

## **Details of Unpublished Price Sensitive Information as of March 31, 2023 shared with investors**

- New portfolio originated post Jul'21 on gross basis constitutes ~93% of MFI AUM; PAR 1 of 0.9% and PAR 90 of 0.5%
- Parameters for further loan to existing clients: Net off Limit of INR 9,000 is followed
- Bank wise DA outstanding

Sr. No.	Name of the Institution	Type of Lender	Mar'23 (in crore)	Mar'22 (in crore)
1	AXIS BANK LIMITED	Private Bank	1.20	1.59
2	BANDHAN BANK LIMITED	Private Bank	98.07	0.81
3	BANK OF BARODA	Public Sector Bank	533.71	444.51
4	BANK OF MAHARASHTRA	Public Sector Bank	671.44	407.48
5	DHANLAXMI BANK	Private Bank	1.54	1.56
6	IDFC BANK LIMITED	Private Bank	12.09	82.58
7	INDIAN BANK	Public Sector Bank	57.29	128.12
8	LAKSHMI VILAS BANK LTD	Private Bank	1.13	1.15
9	MAS FINANCIAL SERVICES LIMITED	NBFC	0.08	1.09
10	MUTHOOT FINCORP LIMITED	NBFC	0.78	0.79
11	Poonawalla Finance Private Ltd	NBFC	1.32	9.36
12	STATE BANK OF INDIA	Public Sector Bank	861.23	102.18
13	SYNDICATE BANK	Public Sector Bank	14.57	16.15
14	THE SOUTH INDIAN BANK LIMITED	Private Bank	1.88	4.73
15	UGRO CAPITAL LIMITED	NBFC	1.37	2.33
<b>GRAND TOTAL</b>			<b>2,257.71</b>	<b>1,204.42</b>

- Organization Structure at Operations level

#	Designation	Remarks
1.	Deputy COO / COO	Deputy COOs are Circle heads
2.	Zonal Managers	Overseas 2-3 regions in a circles
3.	Regional Managers	Overseas 1 Region
4.	Dy. Regional Managers	Overseas 3-5 branches in a region
5.	Territory Managers	Overseas 2-3 branches in a region
6.	Branch Managers	Overseas 1 branch
7.	Asst. Branch Managers	Overseas branch in absence of BM
8.	Community Service Officers (CSO)	Execute primary operational activities
9.	Quality Officers	CSO equivalent/ Manages high bucket collection

- Share of Top 20 districts

Period	Share of Top 20 districts
FY 2023	25.4%
FY 2022	23.6%
FY 2021	22.6%
FY 2020	24.6%
FY 2019	24.5%
FY 2018	30.1%
FY 2017	34.6%

- Stage wise ECL - ECL Provision of the Company is validated by one of the big four audit firms

Q4FY23 (JLG only) (Rs. crore)				
Stage	EAD	PD -JLG	LGD	ECL
Stage-1	Current +PAR upto 30 Days	12 Month –	53.45%	10.04
		Current: 0.39%		
		1-30: 36.86%		
Stage-2	PAR31-PAR90 Days	Life Time -	53.45%	6.73
		31-60: 63.53%		
		61-90: 99.78%		
Stage-3	>PAR90	Default - 100%	53.45%	93.37
	Total			110.14
Less :	Death Case released			(0.03)
	Total			110.11

ECL on SME portfolio	8.74
Grand Total	118.85

- Static Pool – PAR 90+

Disbursement date	Disbursement amount (Rs. Mn)	MOB 2	MOB 5	MOB 8	MOB 11	MOB 14	MOB 17	MOB 20	MOB 23	MOB 26	MOB 29	MOB 32	MOB 35	MOB 38	MOB 41	MOB 44	MOB 47	MOB 50	MOB 53	MOB 56	MOB 59	MOB 62	MOB 65	MOB 68	MOB 71
Q1FY18	11,318	-	3.27%	5.76%	6.66%	6.80%	5.63%	3.14%	2.64%	2.58%	2.53%	2.47%	2.45%	2.42%	2.41%	2.41%	2.41%	2.41%	2.41%	2.41%	2.41%	2.41%	2.41%	2.41%	0.07%
Q2FY18	11,757	-	2.37%	4.43%	5.67%	5.98%	3.96%	3.79%	3.68%	3.66%	3.58%	3.53%	3.50%	3.48%	3.48%	3.48%	3.48%	3.48%	3.48%	3.48%	3.48%	3.48%	3.48%	3.48%	1.21%
Q3FY18	12,445	-	1.45%	3.14%	4.39%	4.36%	4.49%	4.65%	4.73%	4.73%	4.69%	4.66%	4.64%	4.64%	4.63%	4.63%	4.63%	4.63%	4.63%	4.63%	4.63%	4.63%	4.63%	4.63%	0.46%
Q4FY18	19,562	0.01%	0.36%	0.94%	1.27%	1.41%	1.58%	1.77%	1.87%	1.87%	1.84%	1.87%	1.86%	1.85%	1.84%	1.84%	1.84%	1.84%	1.83%	1.83%	1.83%	1.82%	1.82%	0.65%	
FY18	55,083	0.00%	1.64%	3.17%	4.02%	4.16%	3.58%	3.13%	3.06%	3.04%	3.00%	2.98%	2.96%	2.94%	2.94%	2.94%	2.94%	2.94%	2.93%	2.93%	2.93%	2.52%			
Q1FY19	12,666	0.00%	0.08%	0.21%	0.33%	0.53%	0.86%	1.16%	1.24%	1.21%	1.44%	1.60%	1.50%	1.49%	1.47%	1.46%	1.44%	1.42%	1.41%	1.33%	0.38%				
Q2FY19	10,652	0.00%	0.07%	0.14%	0.35%	0.76%	1.38%	1.70%	1.67%	2.11%	2.78%	2.56%	2.51%	2.47%	2.44%	2.39%	2.34%	2.32%	2.29%	0.64%					
Q3FY19	10,354	0.00%	0.05%	0.15%	0.35%	0.91%	1.13%	1.11%	1.42%	2.31%	2.08%	2.04%	1.99%	1.96%	1.91%	1.85%	1.83%	1.82%	0.46%						
Q4FY19	18,383	0.00%	0.03%	0.22%	1.03%	1.42%	1.42%	2.45%	4.40%	3.96%	3.89%	3.81%	3.72%	3.64%	3.52%	3.49%	3.46%	0.52%							
FY19	52,055	0.00%	0.05%	0.18%	0.59%	0.97%	1.22%	1.72%	2.48%	2.59%	2.70%	2.66%	2.59%	2.54%	2.48%	2.44%	2.42%	1.36%							
Q1FY20	15,470	-	0.05%	1.14%	1.92%	1.94%	3.88%	8.36%	7.68%	7.54%	7.36%	7.21%	7.02%	6.96%	7.00%	6.95%	1.66%								
Q2FY20	15,539	-	0.93%	1.96%	2.01%	4.46%	12.67%	11.84%	11.63%	11.35%	11.09%	10.81%	10.69%	10.60%	10.57%	2.30%									
Q3FY20	15,723	-	0.22%	0.28%	1.09%	10.40%	9.88%	9.69%	9.52%	9.27%	8.97%	8.78%	8.64%	8.61%	2.52%										
Q4FY20	19,275	-	0.04%	0.45%	9.61%	10.22%	9.87%	9.85%	9.63%	9.35%	9.11%	8.80%	8.63%	3.11%											
FY20	66,007	-	0.30%	0.93%	3.99%	6.97%	9.13%	9.93%	9.62%	9.37%	9.14%	8.90%	8.74%	7.13%											
Q1FY21	333	-	0.07%	0.16%	0.20%	0.29%	0.19%	0.29%	0.33%	0.32%	0.32%														
Q2FY21	5,056	-	0.08%	0.17%	0.22%	0.20%	0.23%	0.32%	0.36%	0.95%	1.47%	0.15%													
Q3FY21	11,184	-	0.05%	0.15%	0.10%	0.29%	0.51%	0.64%	0.72%	0.76%	0.11%														
Q4FY21	14,734	-	0.09%	0.09%	0.24%	0.57%	0.77%	0.98%	1.12%	0.35%															
FY21	31,308	-	0.07%	0.13%	0.19%	0.41%	0.58%	0.75%	0.84%	0.59%															
Q1FY22	1,822	-	6.43%	9.09%	9.37%	9.20%	9.00%	9.06%	8.71%																
Q2FY22	10,657	-	0.07%	0.26%	0.48%	0.80%	1.06%	0.26%																	
Q3FY22	10,333	-	0.05%	0.21%	0.52%	0.84%	0.57%																		
Q4FY22	15,392	-	0.03%	0.24%	0.53%	0.18%																			
FY22	38,204	-	0.35%	0.66%	0.94%	0.96%																			
Q1FY23	14,603	-	0.08%	0.39%	0.30%																				
Q2FY23	15,040	-	0.05%	0.15%																					
Q3FY23	16,949	-	0.01%																						
Q4FY23	25,118	-																							
FY23	71,710	-																							

Basis the collection strategy rolled out by management, collection trends on loans originated post Wave II of the COVID pandemic i.e. beginning July 2021, strengthened process and policies and the prevailing stable economic environment, management expects credit costs to be lower going forward. Extreme stress case additional credit cost 1.34%

- Future Prospects

Particulars	Expected CAGR (4 year)
	FY24 - FY28
Disbursement	21% - 23%
AUM	18% - 20%
Income	19% - 21%
Operating Expenditure	21% - 23%
PPoP	13% - 15%

- Cost Structure Branch Samples

Branch Name	Employee Cost (Rs.)	Other Opex (Rs.)	Total (Rs.)	Avg Headcount (#)
Branch A	12,08,586	3,14,188	15,22,774	5
Branch B	31,71,236	5,52,862	37,24,098	12

- Drop out percentage on customer base of FY21 stood at 26.7% (for 2 years)
- The portfolio of subsidiaries viz SHFL and SFL is expected to grow by ~60-70% YoY. PAR 30 for SHFL stood at 4.41% and for SFL stood at 5.13% as of Mar'23.

Disclaimer: The numbers are estimations and based on company's assessment of futuristic industry trends in a stable business environment. These may vary, depending upon the actual socio business economic conditions. Investors may discuss with their Tax / Investment Advisors.