

**BADLAAV
HUMSE HAI**



30 Years of
**Scale with
Sustainability**

Q1'FY26 Earnings presentation
19th July 2025

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

Strong performance despite subdued macro

- Strong performance against a backdrop of:
 - Seasonally muted quarter, subdued macro with weak demand and resultant ongoing slowdown in system credit growth
 - Easing policy environment – lower rates, surplus liquidity and upcoming CRR cuts - supported deposit growth and funding cost

Deposits

- Deposit Growth of 31% YoY (and 2.8% QoQ) to ₹ 1.28 Lacs Cr vs. Banking sector deposit growth of ~10.1%
- Cost of funds decreased to 7.08% vs 7.14% in Q4'FY25

Advances

- Loan growth of 18% YoY (and 1.7% QoQ) to ₹ 1.18 Lacs Cr vs Banking sector loan growth of ~9.5% YoY
 - Secured businesses (~90% of the loan portfolio) grew by 22% YoY (and 2.7% QoQ)
 - De-growth of 23% YoY (and 6.6% QoQ) in unsecured businesses

Profitability

- PAT / EPS grew by 16%/15% YoY, and Bank delivered RoA of 1.5% despite:
 - Margin decline of ~38 bps driven by lower asset and investment yield and higher liquidity carried during the quarter, which should partially reverse as we unwind excess liquidity and MF investments
 - Elevated credit costs in unsecured
- Supported by strong treasury performance and continued opex discipline

Strategic Initiatives

- Acquired a new building in BKC Mumbai to consolidate our Mumbai presence (all business verticals, except Digital Unsecured lending, are now operating from Mumbai)
- 2 new Independent Directors (ID) joined the Board taking board strength to 12 with 9 ID
- RBI evaluation in progress for Universal Banking License application

Continue to scale with sustainability



	FY18		Jun'25
Customer Base	7.5 lacs	15x →	115.8 Lacs
Employees	11,151	4.8x →	53,235
Touchpoints	474	5.3x →	2,505
Deposits	₹7,923 Cr	16.1x →	₹1,27,696 Cr
Gross Loan Portfolio	₹16,256 Cr	7.2x →	₹1,17,624 Cr
Total Assets	₹18,833 Cr	8.5x →	₹1,60,813 Cr
Shareholders Fund	₹2,281 Cr	7.8x →	₹17,800 Cr
EPS	₹5	6.1x →	₹31*
BVPS	₹40	6.0x →	₹239

*EPS annualised

1

MANAGEMENT UPDATE

2

OPERATING & FINANCIAL HIGHLIGHTS

3

LIABILITIES UPDATE

4

ASSETS PERFORMANCE

5

OTHER KEY INFORMATION

1

MANAGEMENT UPDATE

2

OPERATING & FINANCIAL HIGHLIGHTS

3

LIABILITIES UPDATE

4

ASSETS PERFORMANCE

5

OTHER KEY INFORMATION

Performance summary (1/3)

Deposit and Liquidity

Total Deposits	₹1,27,696 Cr (₹97,290 Cr)
CA Deposits	₹6,348 Cr (₹4,736 Cr)
SA Deposits	₹30,893 Cr (₹27,299 Cr)
Cost of Funds	7.08% (7.03%)
CD Ratio	86% (92%)
CD Ratio (ex-refinance)	79% (84%)
LCR Ratio for Q1	123%

Deposits & Cost of Funds

- ❑ Total Deposits grew 31.3% YoY and 2.8% QoQ; CASA ratio remained stable at 29.2% as on Jun'25 vs Mar'25
- ❑ Current deposits have grown by 34% YoY and Savings deposits have grown by 13% YoY
- ❑ CASA + Retail TD stands at 62%; Stable deposits (CASA + Retail TD + Non-callable Bulk TD) is 79% of total deposits
- ❑ Cost of Funds (CoF) declined by 6 bps to 7.08% for Q1'FY26 from 7.14% in Q4'FY25 whereas incremental CoF declined by 62 bps from Q4'FY25 and now stands at 7.08%
 - ❑ Peak rates reduced by 50 bps on SA to 6.75% and 90 bps on TD to 7.1% as compared to Mar'25
 - ❑ SA rates reduced upto 100 bps in certain buckets

CD ratio/Loan to Deposit ratio (LDR)

- ❑ CD ratio stood at 86% for Jun'25 compared to 86% as on Mar'25 and 92% as on Jun'24
- ❑ After adjusting for loans against which refinance was availed from domestic Development Finance Institutions (DFIs), CD ratio stands at 79% (vs. 78.5% in Q4'FY25)

Liquidity Coverage Ratio (LCR)

- ❑ Average LCR for the quarter was at 123% compared to 116% in Q4'FY25 and 117% in Q1'FY25
- ❑ Bank continues to carry sufficient high-quality, liquid, non-SLR investments, not part of LCR computation

Performance summary (2/3)

Advances and Asset Quality

Gross Loan Portfolio	₹1,17,624 Cr (₹99,792 Cr)
Gross Advances (GA)	₹1,11,622 Cr (₹90,702 Cr)
GA Yield	14.1%
Gross NPA	2.47% (1.78%)
Net NPA	0.88% (0.63%)
Credit Cost on Total Avg asset	0.34% for Q1'FY26
Provisioning Coverage (PCR)	83% (84%)

Loan Portfolio

- ❑ Gross loan portfolio (GLP) stood at ₹117,624 Cr, registering a YoY growth of 17.9% and QoQ growth of 1.7%
 - Secured businesses (Retail + Commercial) grew by 21.9% YoY and 2.7% QoQ
 - Unsecured businesses (MFI and Credit Card) de-grew by 23.1% YoY and 6.6% QoQ driven by cyclical slowdown in MFI, and calibration in credit card book
- ❑ Yield on gross advances declined by 27 bps to 14.1% from 14.4% in Q4'FY25. This decline was on account of changes in loan mix (with lower MFI), repo repricing impact on ~30% of floating rate book, and lower asset yield (primarily in credit card)
- ❑ ~64% of loans on Fixed rate; additionally, ~6% book is on floating rates most of which is in fixed interest period

Asset Quality & PCR

- ❑ Bank witnessed seasonal trends with Q1 being traditionally weaker in asset quality
- ❑ Slippages increased marginally to 1.0% in Q1'FY25 as compared to 0.9% in Q4'FY25
- ❑ GNPA was 2.47% vs 2.28% in Q4'FY25, increase primarily driven by seasonality and higher slippages in:
 - Credit cards
 - Secured mortgage portfolio in South India
- ❑ PCR stood at 83% in Q1 (~65% excluding technical write-off)

Performance summary (3/3)

Financial Performance

Net Interest Income	₹2,045 Cr (₹1,921 Cr)
Other Income	₹811 Cr (₹509 Cr)
Operating expenses	₹1,543 Cr (₹1,478 Cr)
Net Profit	₹581 Cr (₹503 Cr)
BVPS / EPS for Q1	₹239/ ₹7.8 (₹209/₹6.8)
NIM	5.4% (6.0%)
RoA / RoE	1.5% / 13.3% (1.6%/13.2%)
Tier-I / CRAR	17.5%/19.4% (18.9%/20.1%)

Earnings

- ❑ NII grew by 6% YoY to ₹2,045 Cr in Q1'FY26 from ₹1,921 Cr in Q1'FY25
- ❑ NIM, calculated on daily avg. of interest earning assets incl off book, declined by ~38 bps to 5.4% (vs. 5.8% in Q4)
 - 27 bps decline in loan yields (repo cut, asset mix, lower asset yield primarily on credit cards)
 - ~20-25 bps decline in investment yields (lower interest rates and booking of treasury gains)
 - ~10 bps due to excess liquidity and mutual fund investment which should reverse as the year progresses
 - Partially offset by lower CoF of 6 bps
- ❑ Other income increased by 59% YoY aided by higher treasury income; Core other income up 4% YoY

Operating Expenses

- ❑ Total opex at ₹1,543 Cr, up 4% YoY from ₹1,478 Cr in Q1'FY25
- ❑ Opex / Avg Assets at 3.9% in Q1'FY26 compared to 4.6% in Q1'FY25; C/I for the current quarter benefitted from higher treasury gains and came at 54.0% compared to 60.8% in Q1'FY25

Credit cost

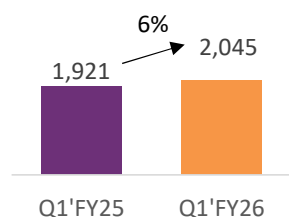
- ❑ Net credit cost for the quarter was at ₹533 Cr; Credit cost / Avg assets at 0.34% in Q1'FY26 vs 0.22% in Q1'FY25

Profitability and Capitalisation

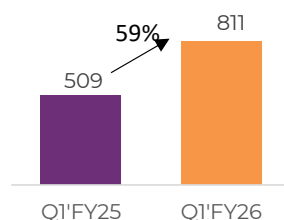
- ❑ PPoP increased by 38% YoY to ₹1,312 Cr in Q1'FY26 from ₹952 in Q1FY25, led by opex discipline and treasury gains
- ❑ PAT was up 16% YoY at ₹581 Cr vs ₹503 Cr in Q1'FY25; EPS increased 15% to ₹7.8 and BVPS up by 14% YoY to ₹239
- ❑ Annualized RoA/ RoE for Q1'FY26 stood at 1.5% and 13.3% respectively
- ❑ Tier 1 ratio at 18.2% and CRAR at 20.0% including profits for Q1'FY26

Q1'FY26 – Key financial numbers

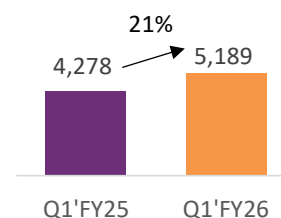
Net Interest Income



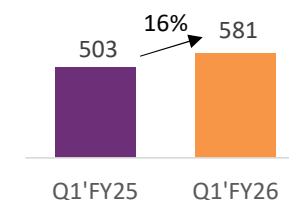
Other Income



Total Income



PAT



Yield on Advance

14.1%
Vs
14.4%
(Q1'FY25)

Cost of Fund

7.08%
Vs
7.03%
(Q1'FY25)

Net Interest Margin

5.4%
Vs
6.0%
(Q1'FY25)

Cost to Income

54.0%
Vs
60.8%
(Q1'FY25)

GNPA

2.47%
Vs.
1.78%
(30th Jun'24)

RoA

1.5%
Vs
1.6%
(Q1'FY25)

RoE

13.3%
Vs
13.2%
(Q1'FY25)

Provision Coverage Ratio

83%
Vs
84%
(30th Jun'24)

Tier I CRAR

17.5%
Vs
18.9%
(30th Jun'24)

CRAR

19.4%
Vs
20.1%
(30th Jun'24)

Yield, Cost of funds and NIM is calculated on a daily average basis; RoA Tree is on monthly average of total assets; NIM is on Interest earning Assets including off book assets

Asset book snapshot



₹ in Crores

Segments	Q1'FY26					Q4'FY25					Q1'FY25					YoY Growth (GLP)
	Gross Advance	Off Book	Gross Loan Portfolio	GA Yield (%)	Gross NPA (%)	Gross Advance	Off Book	Gross Loan Portfolio	GA Yield (%)	Gross NPA (%)	Gross Advance	Off Book	Gross Loan Portfolio	GA Yield (%)	Gross NPA (%)	
Retail Secured Assets	72,755	5,984	78,739	14.4%	2.7%	69,734	6,882	76,616	14.5%	2.5%	57,747	8,067	65,815	14.5%	2.2%	19.6%
Commercial Banking	24,501	-	24,501	10.9%	1.0%	23,952	-	23,952	11.1%	0.8%	18,881	-	18,881	11.0%	0.4%	29.8%
Inclusive Banking	6,482	24	6,506	25.1%	4.2%	6,896	42	6,937	25.1%	4.4%	7,142	1,018	8,160	25.1%	1.1%	-20.3%
Digital Unsecured	3,051	-	3,051	15.0%	8.3%	3,290	-	3,290	17.1%	6.9%	4,262	-	4,262	14.9%	3.4%	-28.4%
Others & SME	4,824	3	4,827	8.0%	0.3%	4,906	3	4,909	8.3%	0.4%	2,670	4	2,674	8.5%	0.9%	80.5%
Total	1,11,614	6,010	1,17,624	14.1%	2.47%	1,08,778	6,926	1,15,704	14.4%	2.28%	90,702	9,089	99,792	14.4%	1.78%	17.9%

- ❑ Retail Secured Assets includes Wheels, Mortgages & Gold Loans
- ❑ Commercial Banking includes Business banking, Agri banking, EEFI and REG
- ❑ Digital Unsecured Loans include Credit card and Personal loans
- ❑ Inclusive Banking includes MFI, FPO financing and SMF
- ❑ Others includes ODFD, inter-bank term lending, TREDS & SME etc; SME is a run-down book

GNPA is on Gross Advances



Credit cost summary - additional disclosure

Business segments	Avg GLP mix Q1'FY26	Credit Cost on GLP (Q1'FY26 non-annualised*)	Avg GLP mix FY25	Credit Cost on GLP FY25
Retail Secured (Wheels, Mortgages, Gold)	67.0%	0.30%	65.9%	0.95%
Commercial Banking	20.8%	0.13%	19.5%	0.46%
Inclusive Banking	5.6%	2.06%	7.2%	7.62%
Digital Unsecured	2.7%	4.68%	3.8%	11.01%
SME & Others	3.8%	(0.02%)	3.5%	0.33%
Total Credit Cost / Avg. GLP	100.0%	0.47%	100.0%	1.70%
Total Credit Cost/ Avg. Total Assets		0.34%		1.30%

*Credit cost for Q1 is seasonal and thus non-annualised

- ❑ Q1 is a seasonally weaker quarter for asset quality and historically improvement is seen from Q1 levels
- ❑ Credit cost was slightly higher than our expectations – impacted by lower CE in MFI and some slippages in south-based mortgages book

Secured Segment

- ❑ Wheels - remains in-line with expectations, some weakness in higher yielding used SCV / HCV but these are small part (~6%) of overall book
- ❑ Mortgages – slightly elevated slippages in higher yielding south-based book. We have already taken further measures to strengthen collection / security enforcement infrastructure in these geographies and we expect pull back in H2
- ❑ Commercial Banking – remains in-line with expectations

Unsecured Segment

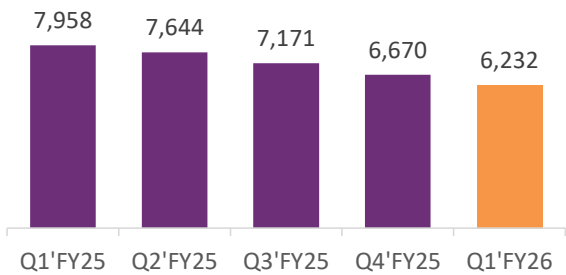
- ❑ Lower CE in MFI (98.3% in Q1 vs. 98.7% in Q4) and book de-growth; recovery is expected to be delayed by one quarter to Q4; full year credit cost expected to be higher than our earlier estimate
- ❑ Credit card asset quality remains elevated, but in line with expectations – stress is peaking and incremental flows are mainly from identified pool of customers where corrective actions have already been initiated

MFI – additional disclosure



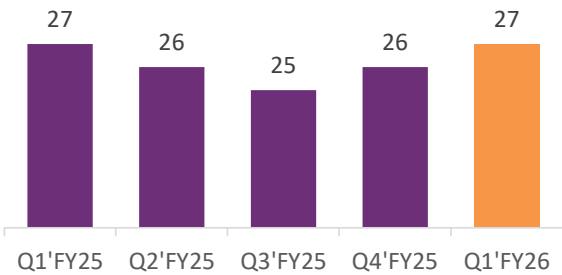
Gross loan portfolio

₹ in Crores

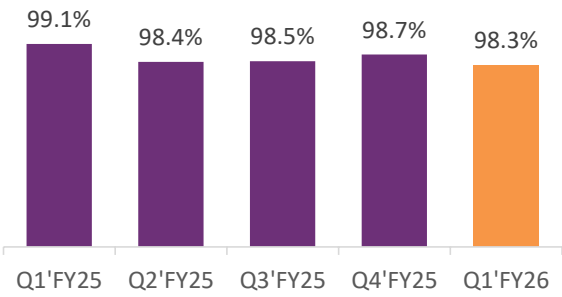


Average outstanding exposure

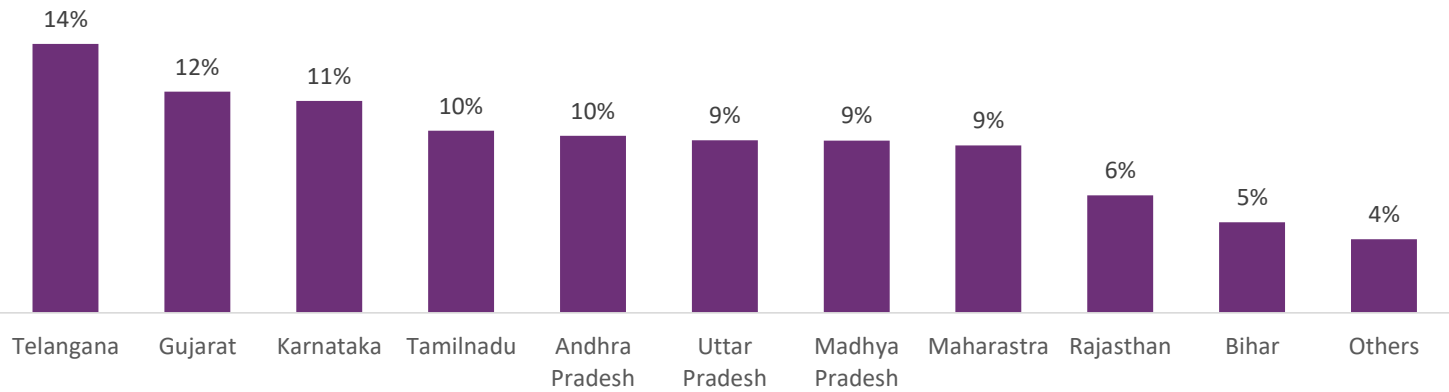
Per borrower in '000



Non-OD collection efficiency



Geographical diversification - % share of GLP



MFI – additional disclosure (cont'd)



Asset Quality

- ❑ GNPA at 4.1% and SMA book at 4.3% as on Jun'25 against GNPA of 4.4% and SMA book of 3.7% as of Mar'25
- ❑ Non-OD collection efficiency at 98.4% for the month of June'25 (98.5% ex Karnataka)
- ❑ 43.2% portfolio with customers having Sole Lender relationship
- ❑ ~12.5% of portfolio is affected by MFIN 2.0 guidelines (~9% loans has >3 lenders and remainder have total unsecured exposure >2 Lacs)
- ❑ ~79% of MFI portfolio has been sourced since FY25
- ❑ Bank is increasing its CGFMU cover - ~51% of total portfolio covered under CGFMU
 - ~97% of Q1'FY26 disbursement is covered by CGFMU
 - Target to have >75% book under CGFMU coverage by year end
- ❑ Provisioning combined with guarantee support has led to coverage on the MFI NPA portfolio at ~100%



Portfolio Attributes

- ❑ Amongst the lowest average exposure per customer in industry, ~27K
- ❑ Average disbursement ticket size is at ~55K
- ❑ Diversified portfolio - Top 3 states account for 37% of portfolio; 99% districts have GLP concentrations less than 1.5%
- ❑ Portfolio spread across 59k Villages

1

MANAGEMENT UPDATE

2

OPERATING & FINANCIAL HIGHLIGHTS

3

LIABILITIES UPDATE

4

ASSETS PERFORMANCE

5

OTHER KEY INFORMATION

Profit & Loss statement

(All Figures in ₹ Crore)	Q1'FY26	Q1'FY25	YoY	Q4'FY25	QoQ
Income					
Interest Earned	4,378*	3,769	16%	4,271	3%
Interest Expended	2,334	1,848	26%	2,177	7%
Net Interest Income	2,045*	1,921	6%	2,094	-2%
Other Income	811	509	59%	761	7%
Net Total Income	2,855	2,430	18%	2,855	0%
Expenses					
Employee Cost	866	790	10%	817	6%
Other Operating Expenses	678	688	-2%	745	-9%
Operating Expenses	1,543	1,478	4%	1,562	-1%
PPoP	1,312	952	38%	1,292	2%
Provisions	533	283	89%	635	-16%
Profit Before Tax	779	669	16%	657	19%
Tax expenses	198	166	19%	153	29%
Profit After Tax	581	503	16%	504	15%

- * ~₹35 Crore earnings on mutual fund investments (part of the excess liquidity) is classified under other income instead of Interest income as per accounting standards
- QoQ NIM declined by 38 bps to 5.4% in Q1'FY26 from 5.8% in Q4'FY25 due to lower asset and investment yield, change in asset mix and higher liquidity on the balance sheet
- Other income growth supported by treasury gains during the quarter
- Rationalisation of expenses and lower business volume in Q1 resulted in lower growth in operational expenses
- PPoP growth at 38% YoY

Other Income

(All Figures in ₹ Crore)	Q1'FY26	Q1'FY25	YoY	Q4'FY25	QoQ
Loan Assets Processing & Other Fees	262	230	14%	336	-22%
General Banking, Cross Sell & Deposits related fees	157	142	11%	227	-31%
PSLC Fees	0	0	N.A	2	N.A
Credit Card	57	101	-44%	58	-2%
Miscellaneous	35	18	98%	35	-1%
Core Other Income	511	491	4%	658	-22%
Income from Treasury Operations	300	19	1,516%	102	193%
Total Other Income	811	509	59%	761	7%
Other Income as % of Net Interest Income	40%	27%	N.A	36%	N.A

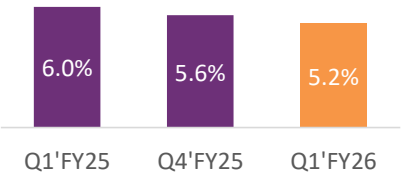
- ❑ Other income has sustainably grown over last few quarters. Key drivers of growth include:
 - Growing penetration of insurance products in our customer base
 - Increase in deposit and lending related fee with business volumes
 - All investments have started being monetized including AD-I business, and Wealth Management
- ❑ Uptick seen in AD-I business as it enter its second year; Credit card income de-growth is in line with calibration in credit card portfolio
- ❑ Higher treasury gains driven by lower yield environment

Profitability ratios

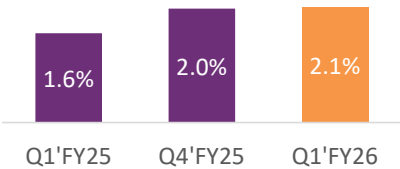


RoA Components

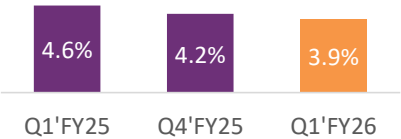
NII (%)



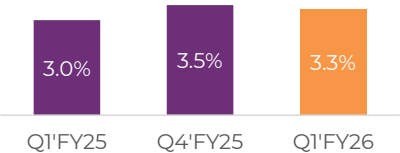
Other Income (%)



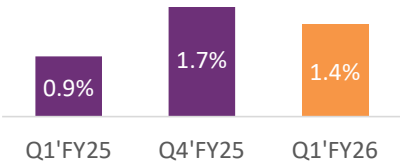
Opex (%)



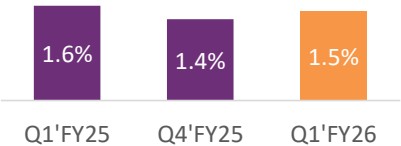
PPoP (%)



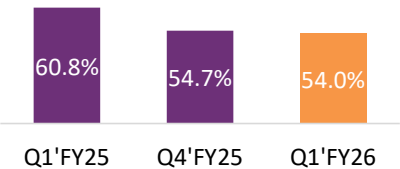
Provision & Contingencies (%)



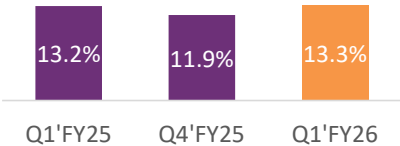
RoA (%)



Cost to Income (%)



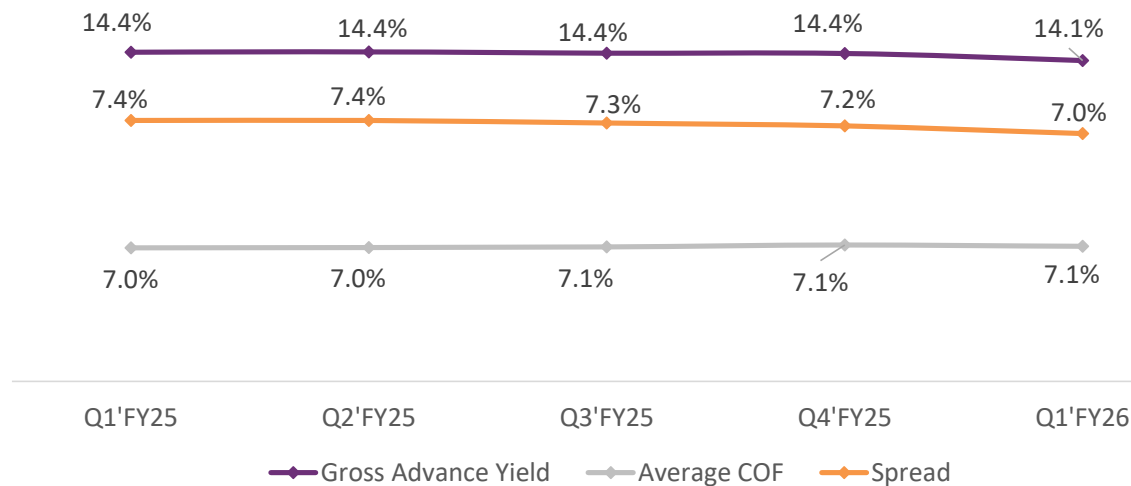
RoE (%)



RoA Tree is on monthly average of total assets

Loan spreads

Gross Advance Spreads



- ❑ Disbursement yield for Q1'FY25 stands at 15.1% and whereas incremental cost of funds at 7.1% during the quarter
- ❑ Yield on gross advances declined by 27 bps to 14.1% from 14.4% in Q4'FY25. This decline was on account of changes in loan mix (with lower MFI), repo repricing impact on ~30% of floating rate book, and lower asset yield (primarily in credit card)
- ❑ CoF improved by 6 bps during the quarter to 7.08% from 7.14% in Q4'FY25 benefiting from cuts in savings deposit interest rates and early impact of repricing of term deposits

Quarterly trends of key parameters (1 of 2)

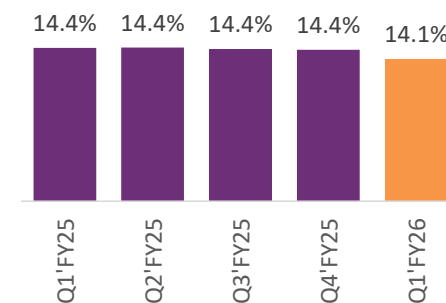
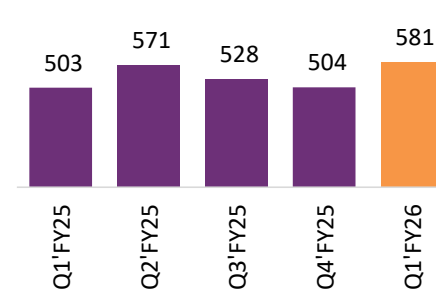
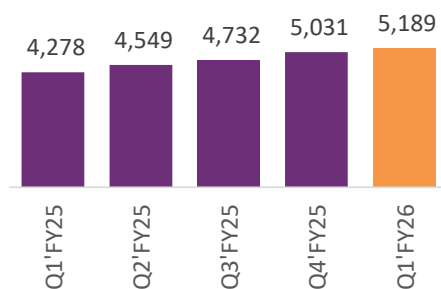
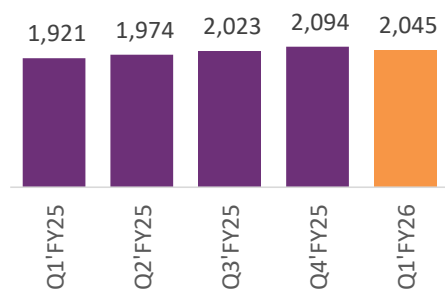
Net Interest Income

Total Income

PAT

Gross Advance Yield

₹ in Crores

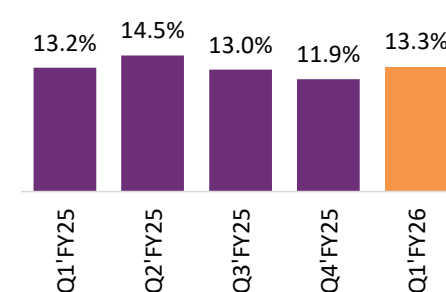
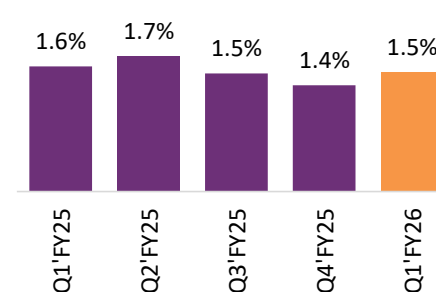
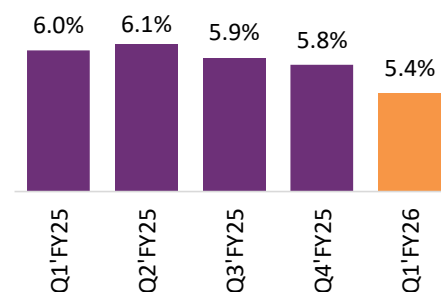
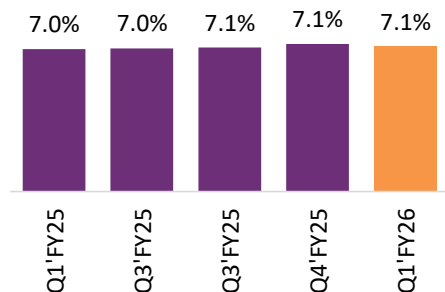


Cost of Fund

Net Interest Margin

RoA

RoE

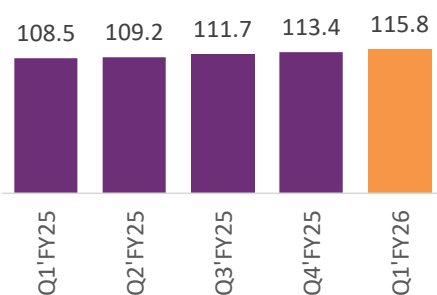


ROA is computed based on monthly average of total assets

Quarterly trends of key parameters (2 of 2)

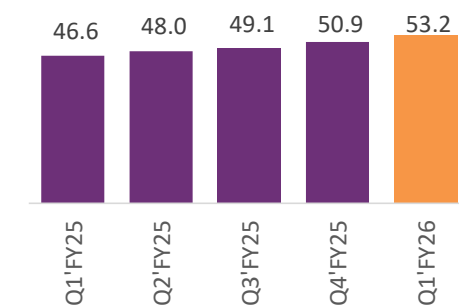
Customers

(in Lacs)

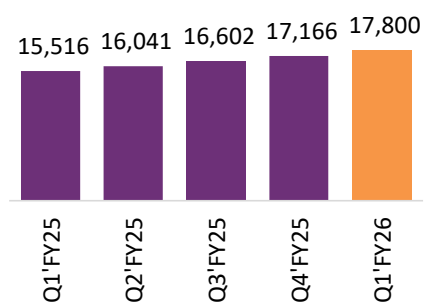


Employees

(in 000s)

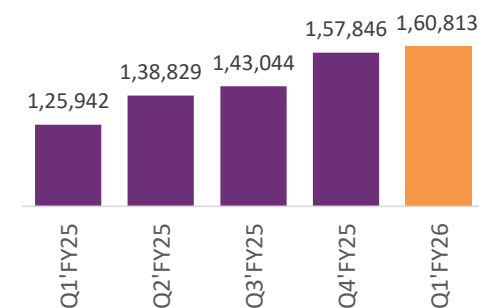


Shareholders' Funds

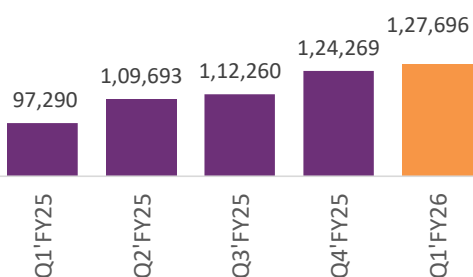


Total B/S Assets

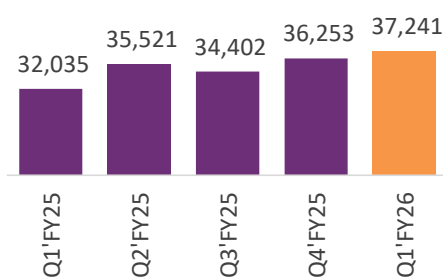
₹ in Crores



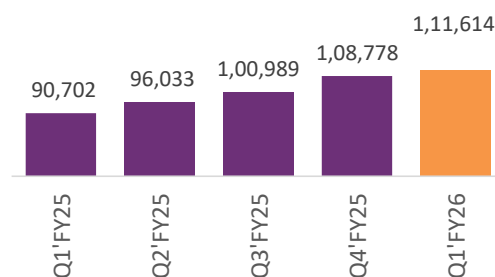
Deposits



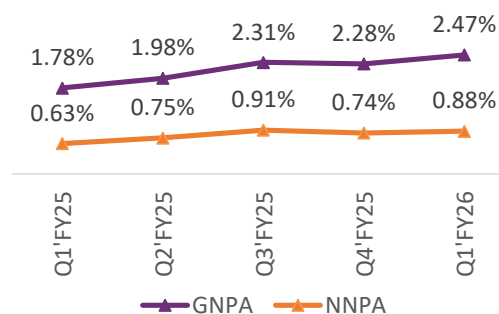
CASA Deposit



Gross Advances



GNPA and NNPA



Balance sheet

(All Figures in ₹ Crore)	30 th Jun'25	30 th Jun'24	YoY	31 st Mar'25	QoQ
<u>Liabilities</u>					
Shareholders Fund	17,800	15,516	15%	17,166	4%
Deposits	1,27,696	97,290	31%	1,24,269	3%
Borrowings	10,649	8,931	19%	11,660	-9%
Other Liabilities and Provisions	4,668	4,205	11%	4,751	-2%
Total Liabilities	1,60,813	1,25,942	28%	1,57,846	2%
<u>Assets</u>					
Cash and Balances	8,510	5,608	52%	9,466	-10%
Investments	38,344	27,315	40%	37,848	1%
Advances	1,09,834	89,652	23%	1,07,092	3%
Fixed Assets	1,276	911	40%	912	40%
Other Assets	2,850	2,457	16%	2,527	13%
Total Assets	1,60,813	1,25,942	28%	1,57,846	2%
Securitised Assets	6,010	9,089	-34%	6,926	-13%

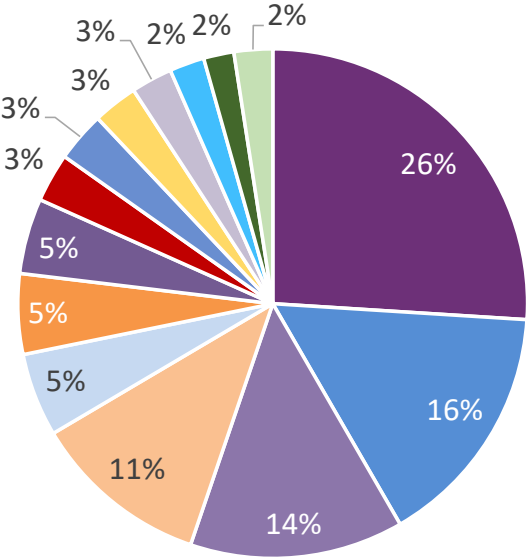
❑ Strong Balance sheet with Capital adequacy ratio at 20.0% including profits as on 30th Jun'25

Diversified Advances & Deposits franchise



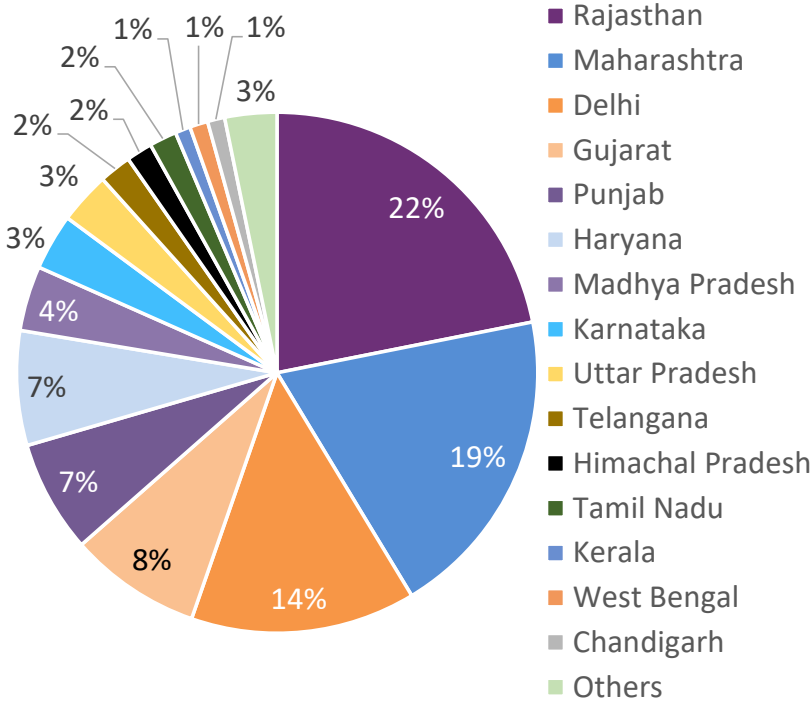
Gross Loans Portfolio (GLP)

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



0.6% Market Share

Deposits



0.5% Market Share



All figures are as on 30th Jun'25; Market share is calculated on figures available in RBI weekly supplement data as on 27th Jun'25

Pan-India geographic presence

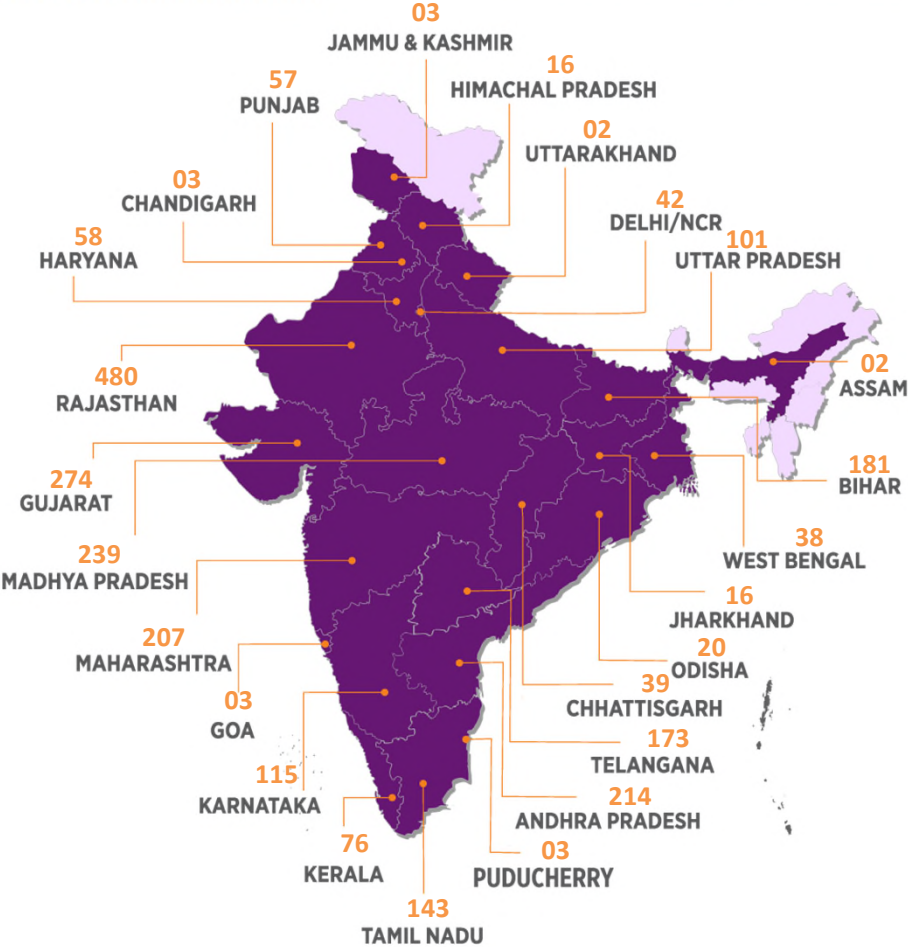


21 States and 4 UTs

2,505 Touchpoints

473 Districts

678 ATMs



2,505 Touchpoints



Branches
615



Asset Centres
1,100



BO + BC + Unbanked
790

10 States with more than 100 touchpoints

Region	Touchpoints
South	724
North	659
West	484
Central	381
East	257
Total	2,505

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

Growing distribution footprint

Product penetration As on	Total unique touchpoints (excl. BO/BC/Unbanked Branches)	Deposits		Retail Assets				Commercial Banking	Inclusive Banking	
		Urban Banking	Swadesh banking	Wheels	MBL	HL	Gold		Agri SMF	MFI
Mar'24 (Pre-merger)	727	315	176	546	532	287	353	483	79	-
Mar'25	1,683	439	177	715	924	608	853	533	99	816
Expansion plan within existing touchpoints by FY26 (increasing penetration)		-	70 – 80	200 – 250	200 – 250	40 – 50	10 – 20	30 – 40	-	
New Branches to be opened (FY26 plan)		60 – 70	10 – 15	10 – 20			10 – 20			100 – 120

☐ Large opportunity to grow by expanding product presence within existing AU touchpoints

- Wheels – expanded in ~170 touchpoints in FY25, plan to expand the offering to another 200 – 250 existing touchpoints over next 1 year, mainly in UP and South India
- MBL – planned to increase product presence in additional 200 – 250 existing touchpoints
- Swadesh banking will look to convert existing 70 – 80 asset centres in district / tehsil headquarters into deposit branches

1

MANAGEMENT UPDATE

2

OPERATING & FINANCIAL HIGHLIGHTS

3

LIABILITIES UPDATE

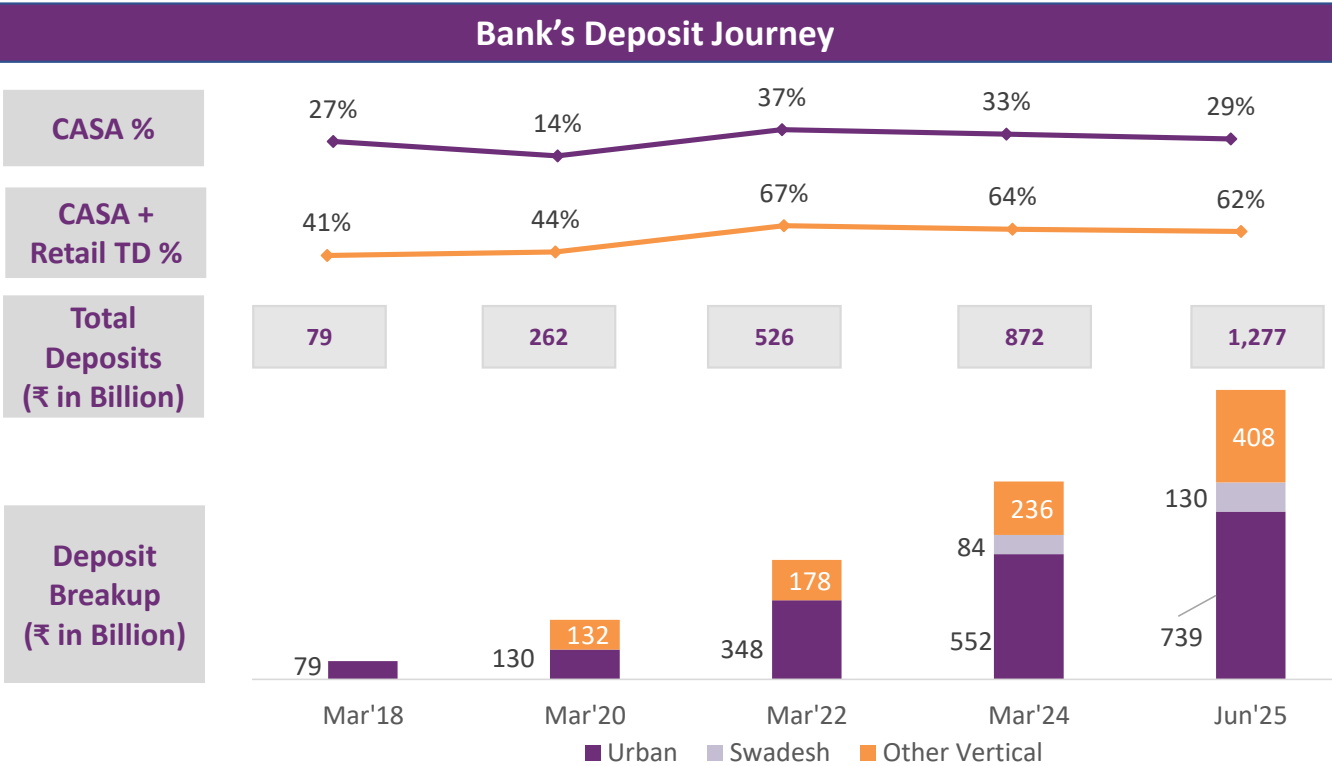
4

ASSETS PERFORMANCE

5

OTHER KEY INFORMATION

Evolution of the Branch Banking charter



Classification of Liability Branches

	Mar'18	Mar'20	Mar'22	Mar'24*	Jun'25
Urban Branches	306	355	478	332	456
Swadesh Branches	-	-	-	237	238
Total Branches	306	355	478	569	694

Note: *Urban Branch Banking and Swadesh Banking are as per internal classification from Sep'23 onwards

Current proposition

Complete Channels

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

Complete product suite

- Segmented CA and SA products (Ivy, Eternity, Royale, Platinum)
- Payments
- Wealth solutions
- Insurance
- AD-I (Forex)
- Credit Card
- Personal Loan
- Car loan
- Housing loan

29.2%

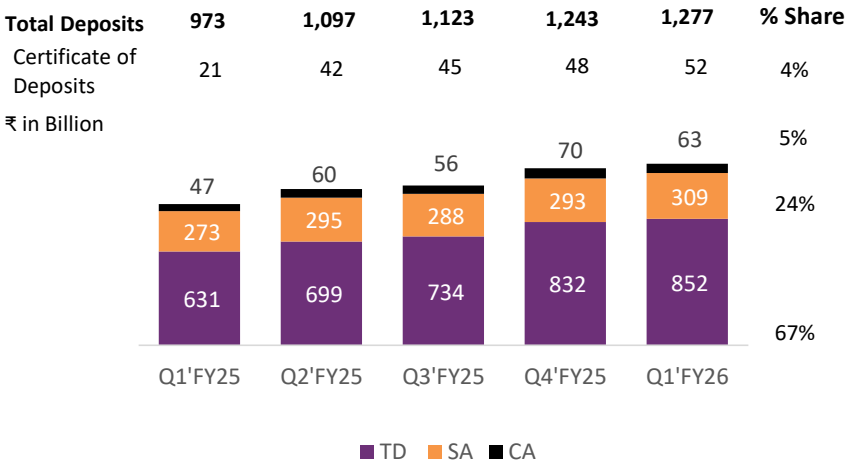
CASA

79%

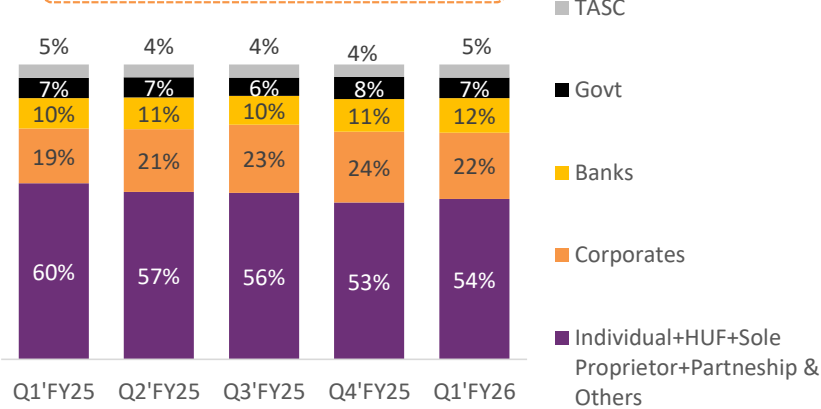
CASA+RTD+Bulk non-callable TD

Focus on granular deposits and retail customer profile

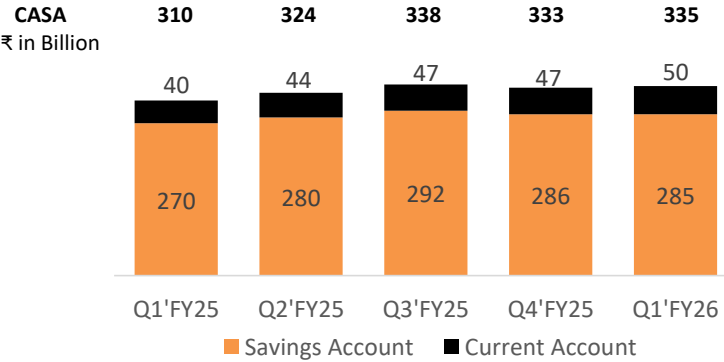
Deposit Mix



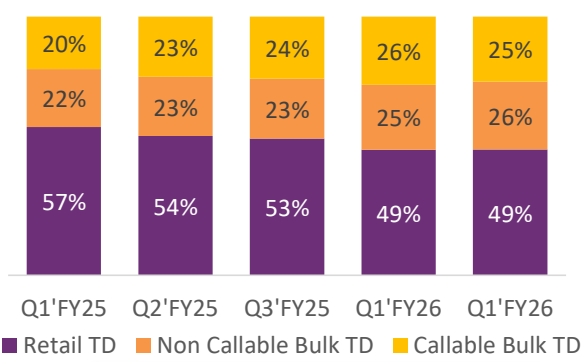
Deposit Customer Profile



Quarterly Daily Average CASA Balance



Term Deposit Breakup



Deepening engagement digitally via AU0101



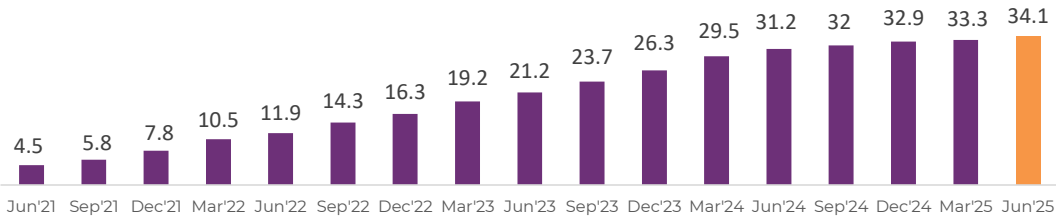
7x growth on AU 0101 since launch



65%
customers registered
on AU 0101

34.1 Lacs
registered users

Registered users



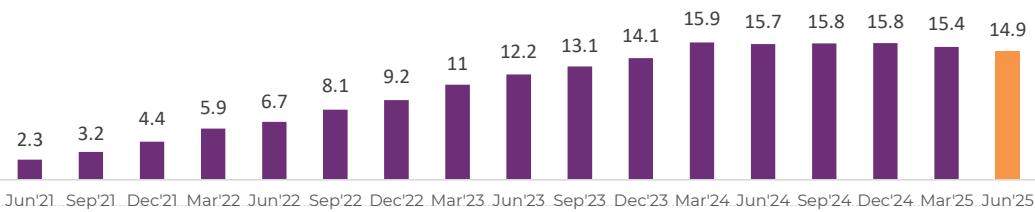
26 Lacs services processed in Q1'FY26



44%
registered users
are monthly active

14.9 Lacs
monthly active users
(2.3 L daily active users)

Monthly active users



70 Lacs financial transactions¹ processed in Q1'FY26



3.1 Lacs
monthly transacting
customers

8
Avg monthly transactions
per transacting customer

Continuously enhancing features, performance and experience to drive stickiness

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

Other cross sell products

Wealth



2.23 Lac+

Customers

₹1,526 Cr

Total AUM

- Dedicated Wealth Specialist for sophisticated Wealth Solutions
- Mutual Fund & IPO ASBA on AU 0101 for all Segments: ivy, Eternity, Royale, Platinum & Others

AD- I (Fx & Trade)



Live Products

- Export/Import Payments (Goods & Services)
- Export Finance - Pre/Post Shipment (FCY & INR)
- Import Finance (Supplier's/Buyer's Credit)
- Capital Account (FDI, ECB & OI)
- Foreign Letter of Credit/Bank Guarantees
- Inward & Outward Foreign Remittance
- FCNR Deposits

Digital Channels

AU DigiTrade

AU Remit

Monthly average Fx flow volumes in last 3 quarters were >\$100 Mn

1

MANAGEMENT UPDATE

2

OPERATING & FINANCIAL HIGHLIGHTS

3

LIABILITIES UPDATE

4

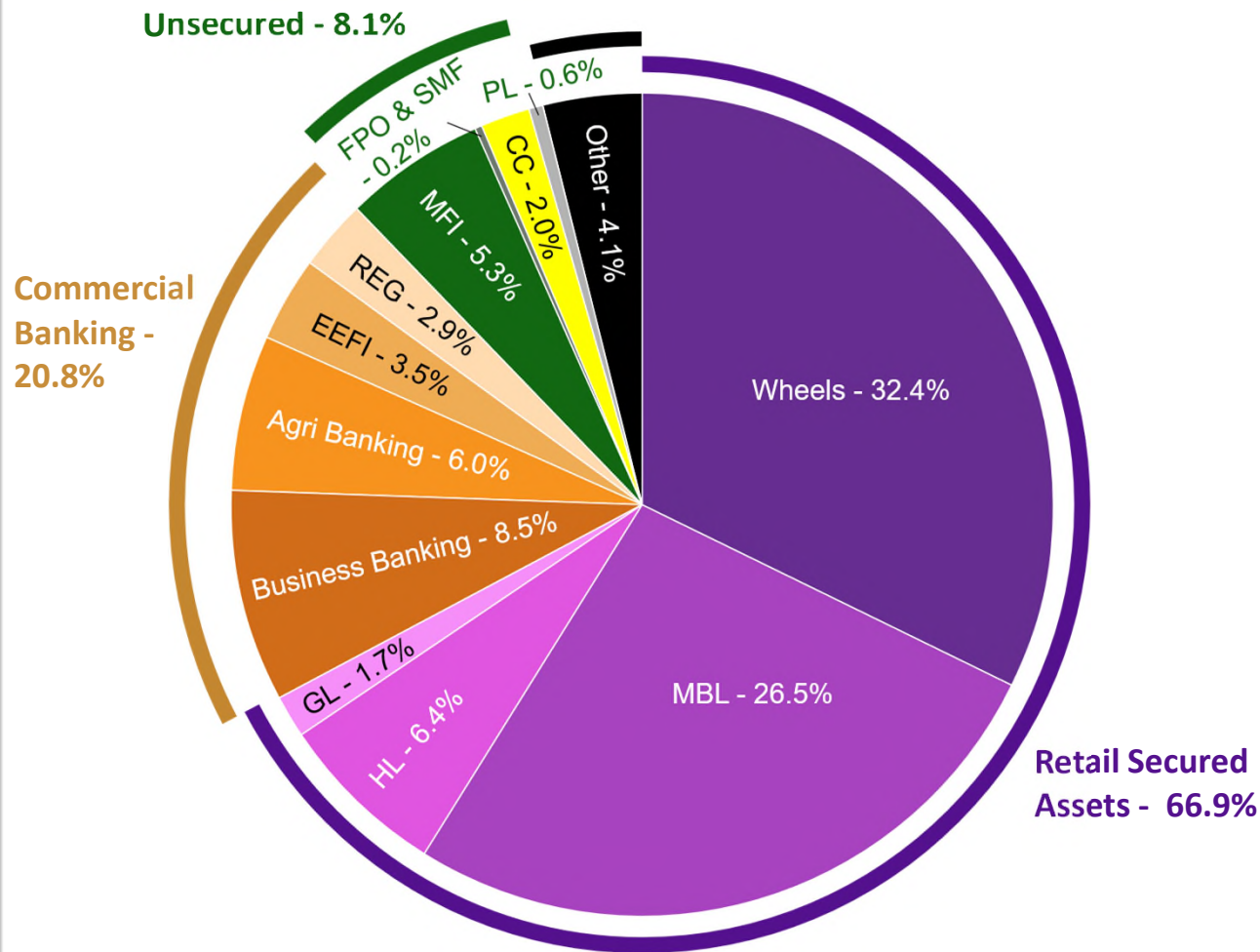
ASSETS PERFORMANCE

5

OTHER KEY INFORMATION

Well diversified, predominantly retail asset book

₹ 1,17,624 Cr
Total Loan Portfolio



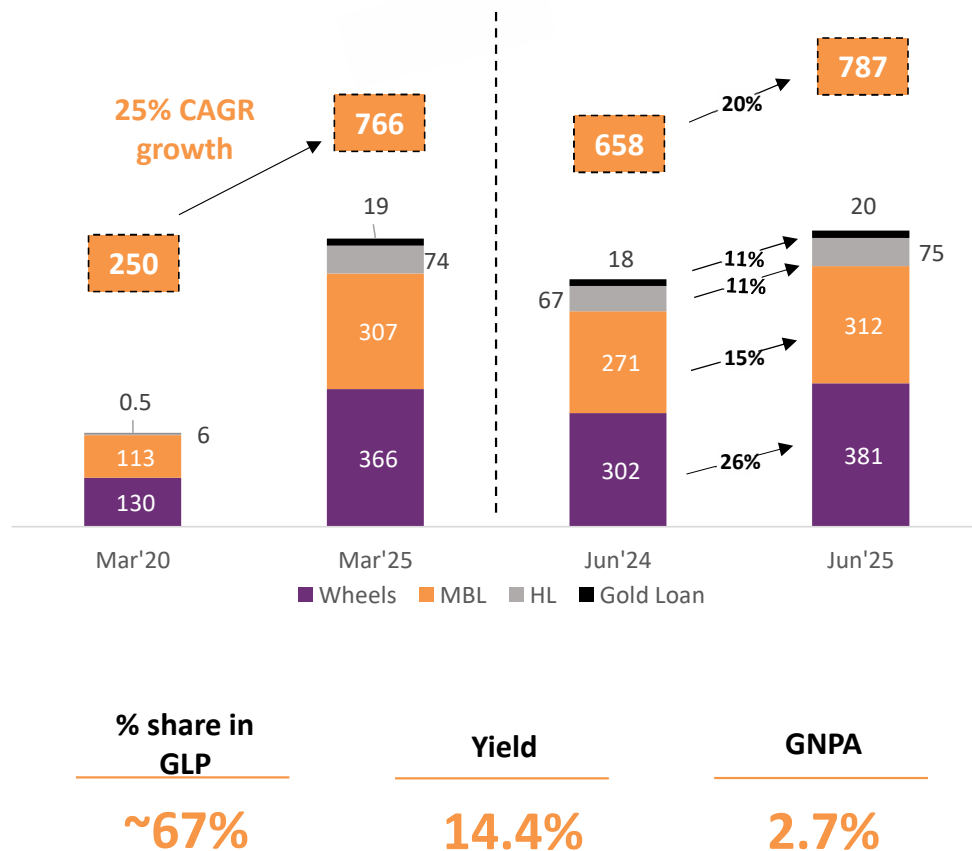
- ❑ Disbursement mix of High RoA assets in Q1'FY26 stands at 85% - High RoA assets are defined as per internal classification
- ❑ ~64% of the portfolio is Fixed rate; additionally, ~6% of loans are floating rate most of which is currently in fixed interest period
- ❑ RWA to Total Assets stands at ~58% as on 30th Jun'25

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

Retail secured assets – Vintage book with growth opportunity



Retail Secured Assets (₹ Bn)



Performance

- ❑ Vintage Business with strong legacy, and best in class risk adjusted returns, through the cycles
- ❑ ~25% CAGR growth over last 5 years with ~20% YoY growth as on Jun'25

Right to Win

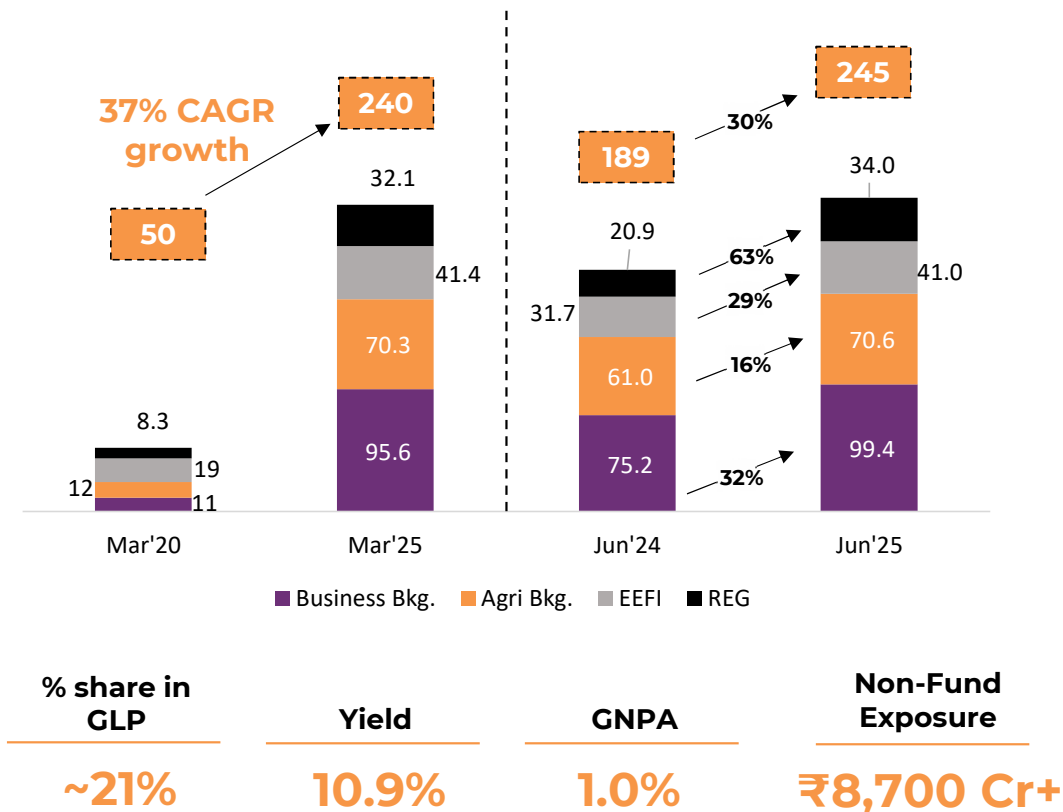
- ❑ Deep distribution and underwriting expertise in granular loans, to informal segments, in semi-urban and rural areas.
- ❑ Strong operational processes and collection framework
- ❑ Stable leadership across all verticals and locations

Growth Opportunity

- ❑ Aim to deliver above average industry growth
- ❑ Significant opportunity to expand distribution particularly in South India by leveraging erstwhile Fincare distribution
- ❑ Compliance simplification by RBI for lower ticket gold loan will allow us to grow faster in this book
- ❑ Tech led enablement to drive productivity and efficiency (Salesforce + FICO implemented for Wheels)

Commercial Banking – loan book and growth opportunity

Commercial Banking (₹ Bn)



Performance

- Strong growth of 37% in last 5 years, albeit from a low base
- YoY growth of 30% as on June'25 with strong asset quality

Creating a well-crafted Right to Win

- Complete product suite including non-fund based and AD-I business
- Go to market approach and creating differentiation via TAT and servicing
- Largely branch driven with strong synergy on CASA; contributes ~8% of overall deposits and ~6% to overall CASA
- Diversified fee income profile – transaction banking, forex, trade and cash management; focus to grow cross-border fee business
- Stable leadership

Expansion Opportunity

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

Digital Unsecured Loans



Credit Cards

Cards In Force

9.8 lacs+

Cards Live

Portfolio Size

~₹2,327 Cr

Credit Card Receivables

Engagement

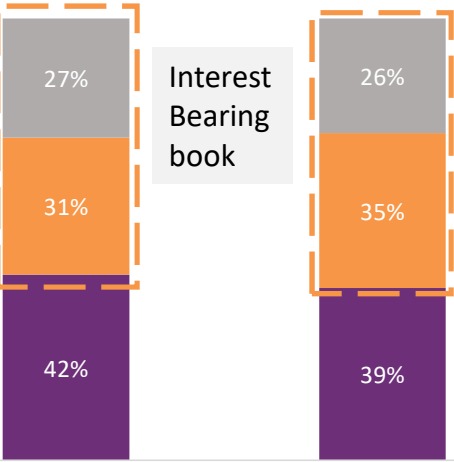
~₹9,700

Avg. Spend per Card
in Q1'FY26

2,850 Cr+

Spends in Q1'FY26

Ending Net Receivable (ENR)



Interest
Bearing
book

Jun'25

Mar'25

■ Transactor ■ revolver ■ EMI+ X-Loan

Outstanding Book Composition

Key initiatives

- ❑ Recent Vintage performance is improving since Jan'25
- ❑ Behavior score implemented for optimizing transaction risk
- ❑ Consistent focus on strengthening scorecard and improving underwriting capabilities
- ❑ Steady spends over Q1'FY26 and consistent portfolio metrics of SPC ~ ₹ 9,700
- ❑ Partnership launch with Kiwi (India's first fintech to launch UPI on Credit Cards)

Personal Loans

Portfolio Size

~725 Cr

Q1'FY26

Key initiatives

- ❑ Migrated to Salesforce LOS to strengthen customer journey & experience
- ❑ Onboarded FICO for BRE & score card orchestration across segments for faster & better credit evaluation
- ❑ Focus on cross-selling PL on existing customer base. New to Bank sourcing launch planned in Q2'FY26

NPA movement



₹ in Crores

NPA Movement	Q1'FY26	Q1'FY25	Q4'FY25
Opening GNPA	2,477	1,437	2,336
Additions during the period*	1,027	543	894
Less: Recoveries & Write Offs during the period	(753)	(367)	(752)
Closing GNPA	2,751	1,613	2,477

NPA Summary	Q1'FY26	Q1'FY25	Q4'FY25
Gross NPA	2,751	1,613	2,477
Less: Cumulative Provisions	1,780	1,051	1,686
Net NPA	971	563	791
Gross NPA Ratio	2.47%	1.78%	2.28%
Net NPA Ratio	0.88%	0.63%	0.74%
Provision Coverage Ratio	83%	84%	84%

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

Provisioning summary



₹ in Crores

Credit Cost	Q1'FY26	Q1'FY25	Q4'FY25
Provision on NPA and Write off*	529	267	644
Repossession loss & POS loss	50	21	60
Standard & other provision	13	21	26
Covid restructuring provision	(4)	(6)	(4)
Contingency provision created / (Utilised)	-	17	-
Less : Bad Debt Recovery	(54)	(36)	(91)
Credit Cost	533	283	635
Credit Cost for the quarter (% of Avg. Total Assets)	0.34%	0.22%	0.43%
*Write off during the quarter	435	180	388

- ❑ Net credit cost on total assets stands at 0.34% for Q1'FY26 compared to 0.43% for Q4'FY25 and 0.22% for Q1'FY25
- ❑ Credit cost was slightly higher than our expectations – impacted by lower CE in MFI and some slippages in south-based mortgages book

Overview of total provisions



₹ in Crores

Particulars	Jun'25			Mar'25		
	Loan Amount	Provisions	Coverage	Loan Amount	Provisions	Coverage
GNPA	2,751	1,739	63%	2,477	1,645	66%
Covid related restructuring (Standard)	281	47	17%	306	51	17%
Contingency provisions		17			17	
Floating provisions		41			41	
Stressed and contingencies provisions	3,032	1,844		2,783	1,753	
Provisions towards Standard Assets		358			349	
Total Provisions		2,201			2,103	
Provisions as a % of gross advances		1.97%			1.93%	

- ❑ Provision coverage ratio (including technical write-off) stands at 83% and excluding technical write off stands at 65%
- ❑ Standard Covid restructured book is at 0.3% of gross advances

1

MANAGEMENT UPDATE

2

OPERATING & FINANCIAL HIGHLIGHTS

3

LIABILITIES UPDATE

4

ASSETS PERFORMANCE

5

OTHER KEY INFORMATION

Full-suite of products with digital capabilities



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
Small Marginal Farmer
OD/FD



COMMERCIAL ASSETS

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

Third Party Products



INSURANCE

Life
Health
Motor & General
Loan Protection
Asset Protection
SME
Employee Benefit
Insurance Solutions
- With 15 Partners



WEALTH

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

Digital Channels



AU0101



Merchant
App



Video
Banking



Whatsapp
Banking



Chat Bot



IVR

Stable & scalable tech that creates trust in banking



AVAILABILITY

Bank is available 24/7

- ❑ **Uptime of ~ 99.9%** in Q1 FY26 across all critical apps
- ❑ **Low Technical Declines** on transactions (e.g. on UPI for the year is ~0.25%)
- ❑ **100% capacity built up at DR site.** Entire Switchover from DC to DR is completely automated

SECURITY

Should be completely secure & Compliant

- ❑ Deployed best in class security systems to manage different layers
- ❑ **No Cyber Incident** in last 8 years
- ❑ Continuous focus (investments and monitoring) to remain up to date on cyber risk

CUSTOMER OBSESSED

Convenient, Simple and feature rich

- ❑ **AU 0101 & AU 0101 Business** offers very intuitive Interface with all Banking features on a single platform
- ❑ Adoption of various DPI (Account Aggregator, ULI etc) driving digital onboarding and underwriting

SCALABILITY

Resilience even at peak transaction volume

- ❑ Upgrade Corporate Internet Banking platform to the latest version offering seamless CMS and Trade services to corporate customers
- ❑ Migrated CBS Database migrated to highly scalable and secure **Oracle's ExaCC Platform**
- ❑ Treasury platform completely migrated to Kondor Platform to address business requirements and scale of Domestic as well as Forex Transactions

SPEED

Ability to process transactions at Scale

- ❑ Processing more than **3.5 million+ UPI txn** per day & **10 million+ API Calls** are made daily in Core Banking System with response time of less than 42ms
- ❑ 5100+ changes moved across various applications and Infrastructure in Q1 FY26

AGILITY

To adapt to ever evolving tech landscape

- ❑ Built best-in-class, cloud native data lake to process large scale data in real-time and build AI use cases empowering Bank to be Gen AI ready
- ❑ **1100+ member** strong IT team, with 200+ inhouse development focusing on Digital, Data and AI
- ❑ Fincare Merger: CBS Migration on track for Dec-25

We are consistently investing in our technology stack (**8-10% of overall Bank Opex**)

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.



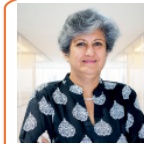
Mr. Kamlesh Vikamsey
Independent Director
42+ years of experience,

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



Ms. Kavita Venugopal
Independent Director
45+ years of experience in Banking Industry

Ex-CEO, Abu Dhabi Commercial Bank (ADCB), India



Ms. Malini Thadani
Independent Director
40+ years of experience

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



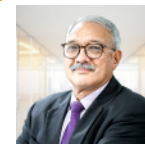
Prof. M S Sriram
Independent Director
35+ years of experience
(including 22 years as an academic)

Professor-Centre for public policy-IIMB



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

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



Mr. V G Kannan
Independent Director
46+ years of experience in Banking Industry

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

Newly Inducted Directors



Mr. Nandkumar Saravade
Independent Director (Additional)
36+ years of experience

CEO at ReBIT and Data Security Council of India



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

Chief pf HR at ING Vyasa Bank and Kotal Mahindra old Mutual life Insurance



Mr. Divya Sehgal
Non-Executive Non-Independent Director
27+ years of experience

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

Non-Executive Non-Independent Director

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. Uttam Tibrewal
Whole-Time Director
29+ years of experience

Associated with the Bank for more than 20 years



Sustainability Initiatives

Sustainable Finance

Opened 16,839 Green Fixed Deposits raising ~₹ 1,292 Crore
 100% deployment in Green Assets primarily towards Renewable Energy (Solar projects) & Clean Transportation (EV)



Sustainable Operations

Partnered with IFC to conduct Physical and Transition Risk Assessments, Financed Emissions Calculation, and Capacity Building initiatives



Sustainable Communities

Mr. H.R. Khan, Chairman championing a month-long green drive, partnering with 500 schools nationwide to plant trees and inspire youth



Sustainability Conversation

Mr. Sanjay Agarwal, MD & CEO, addressed the CII Rajasthan Conclave on World Environment Day, advocating water conservation and waste management to drive sustainable industry practices



CSR Initiatives



AU Ignite Skills Development

Till Q1'FY26, 30,000+ youth were trained in 16 centers across 12 districts of Rajasthan. Of these, 22,400+ have been linked to employment



AU Bano Champion Sports Initiative

Active at 50+ locations, 5,000 kids & youths regularly trained across 7 sports. Organized Parents-Coaches Meeting & Session on the POCSO Act to sensitize the coaches on maintaining a safe and supportive environment for athletes.



AU Udyogini Women Entrepreneurship

Till date, 4,270+ rural women are engaged and 2,619 are nurtured under Individual Women Entrepreneurship (IWE) initiative. In Q1, capacity building sessions were conducted across Rajasthan and MP. Onboarded a new partner for our collective enterprise project- Nirjhari.



AU Kartavya Need based initiatives

Conducted 1,100+ health camps across 12 states serving 70,749 beneficiaries Educated 1600+ students through AU study centers Supported 5400+ families across 7 states with dry ration kits during crisis. Installed 266 Jal Banks across India (FY21-25)

Financial & Digital Inclusion

Universal Access to Financial Services

- 32% of our total touchpoints/branches – 812 are in unbanked rural centres
- Present in 86 Special Focus Districts* with 342 touchpoints covering 66 Aspirational districts, 13 Hill States Districts, 6 Left Wing Extremist Affected Districts and 1 North Eastern Region District.

Providing Basic
Bouquet of
Financial Services



PM Jan Dhan Yojana


Received Direct Benefit Transfer of ₹75 Cr+ in Aadhaar seeded BSBD accounts.

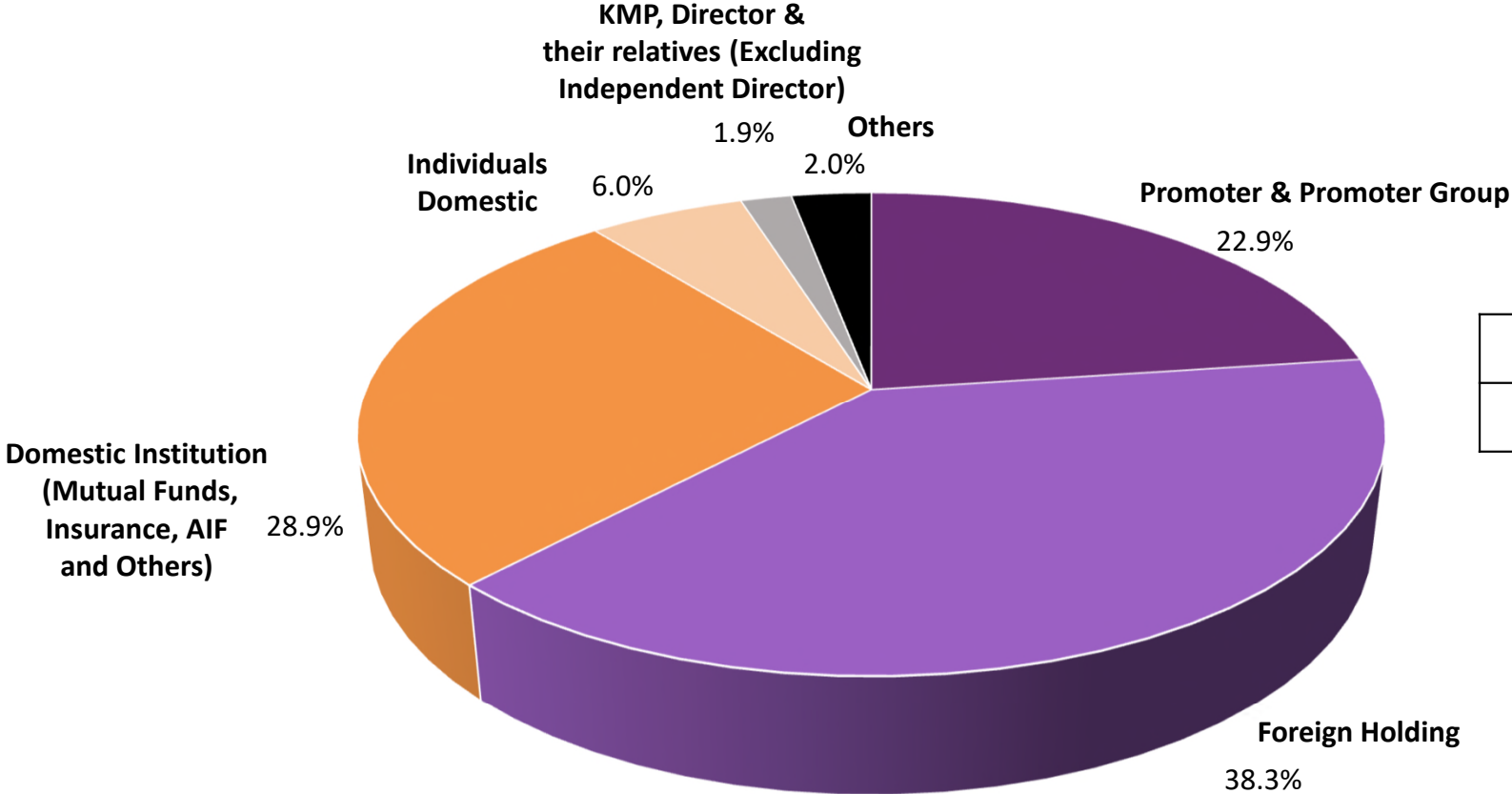
Data as on 30th Jun 25 unless otherwise stated

Products (Active)	Count
BSBD Accounts	5,23,800+
MUDRA Loans	19,38,100+
PM Jeevan Jyoti Bima Yojna (PMJJBY)	1,09,600+
PM Suraksha Bima Yojna (PMSBY)	1,63,500+
Atal Pension Yojna (APY)	1,43,300+
Shakti Accounts	44,83,900+
Microfinance Loans [^]	34,19,800+

Financial and Digital Literacy: Organized 19,100+ Financial Literacy Camps at rural branches.

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

Shareholding pattern



Foreign holding	38%
Domestic holding	62%

Note: Shareholding pattern as on 30th Jun'25

Ratings

Credit Ratings

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

ESG Ratings

 SUSTAINALYTICS	17.1 (Low Risk)
 Dow Jones Sustainability Indexes	42 (High)
MSCI 	AA (Leader)
 ESG Risk Assessments & Insights	76.09 (Excellent)

Awards and recognition



***“Cyber Security
Incident Response Maturity”***

At 4th Indian Banks Association
(IBA) CISO Awards 2025

***“India’s Top 25 Best
Workplaces in BFSI 2025”
&
“India’s Top 50 Companies
to Work for 2025”***

Great Place to Work

***“Data Excellence –
Small Finance Bank’s”***

At CRIF Data Excellence
Award 2024

***“Silver Award for
Data Quality in SFB category”***

(At TransUnion CIBIL
Annual Credit Conference)

***“APY Annual Award
of Ultimate Achiever”***

by PFRDA

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