1,000+ District-level medals.

Highlights of Q1'FY27

- Athlete from Jodhpur secured bronze at U15 Asian Boxing championship.
- Won 1 International, 20+ National, 50+ State & above, and 60+ District-level medals.
- Organized the 1st edition of residential summer camp for 240+ athletes in 5 sports at 3 locations of Rajasthan.

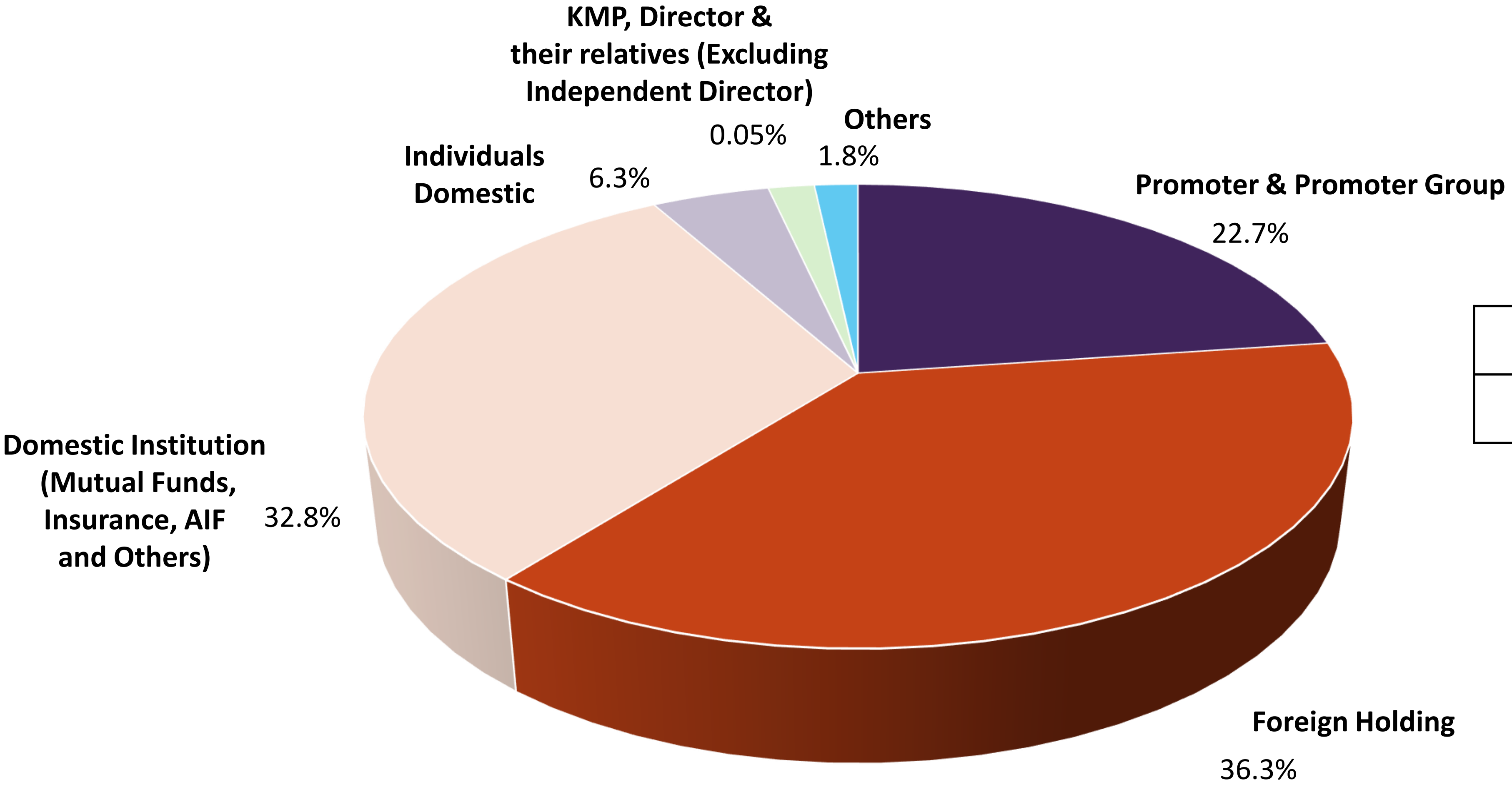
AU Kartavya: Students studying at AU Study Centre

AU Kartavya: Till Q1'FY27, 1,521 health checkup camps, 360+ Jal Bank, 16 open air gyms, 34 police booths, Infrastructure development in 27 educational institutions, flood relief to 7,140+ families.

Highlights of Q1'FY27

- Under Healthcare, provided emergency vehicle to a hospital in Jaipur, supported with path lab & critical medical equipment in Bhopal & Maharashtra.
- Under Education, enhanced infrastructure in govt and trust-run schools and colleges in Raj, Guj & Mumbai & distributed 6,000+ notebooks to underprivileged children. 1,200+ students are being educated via 60 AU Study Centers across remote villages of 4 states through the year.
- Under Environment & Sustainability, distributed around 30,000 jute bags to encourage sustainable practices.

Shareholding pattern



Foreign holding	36%
Domestic holding	64%

Note: % is calculated on total paid up capital, Shareholding pattern as on 30th Jun'26

Awards and recognition

`"Top 10 – India's Best Companies to Work"

Great Place to Work, 2026

"Best Small Finance Bank Award' (SFB category)"

At Financial Express India's Best Banks Awards 2026

"Recognised for its strong contribution and performance under the APY initiative"

At Atal Pension Yojana (APY) Annual Felicitation Programme FY 2025-26 organized by PFRDA

`"Best Investor Relations (IR) Team in Asia (ex-Japan/ANZ)"

Banks (Small & Mid-Cap)

Extel Asia, 2026

"TransUnion CIBIL Best Data Quality Award, SFB Consumer : SILVER won by AU : 2025-2026"

"Best Data Quality, Award MFI Category Overall - BRONZE Won by AU : 2025-2026"

At TransUnion CIBIL Credit Conference 2026

For further information about the bank - Scan to Download

AU SMALL FINANCE BANK

Analyst day presentation - Mar'24

Annual Report FY25

Sustainability Report

AU Insights *

*presentations providing detailed insights into the working of each business group

THANK YOU

For Investor queries contact (details in QR Code):

Mr. Prince Tiwari

Email: investorrelations@aubank.in