

Secretarial Department



April 29, 2024

Ref. FEDFINA/ CS/ 97/ 2024-25

To, National Stock Exchange of India Ltd., Listing Department Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051	To, BSE Limited, The Corporate Relationship Dept. Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001
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**Re: Scrip Code: 544027, Symbol: FEDFINA**

**Subject: Investor meet Presentation**

Dear Sir/Madam,

Further to our letter dated April 23, 2024 intimating scheduled Earnings call with Analysts/Investors, please find attached the investor presentation which is referred during the earnings call with Analysts/Investors in connection with the Financial results for the fourth quarter and Financial Year ended March 31, 2024.

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

Thanking you,

Yours Truly,

**For Fedbank Financial Services Limited**

**Rajaraman Sundaresan**  
**Company Secretary & Compliance Officer**  
**Mem. No: F3514**

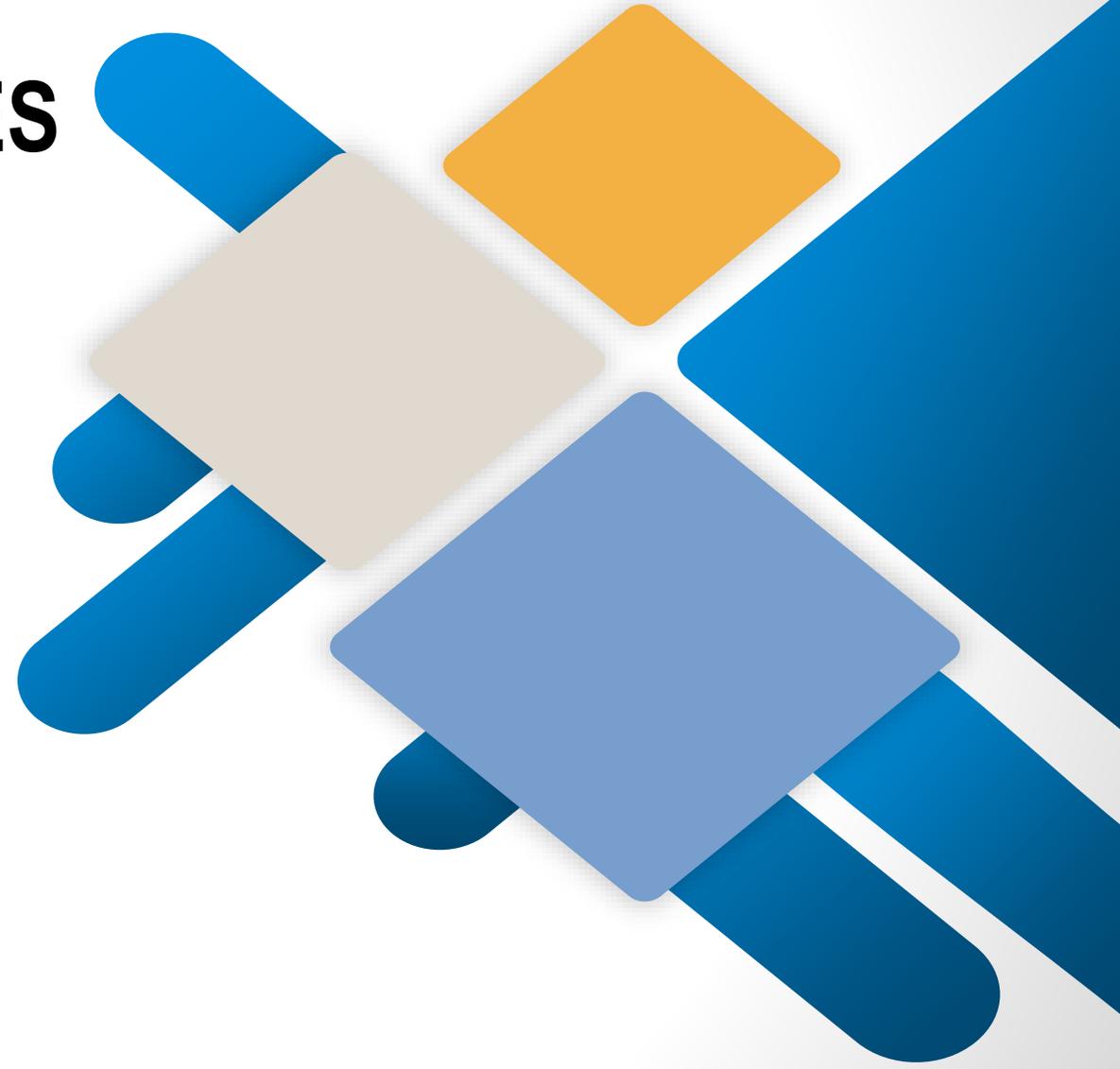
**Encl – As above**

# FEDBANK FINANCIAL SERVICES

## INVESTOR PRESENTATION

*EMPOWERING EMERGING INDIA WITH  
EASY ACCESS TO LOANS*

FY 24 / Q4 24



# Safe Harbour

This presentation and the accompanying slides ("Presentation"), which have been prepared by Fedbank Financial Services Limited or Fedfina (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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Forward looking statements concerning the Company's future business prospects and business profitability are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of the forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

# IPO and Listing Ceremony



Listing Date: **30<sup>th</sup> November, 2023**

Stock Exchanges: **NSE & BSE**

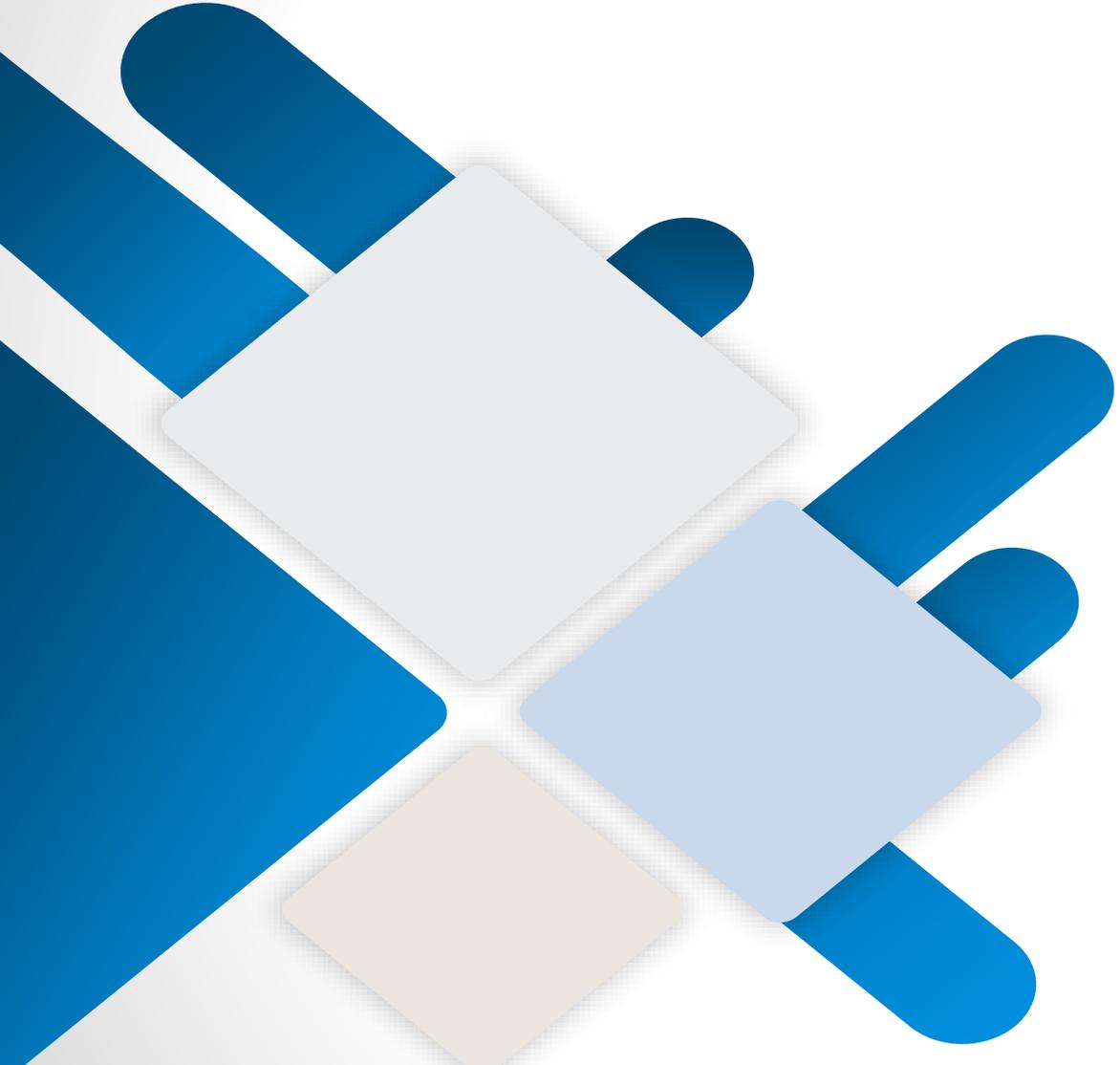
Total IPO Size: **₹10.9 bn**

Primary Size: **₹6.0 bn**

Secondary Size: **₹4.9 bn**

Secondary Pre-IPO Size: **₹3.3 bn**

**Only listed NBFC of a listed private bank**

- 
- A decorative graphic on the left side of the slide. It features a stylized blue hand with five fingers, holding four diamonds. The diamonds are arranged in a cross pattern: a light grey diamond at the top, a light blue diamond at the bottom, a light beige diamond on the left, and a light blue diamond on the right. The hand is positioned as if holding these diamonds from the left.
- Who we are
  - Our Franchise
  - Financial Performance
  - Risk Management
  - Treasury & Funding

# FY24 Result Summary



**₹ 122 bn**  
AUM

34%



**₹ 136 bn**  
Disbursements

26%



**₹ 2,447 mn**  
Profit After Tax

36%



**₹22,608 mn**  
Shareholder's Fund

67%



**85%**  
Secured AUM

106 bps



**621**  
Branches

46



**18**  
States and UTs

2



**₹ 82 bn**  
Borrowings<sup>1</sup>

15%



**23.5%**  
CRAR

552 bps



**4,298**  
Employees

20%



**1.7%**  
GNPA

-37 bps



**1.3%**  
NNPA

-26 bps



**2.4%**  
RoA

12 bps



**13.5%**  
RoE

-83 bps



**0.7%**  
Credit Cost<sup>2</sup>

3 bps

<sup>1</sup> Borrowings represents the aggregate of debt securities, borrowings (other than debt securities) and subordinated liabilities outstanding  
<sup>2</sup> Credit cost represents impairment on financial instruments divided by average AUF

# Q4FY24 Result Summary



**₹ 122 bn**  
AUM

34%

14%



**₹ 43 bn**  
Disbursements

35%

30%



**₹ 677 mn**  
Profit After Tax

73 %

3%



**₹ 22,608 mn**  
Shareholder's Fund

67 %

4 %



**85%**  
Secured AUM

106 bps

56 bps



**621**  
Branches

46

12



**18**  
States and UTs

2

1



**₹ 82 bn**  
Borrowings<sup>1</sup>

15%

3%



**23.5%**  
CRAR

552 bps

-233 bps



**4,298**  
Employees

20%

4%



**1.7%**  
GNPA

-37 bps

-53 bps



**1.3%**  
NNPA

-26 bps

-33 bps



**2.5%**  
RoA

72 bps

-4 bps



**12.2%**  
RoE

52 bps

-206 bps



**0.8%**  
Credit Cost<sup>2</sup>

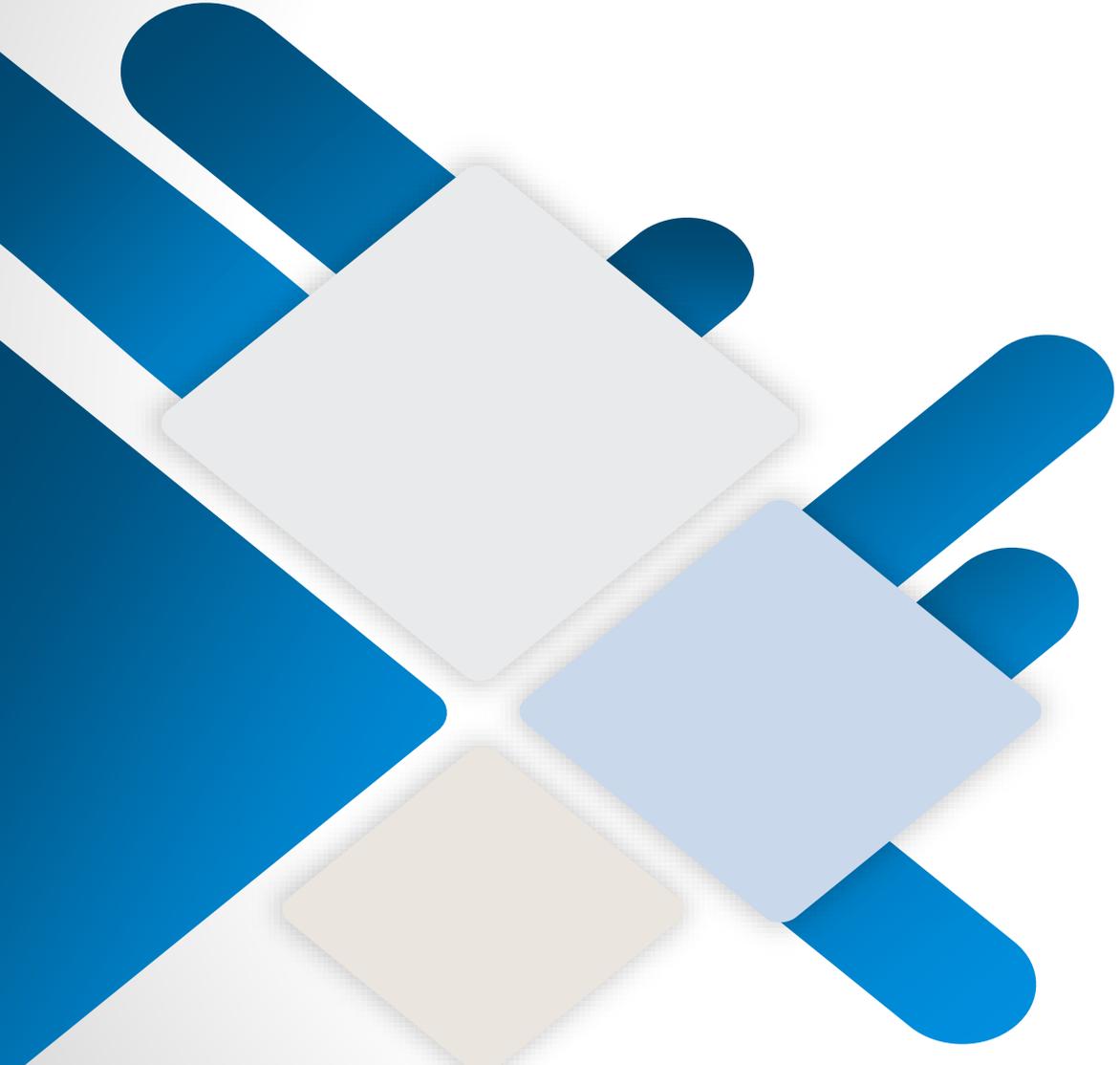
14 bps

-28 bps

<sup>1</sup> Borrowings represents the aggregate of debt securities, borrowings (other than debt securities) and subordinated liabilities outstanding  
<sup>2</sup> Credit cost represents impairment on financial instruments divided by average AUF

# Executive Summary

- FY 24 / Q4 24 saw our **AUM touching ₹1,21,919 mn**, up **14% QoQ** and **34% YoY**. Our AUM growth was driven on the back of **disbursals of ₹43,361 mn** in Q4 FY24, **up 30% QoQ**. FY24 disbursals stood at **₹1,35,787 mn**, **up 26% YoY**.
- Gold loans registered an AUM growth of **17% QoQ** to **₹39,694 mn** in Q4 FY24, **up 33% YoY**.
- Our net profit stood at **₹2,447 mn in FY24**, **up 36% YoY**. During the quarter, the net profit was **up 3% QoQ** and **73% YoY** to **₹677 mn**.
- The **RoA/RoE** for FY 24 stood at **2.4%** and **13.5%** respectively. The **RoA/RoE** for Q4 FY24 came at **2.5%** and **12.2%** respectively.
- During the quarter, our asset quality improved with **gross stage III at 1.7%**, which is down 53 bps QoQ and in absolute terms by **₹293.1 mn**.
- We sold-off a large NPA account with a POS of **₹ 239.2 mn** to an ARC, at net carrying value in Q4 FY24.
- Our progression towards the off-book strategy continued, as the proportion of the **off-book AUM went up to 18.7% in Q4 FY24**, up from 17.4% QoQ. Co-lending partnerships for our gold loans business further strengthened, as the co-lending book increased to **₹5,221 mn** from **₹1,764 mn** QoQ.
- We expanded our distribution further by **adding 12 branches during the quarter**, taking the total count to **621**.

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- **Who we are**
  - Our Franchise
  - Financial Performance
  - Risk Management
  - Treasury & Funding

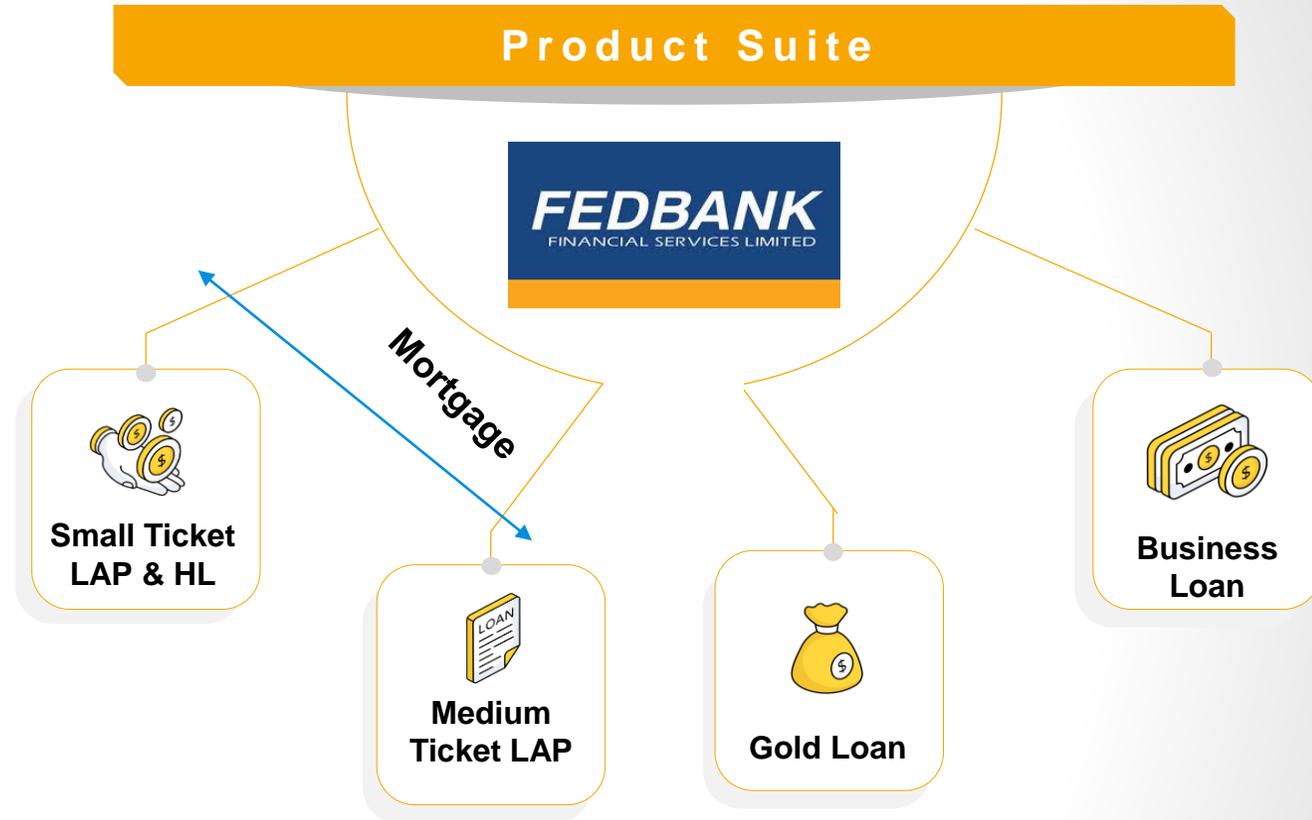
# About Fedfina

- **We are** a majority subsidiary of the Federal Bank Limited, catering to the emerging self-employed segment in India. Our parentage provides us with unfettered access to debt and equity.
- **Our vision is to “Empower Emerging India with Easy Access to Loans”.** Armed with the insight that working capital requirements of small self-employed customer are significantly underserved, we aim to remedy this situation by offering loans to these MSME customers in three ways

- By pledge of Gold
- By mortgage of property
- Without security

**These products offer us a long runway for growth. They give us the opportunity to scale up ten-fold from here on.**

- **Over the past five years, we have invested in building our platform by,**
  - Enriching our presence across 18 states and union territories
  - Building state of the art technology to support our ambitions
  - Establishing a vibrant organization with a culture poised to deliver growth
- **We have cycle tested management,** carrying a cumulative experience of >200 years.



- **Our credit rating is AA+/Stable by CARE and India Ratings. CRISIL has assigned us long-term credit rating of AA/ Positive.**
- All these ingredients will help us **deliver predictable, sustainable and profitable growth.**

# Our Board of Directors

## Independent Directors



**Balakrishnan  
Krishnamurthy**  
*Chairman &  
Independent Director*



**Gauri Shah**  
*Independent Director*



**Sunil Gulati**  
*Independent Director*



**Ramesh Sundararajan**  
*Independent Director*

## Executive Director



**Anil Kothuri**  
*MD & CEO*



**Shyam Srinivasan**  
*Non-Executive Director*



**Ashutosh Khajuria**  
*Non-Executive  
Nominee Director*



**Maninder Juneja**  
*Non-Executive  
Nominee Director*

## Non-Executive and/or Nominee Directors

# Experienced Management Team



**Anil Kothuri**  
*MD & CEO*



**C.V. Ganesh**  
*Chief Financial Officer*



**Siddharth K**  
*Chief Operating Officer*



**Shardul Kadam**  
*Chief Risk Officer*



**Anila Rajneesh**  
*Chief Human Resource Officer*



**Vikas Srivastava**  
*CBO – Mortgage (Small Ticket)*



**K Sureshkumar**  
*CBO – Mortgage (Medium Ticket)*



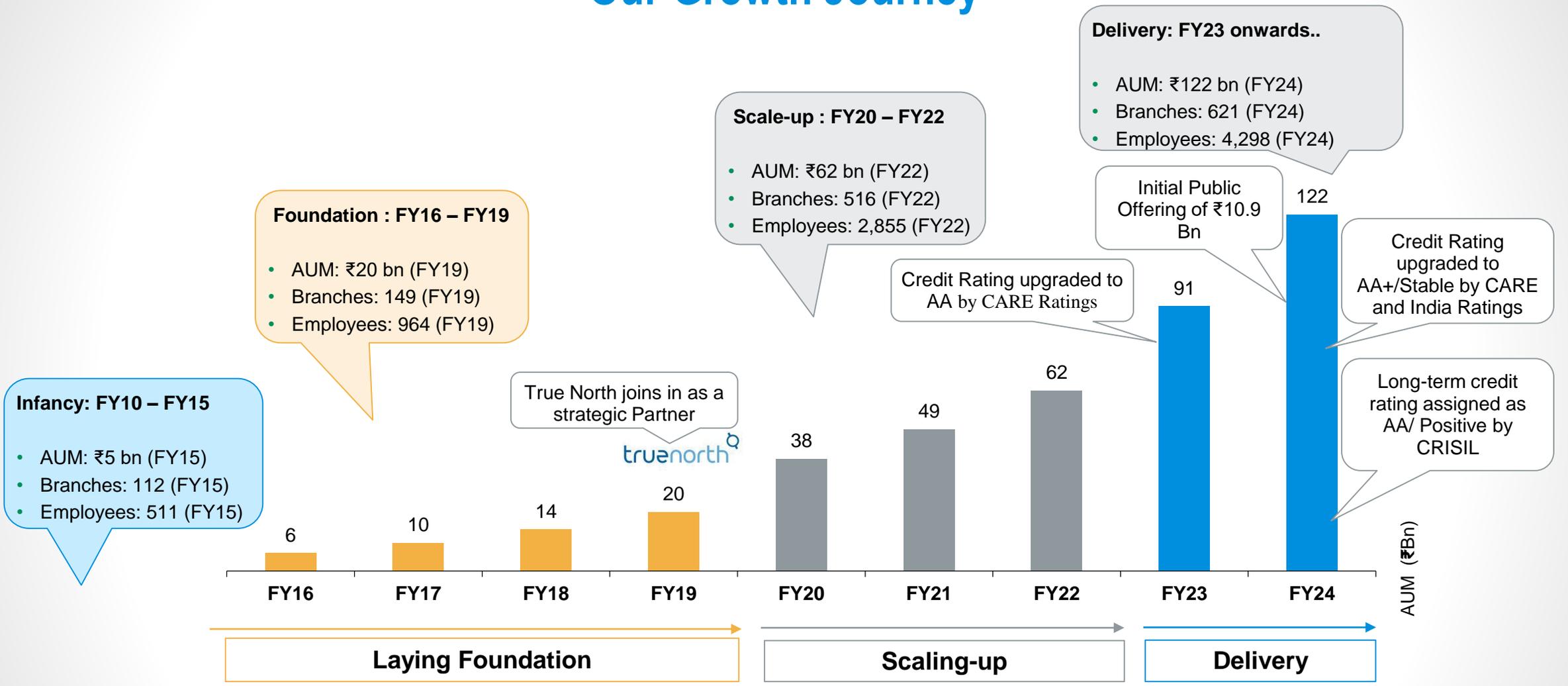
**Jagadeesh Rao**  
*CBO - Gold Loan*



**Ramchandar R**  
*CBO – Business Loan*

**Deep domain experience across cycles**

# Our Growth Journey



**Strong Growth trajectory over the years of operations**

# Transformational Journey

	FY19		FY24
<b>Operational Parameters</b>			
No. of Branches	149	4.2x	621
No. of Employees	964	4.5x	4,298
Disbursement (₹ mn)	19,686	6.9x	1,35,787
Disbursement per Branch p.a. (₹ mn)	132	1.7x	219
Disbursement per Employee p.a. (₹ mn)	20	1.6x	32
<b>Financial Parameters (₹ mn)</b>			
Asset Under Management	20,193	6.0x	1,21,919
Total Assets	21,506	5.2x	1,11,378
Net Worth	4,586	4.9x	22,608
Total Income	2,555	6.4x	16,230
Profit After Tax	361	6.8x	2,447

# Our Historical Performance

Particulars (in ₹Mn)	FY19	FY20	FY21	FY22	FY23	FY24	CAGR
<b>Operational Information</b>							
Branches (#)	149	303	359	516	575	621	
Disbursements	19,686	43,795	58,937	74,698	1,07,487	1,35,787	
AUM	20,193	38,382	48,624	61,872	90,696	1,21,919	<b>43%</b>
Employees (#)	964	1,890	2,125	2,855	3,570	4,298	
<b>Financial Information</b>							
Total Income	2,555	4,660	6,976	8,836	12,147	16,230	
Interest Expenses	1,139	2,011	3,132	3,477	4,722	6,797	
Net Interest Income	1,169	2,205	3,449	4,742	6,380	8,120	<b>47%</b>
Operating Expenses	876	1,875	2,362	3,129	4,352	5,494	
Credit Cost	32	214	712	839	489	659	
Exceptional Item	-	-	-	-	154	-	
Profit before tax	508	560	769	1,392	2,430	3,281	
Profit after tax	361	391	617	1,035	1,801	2,447	<b>47%</b>
Shareholder's Fund	4,586	6,912	8,347	11,535	13,557	22,608	
Book Value Per Share (₹)	19.9	25.3	28.8	35.9	42.1	61.2	
<b>Ratios</b>							
Cost to Income	61.9%	70.8%	61.5%	58.4%	58.6%	58.2%	
Return on Average Assets	2.0%	1.3%	1.3%	1.7%	2.3%	2.4%	
Return on Average Equity	10.1%	6.8%	8.1%	10.4%	14.4%	13.5%	
Gross Stage 3 assets / Gross NPA	2.3%	1.4%	1.0%	2.2%	2.0%	1.7%	
Net Stage 3 assets / Net NPA	1.9%	1.1%	0.7%	1.8%	1.6%	1.3%	
CRAR	21.6%	17.9%	23.5%	23.0%	17.9%	23.5%	

# Our Vision & Values

## Vision

Empower Emerging India with Easy Access to Loans

## Values

### Execution Excellence

- ✓ Clear Objectives
- ✓ Resource Optimization
- ✓ Adaptability
- ✓ Continuous Improvement



### People Focus

- ✓ Empowerment
- ✓ Development Opportunities
- ✓ Recognition and Rewards
- ✓ Work-Life Integration



### Integrity

- ✓ Transparency
- ✓ Accountability
- ✓ Building Trust
- ✓ Ethical Decisioning



### Customer Centric

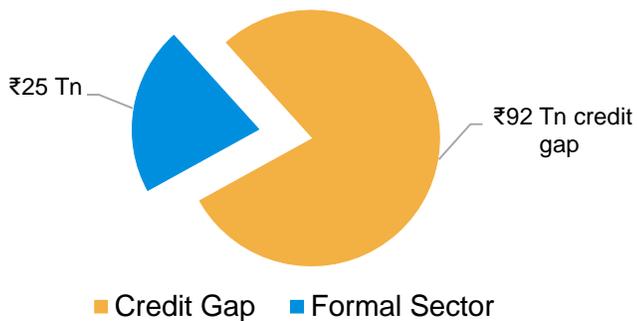
- ✓ Customer Goals
- ✓ Clear Communication
- ✓ Customer Support
- ✓ Seamless Experience



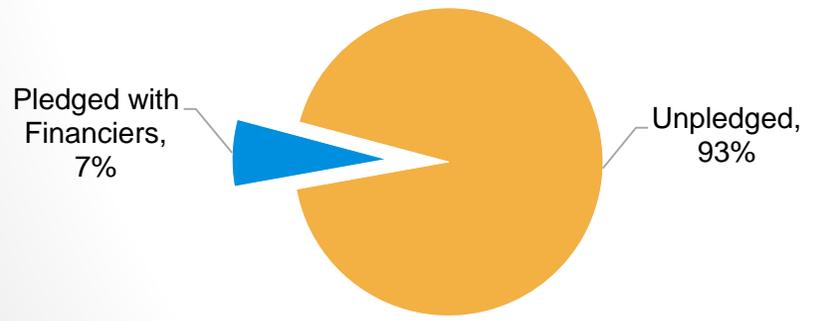
# Opportunity and our Strengths

## Opportunity\*

MSME Credit Addressable Market

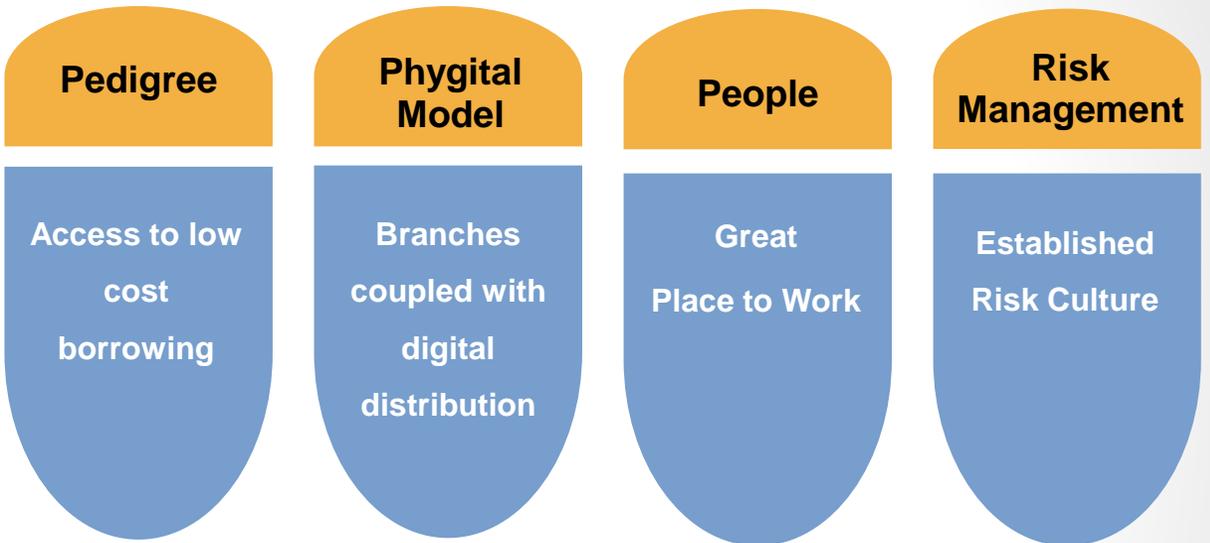


## Household Gold



\* from company, RHP

## Core Strengths



## Product Offerings

- Working Capital Loan Against Mortgaged Property
- Loan Against Pledged Gold
- Working Capital Business Loans

# Our Product Suite

## Secured Against Collateral

	Mortgage Loans	Gold Loan	Business Loan
 <b>AUM (₹Mn) (% of total)</b>	62,179 (51.0%)	39,694 (32.6%)	18,255 (15.0%)
 <b>Avg. Ticket Size (₹ Mn)</b>	2.2	0.1	2.4
 <b>Disbursement (INR Mn) &amp; (Origination Yield)</b>	10,660 (14.2%)	28,486 (14.8%)	4,215 (16.9%)
 <b>Average LTV</b>	54.1%	71.0%	NA
 <b>Underwriting</b>	Assessed Income / Income Based	In-house Valuation	Income Based

Mortgage Loans includes medium Ticket LAP, Small Ticket LAP and Housing Loans ; LTV: Loan to Value  
 Above disclosures are for Q4 FY24

# Our Mortgage Business

## Mortgage Loans

		Small Ticket LAP and HL	Medium Ticket LAP
	<b>AUM (₹Mn) (% of total)</b>	31,726 (26.0%)	30,453 (25.0%)
	<b>Avg. Ticket Size (₹ Mn)</b>	1.3	6.7
	<b>Disbursement (INR Mn) &amp; (Origination Yield)</b>	5,311 (16.1%)	5,349 (12.3%)
	<b>Average LTV</b>	53.1%	55.0%
	<b>Underwriting</b>	Assessed Income	Income Based

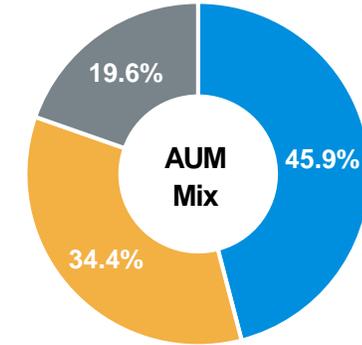
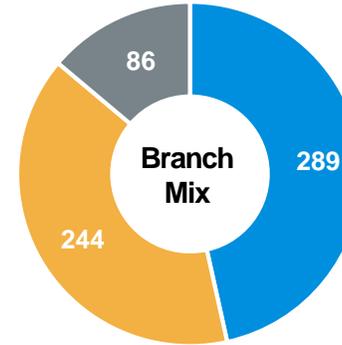
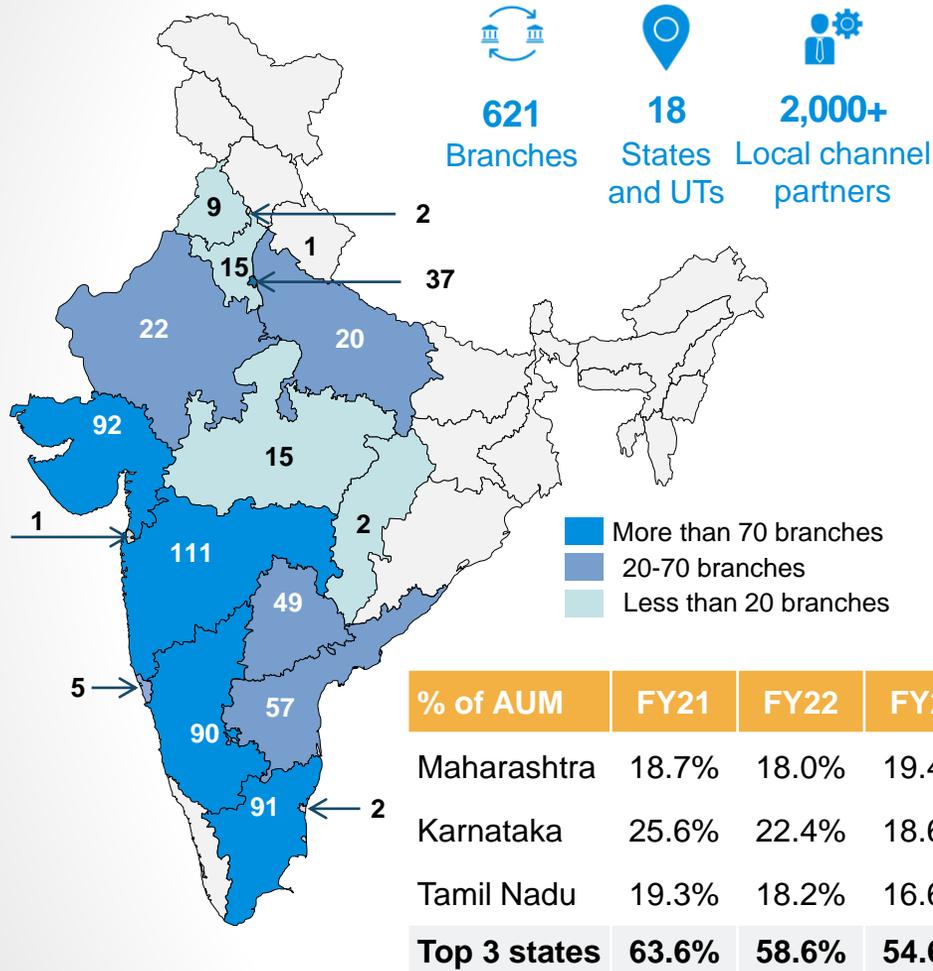
# Our Underwriting Approach

Category	Small Ticket LAP	Medium Ticket LAP	Business Loan	Gold Loan
				
Customer Business	Food and Tea Stall	Retail Trading of Snacks and Savories	Trading and Installation of Industrial Electrical Products	Tailoring
Requirement	Expand his product offering and to renovate the store	Refurbish a few existing outlets and open 2 additional outlets	Purchase of raw materials	Purchase additional sewing machine & renovate the shop
Fedfina's Credit Assessment / Solutions	<ul style="list-style-type: none"> <li>Business understanding</li> <li>Stock count</li> <li>Turnover assessment</li> </ul>	<ul style="list-style-type: none"> <li>Stock count / turnover assessment</li> <li>Field visit and verification of records</li> </ul>	<ul style="list-style-type: none"> <li>Initial assessment of cashflows</li> <li>Review of its GST returns</li> <li>Business analysis post-Covid</li> </ul>	<ul style="list-style-type: none"> <li>Collateral Verification</li> <li>Quick processing and sanctioning of loan</li> </ul>
Sanctioned Amount	₹1.6 mn	₹7.5 mn	₹3.0 mn	₹0.1 mn
LTV	55%	32%	NA	74%

- 
- Who we are
  - **Our Franchise**
  - Financial Performance
  - Risk Management
  - Treasury & Funding

# Growing Branch Footprint

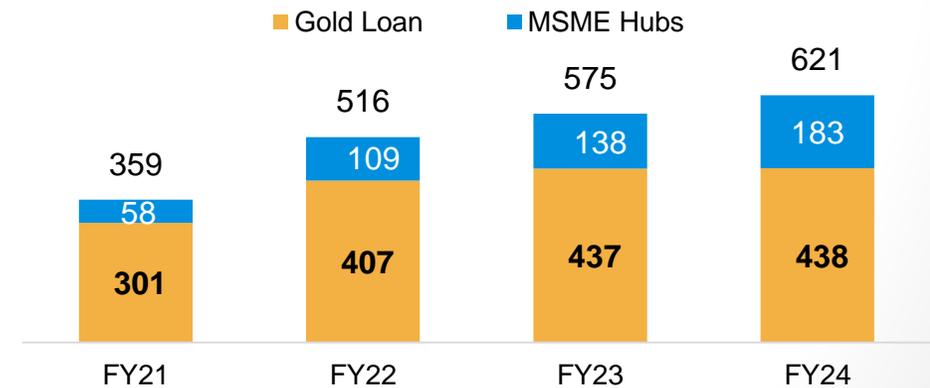
## Comprehensive Branch Network...



■ South ■ West ■ North

■ South ■ West ■ North

## Branch Expansion

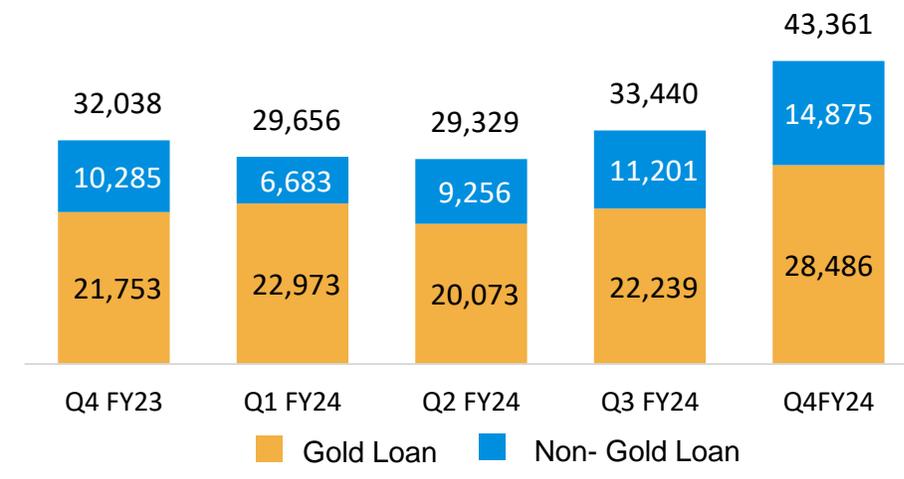
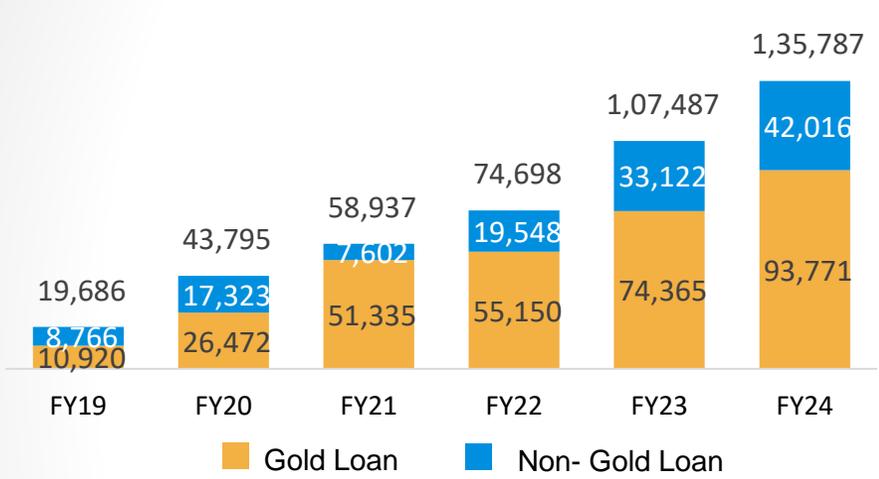


# Growing Disbursements & AUM

₹ Mn

## Disbursements

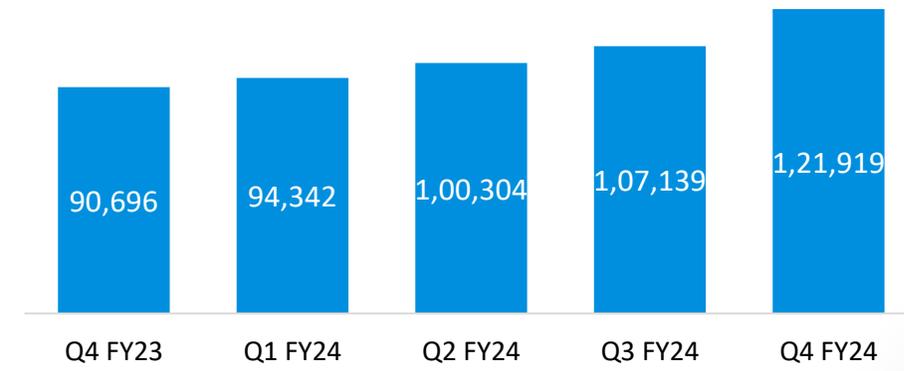
YoY: 35%      QoQ: 30%



## AUM

YoY: 34%      QoQ: 14%

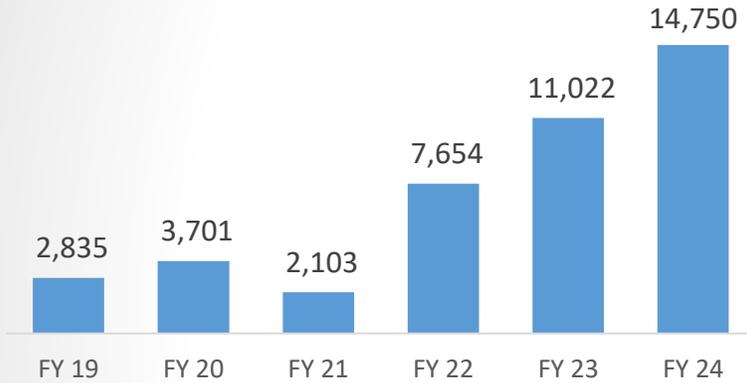
CAGR: 43%



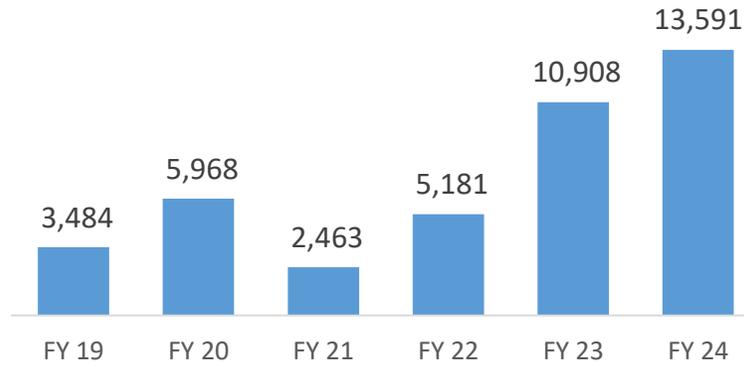
# Growing Installment Loans Disbursements

₹ Mn

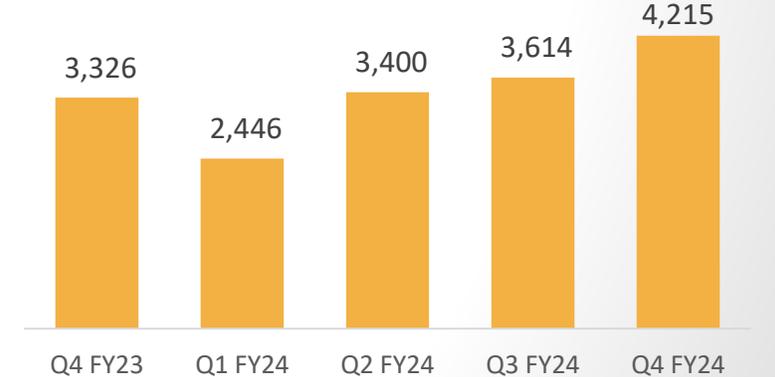
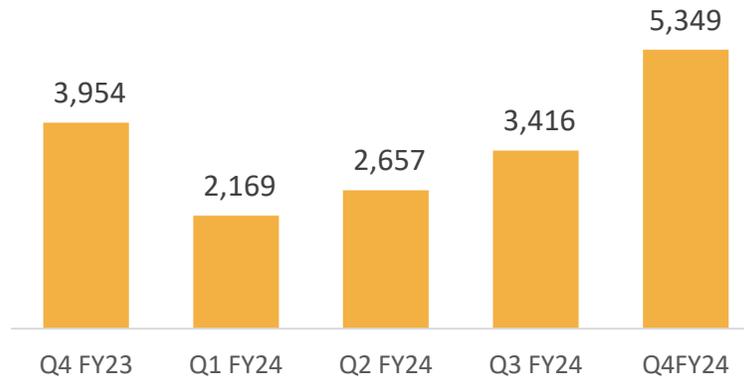
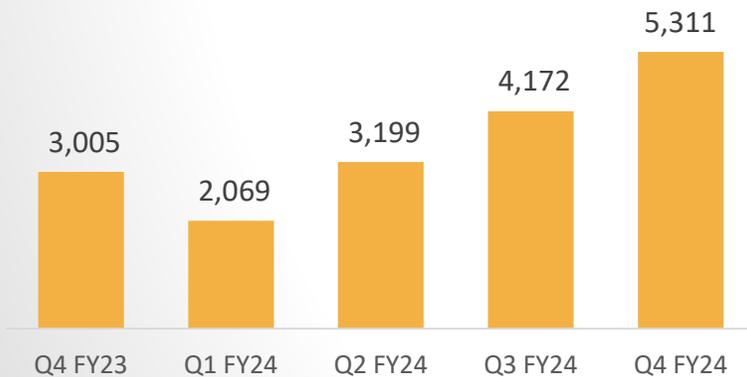
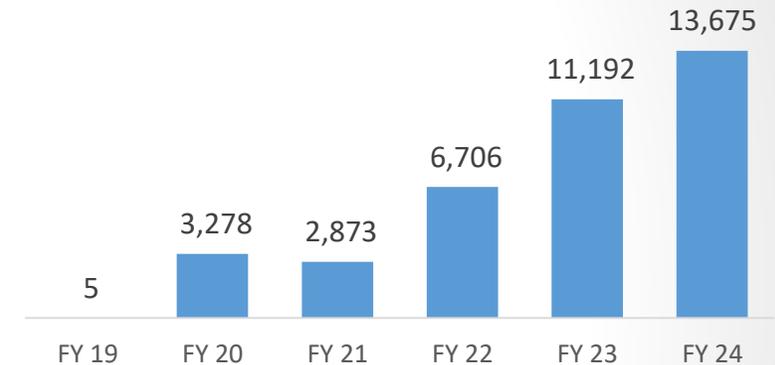
**Small Ticket LAP & HL**



**Medium Ticket LAP**

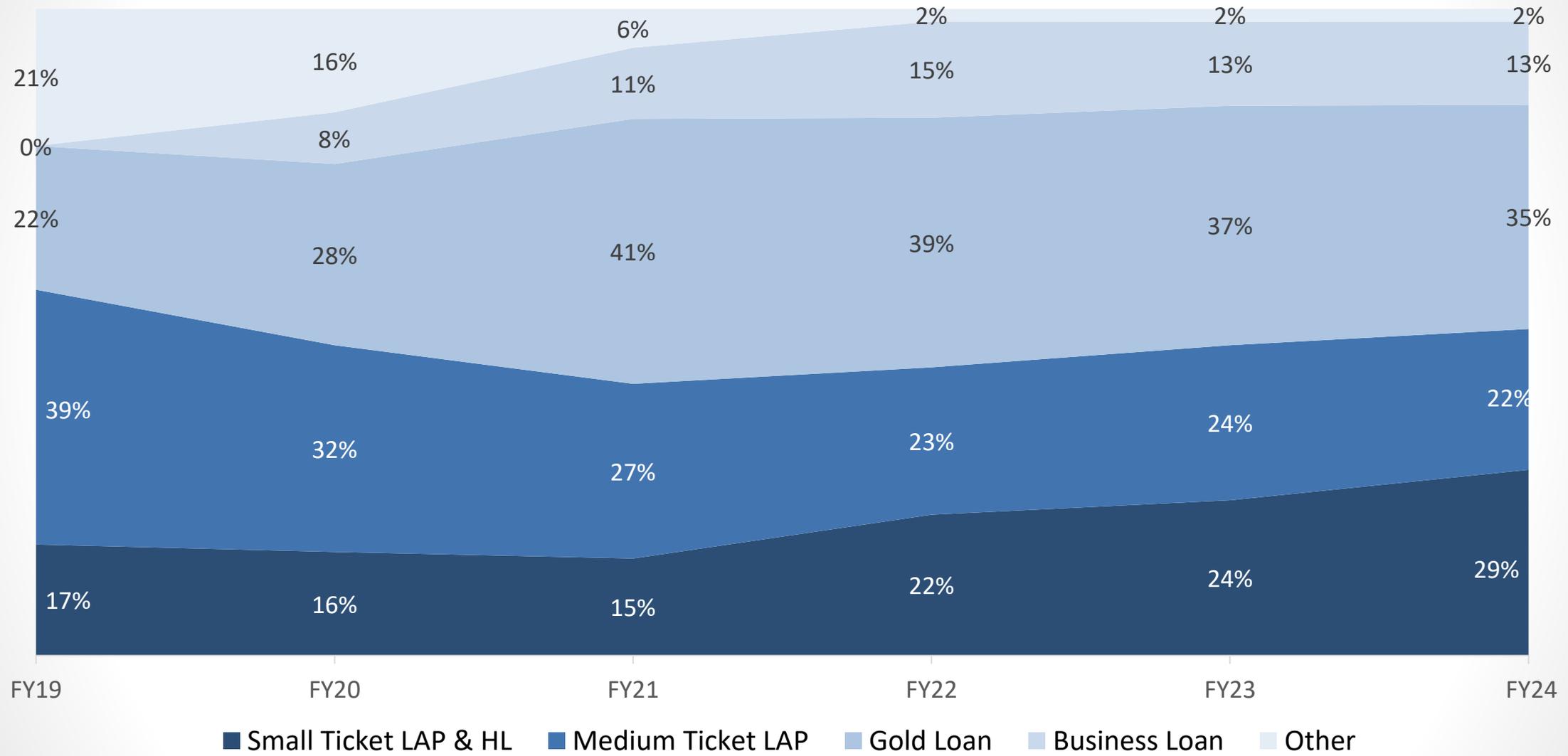


**Business Loans**

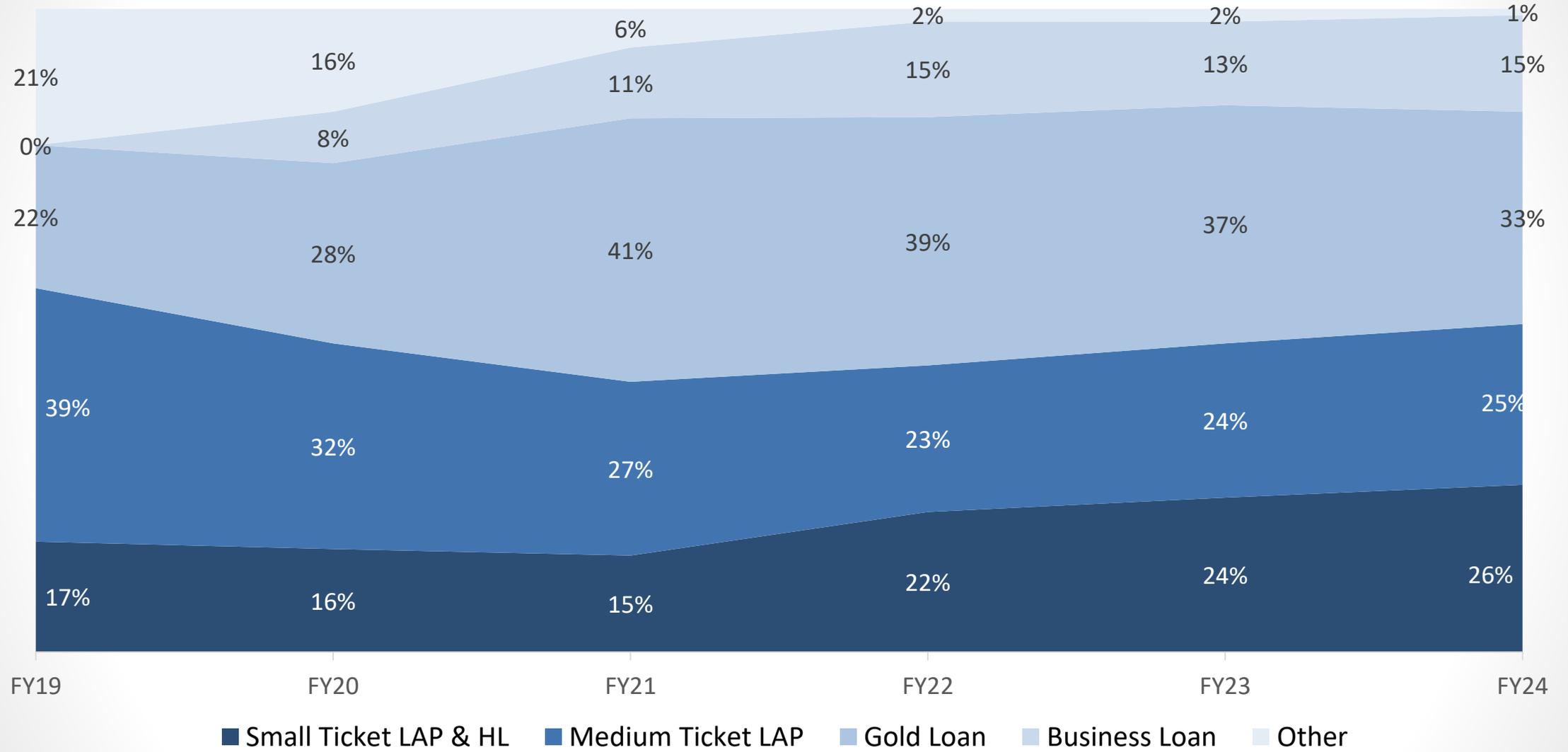


Installment Loans includes Medium Ticket LAP, Small Ticket LAP, Housing Loans and Business Loans

# AUF Mix by Products



# AUM Mix by Products



# Off-Book Strategy

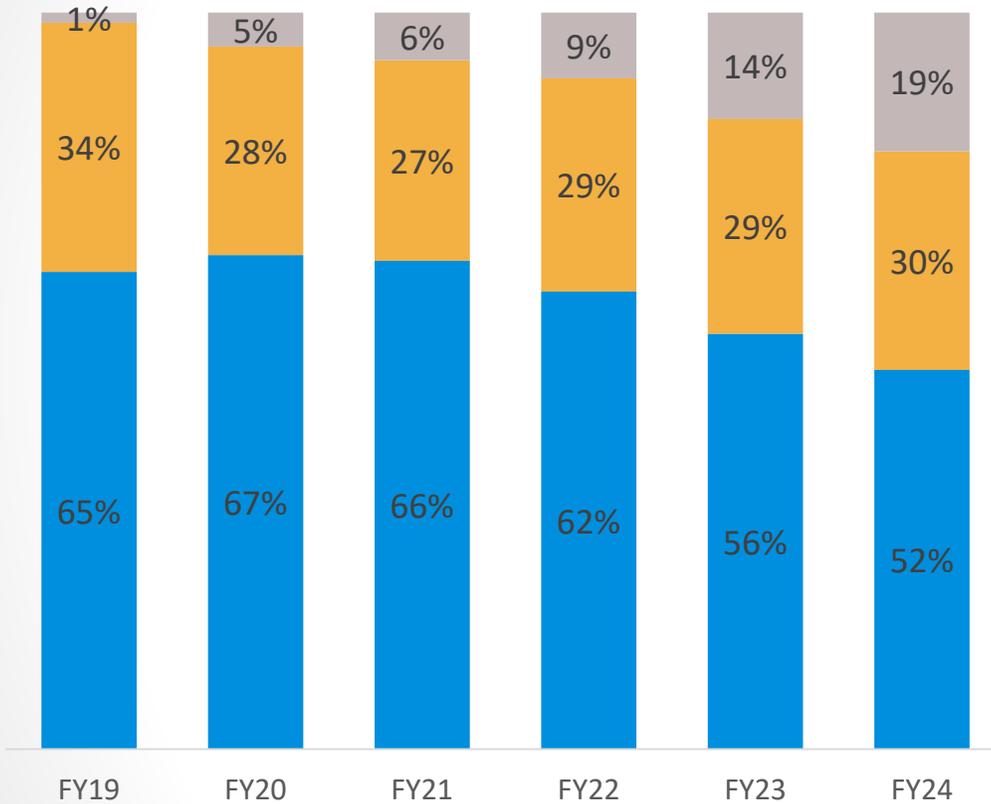
₹ Mn

Product	AUM			AUF			Off Book %		
	Q4'24	Q3'24	Q4'23	Q4'24	Q3'24	Q4'23	Q4'24	Q3'24	Q4'23
Mortgage	62,179	54,707	45,064	50,041	43,079	39,019	19.5%	21.3%	13.4%
Gold Loan	39,694	34,036	29,860	34,473	32,271	29,860	13.2%	5.2%	0.0%
Business Loan	18,255	16,638	14,543	12,859	11,389	10,922	29.6%	31.5%	24.9%
Others	194	450	540	194	450	540	0.0%	0.0%	0.0%
<b>Total^</b>	<b>1,21,919</b>	<b>1,07,139</b>	<b>90,696</b>	<b>99,163</b>	<b>88,498</b>	<b>81,027</b>	<b>18.7%</b>	<b>17.4%</b>	<b>10.7%</b>

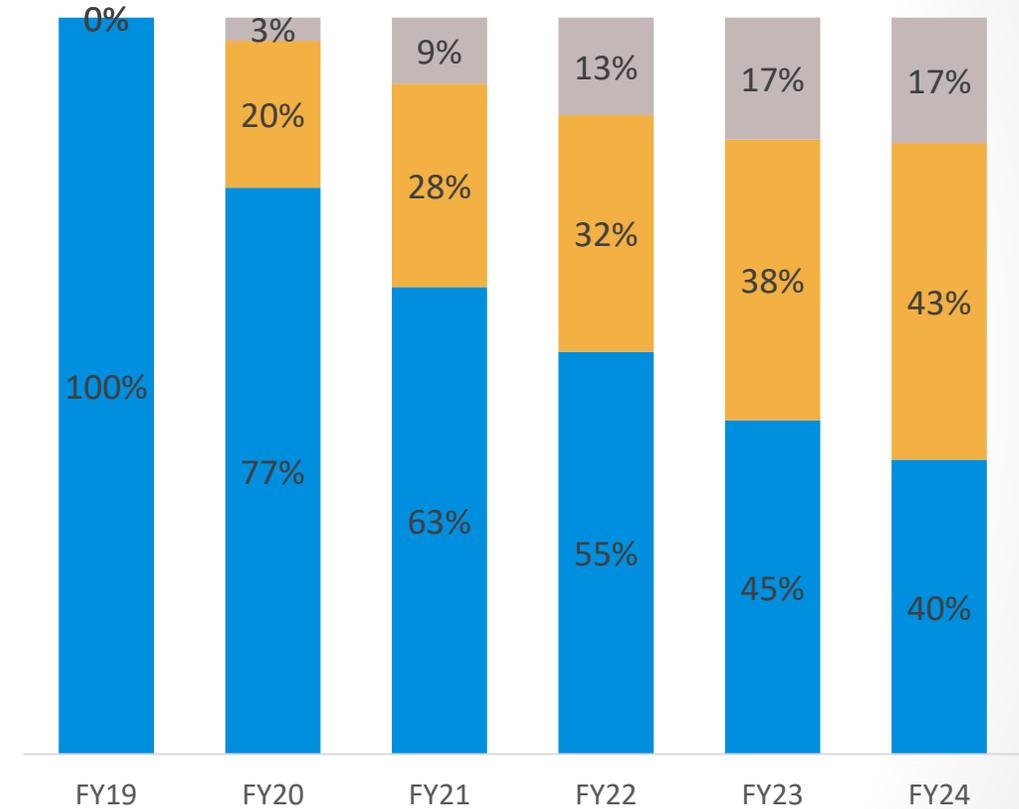
*^Total includes INDAS accounting adjustments*

# AUM Mix by Region

## Mortgage Loan



## Gold Loan



■ South    ■ West    ■ North

Mortgage Loans includes medium Ticket LAP, Small Ticket LAP and Housing Loans

- 
- Who we are
  - Our Franchise
  - **Financial Performance**
  - Risk Management
  - Treasury & Funding

# Financials

₹ Mn

Particulars	Q4 FY24	Q3 FY24	Q4 FY23
<b>Operational Information</b>			
Branches (#)	621	609	575
Disbursements	43,361	33,441	32,038
AUM	1,21,919	1,07,139	90,696
Employees (#)	4,298	4,134	3,570
<b>Financial Information</b>			
Total Income	4,277	4,294	3,466
Interest Expenses	1,734	1,758	1,410
Net Interest Income	2,104	2,166	1,765
Operating Expenses	1,457	1,432	1,235
Credit Cost	177	227	119
Exceptional Item	-	-	154
Profit before tax	909	878	549
Profit after tax	677	654	390
Shareholder's Fund	22,608	21,637	13,557
Book Value Per Share (₹)	61.2	58.6	42.1
<b>Ratios</b>			
Cost to Income	57.3%	56.5%	60.1%
Return on Average Assets	2.5%	2.5%	1.8%
Return on Average Equity	12.2%	14.3%	11.7%
Gross Stage 3 assets / Gross NPA	1.7%	2.2%	2.0%
Net Stage 3 assets / Net NPA	1.3%	1.7%	1.6%
CRAR	23.5%	25.8%	17.9%

ROA and ROE numbers are annualized

# Balance Sheet

₹ Mn

Balance Sheet	Q4 FY24	Q3 FY24	Q4 FY23	QoQ	YoY	FY 24	FY 23
<b>Assets</b>							
Cash & Cash Equivalents & Other bank Balance	1,855	10,967	946			1,855	946
Loans	98,225	87,449	79,997			98,225	79,997
Investments	7,513	4,794	6,806			7,513	6,806
Other Financial Assets & Receivables	1,768	1,155	841			1,768	841
Non-Financial Assets	2,018	2,174	2,120			2,018	2,120
<b>Total Assets</b>	<b>1,11,378</b>	<b>1,06,539</b>	<b>90,710</b>	<b>5%</b>	<b>23%</b>	<b>1,11,378</b>	<b>90,710</b>
<b>Liabilities &amp; Equity</b>							
Share Capital	3,694	3,690	3,219			3,694	3,219
Reserves & Surplus	18,914	17,947	10,338			18,914	10,338
<b>Shareholder's Fund</b>	<b>22,608</b>	<b>21,637</b>	<b>13,557</b>	<b>4%</b>	<b>67%</b>	<b>22,608</b>	<b>13,557</b>
Borrowings	82,146	79,889	71,358			82,146	71,358
Other Liabilities and Provisions	6,624	5,014	5,795			6,624	5,795
<b>Total Liabilities &amp; Equity</b>	<b>1,11,378</b>	<b>1,06,539</b>	<b>90,710</b>	<b>5%</b>	<b>23%</b>	<b>1,11,378</b>	<b>90,710</b>

# P&L Statement

₹ Mn

Profit & Loss Statement	Q4 FY24	Q3 FY24	Q4 FY23	QoQ	YoY	FY 24	FY 23	YoY
Interest Income	3,854	3,759	3,023			14,580	10,754	
Interest Expenses	1,734	1,758	1,410			6,797	4,722	
<b>Net Interest Income (Core)</b>	<b>2,120</b>	<b>2,002</b>	<b>1,613</b>	<b>6%</b>	<b>31%</b>	<b>7,783</b>	<b>6,032</b>	<b>29%</b>
Net Gain on Direct Assignment	-16	165	152			337	348	
Net Interest Income	2,104	2,166	1,765			8,120	6,380	
Other Income	439	371	292			1,313	1,045	
<b>Net Total Income</b>	<b>2,543</b>	<b>2,537</b>	<b>2,056</b>	<b>0%</b>	<b>24%</b>	<b>9,433</b>	<b>7,425</b>	<b>27%</b>
Operating Expenses	1,457	1,432	1,235			5,494	4,352	
<b>Operating Profit</b>	<b>1,086</b>	<b>1,105</b>	<b>821</b>	<b>-2%</b>	<b>32%</b>	<b>3,939</b>	<b>3,073</b>	<b>28%</b>
Credit Cost	177	227	119			659	489	
Exceptional Items	-	-	154			-	154	
Profit Before Tax	909	878	549			3,281	2,430	
Tax Expense	232	224	158			834	629	
<b>Profit After Tax</b>	<b>677</b>	<b>654</b>	<b>390</b>	<b>3%</b>	<b>73%</b>	<b>2,447</b>	<b>1,801</b>	<b>36%</b>

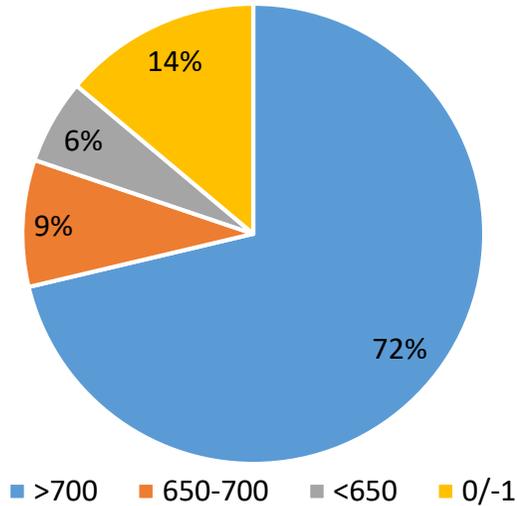
# RoA Tree

RoA Tree	Q4 FY24	Q3 FY24	Q4 FY23	FY 24	FY23
Interest Income / Average total assets	14.2%	14.5%	13.7%	14.4%	13.8%
Interest Expenses / Average total assets	6.4%	6.8%	6.4%	6.7%	6.0%
<b>Net Interest Income (Core) / Average total assets</b>	<b>7.8%</b>	<b>7.7%</b>	<b>7.3%</b>	<b>7.7%</b>	<b>7.7%</b>
Net Gain on DA / Average total Assets	-0.1%	0.6%	0.7%	0.3%	0.4%
Net Interest Income / Average total Assets	7.7%	8.3%	8.0%	8.0%	8.2%
Other Income / Average total assets	1.6%	1.4%	1.3%	1.3%	1.3%
<b>Net Total Income / Average total assets</b>	<b>9.3%</b>	<b>9.8%</b>	<b>9.3%</b>	<b>9.3%</b>	<b>9.5%</b>
Operating Expenses / Average total assets	5.3%	5.5%	5.6%	5.4%	5.6%
<b>Operating Profit / Average total assets</b>	<b>4.0%</b>	<b>4.3%</b>	<b>3.7%</b>	<b>3.9%</b>	<b>3.9%</b>
Credit Cost / Average total assets	0.7%	0.9%	0.5%	0.7%	0.6%
Exceptional Items / Average total assets	-	-	0.7%	-	0.2%
Profit before tax / Average total assets	3.3%	3.4%	2.5%	3.2%	3.1%
Tax expense / Average total assets	0.9%	0.9%	0.7%	0.8%	0.8%
<b>Profit after tax on Average total assets</b>	<b>2.5%</b>	<b>2.5%</b>	<b>1.8%</b>	<b>2.4%</b>	<b>2.3%</b>
Average total assets / Average Shareholders' Fund	4.9	5.7	6.6	5.6	6.2
<b>Profit after tax on Average Shareholders' Fund (ROE)</b>	<b>12.2%</b>	<b>14.3%</b>	<b>11.7%</b>	<b>13.5%</b>	<b>14.4%</b>
Average interest earning assets as % of Average total assets	96.6%	96.9%	96.7%	96.6%	96.7%
Average interest bearing liabilities as % of Average total assets	73.8%	75.0%	79.6%	73.8%	79.6%

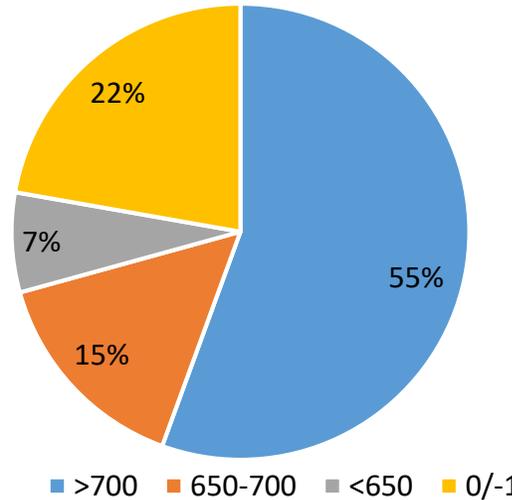
- 
- Who we are
  - Our Franchise
  - Financial Performance
  - **Risk Management**
  - Treasury & Funding

# Quality of the Book

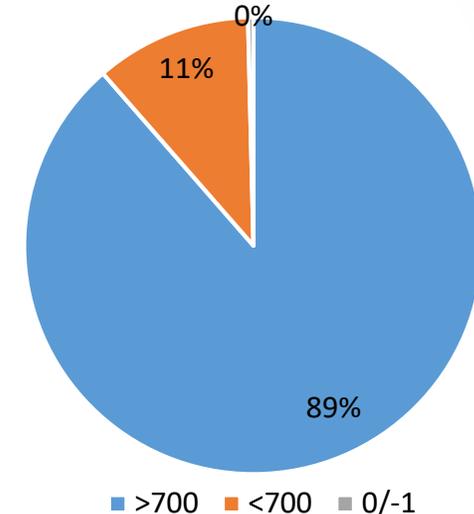
Over 80% AUM from customers with CIBIL >650<sup>1,2</sup>



Medium Ticket LAP



Small Ticket LAP & HL



Business Loan

Granular loan book with high quality collateral

**85%**

AUM secured collateral  
Either customer property or Gold

**80.1%**

Mortgage AUM secured by self  
occupied residential/ commercial  
property

**₹ 2.1 mn**

Average ticket size for Retail  
Installment loan <sup>3</sup>

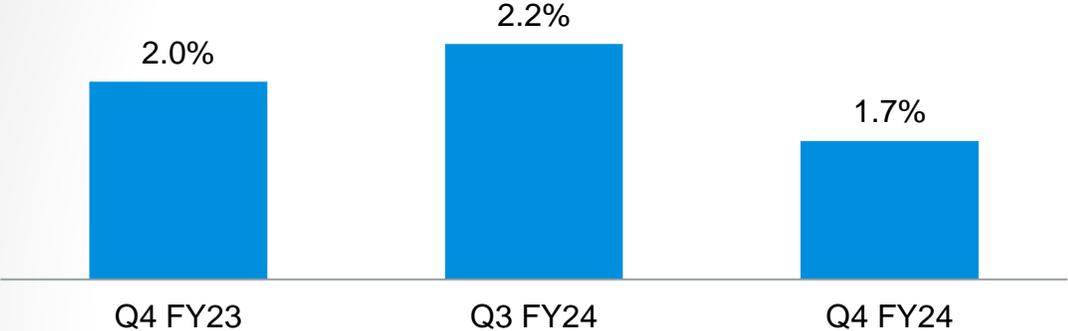
<sup>1</sup> Pertains to retail installment loans;

<sup>2</sup> >650 & >700 range is combination of score >650 /700 and CMR <=6

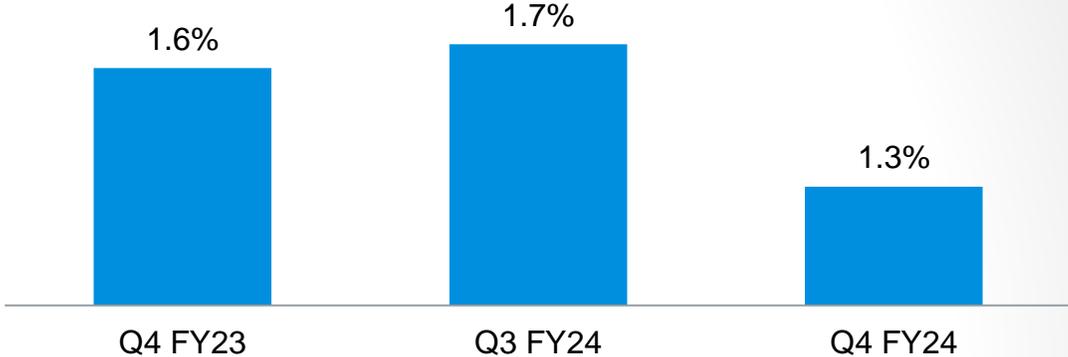
<sup>3</sup> For the FY 24

# Portfolio Quality Indicators (1/2)

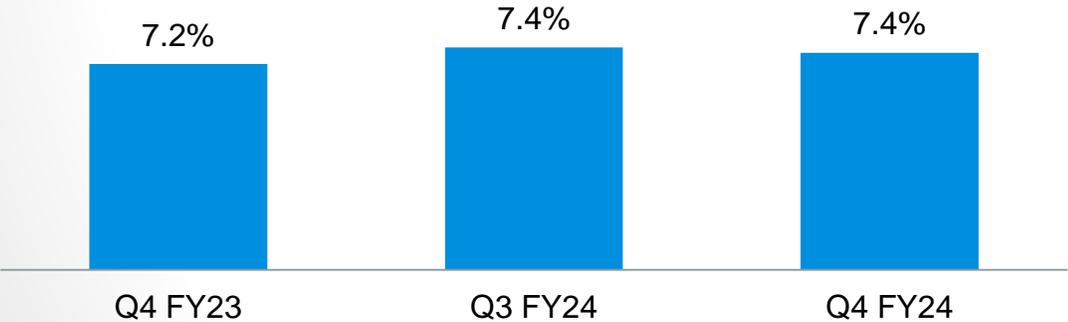
**Gross Stage III %**



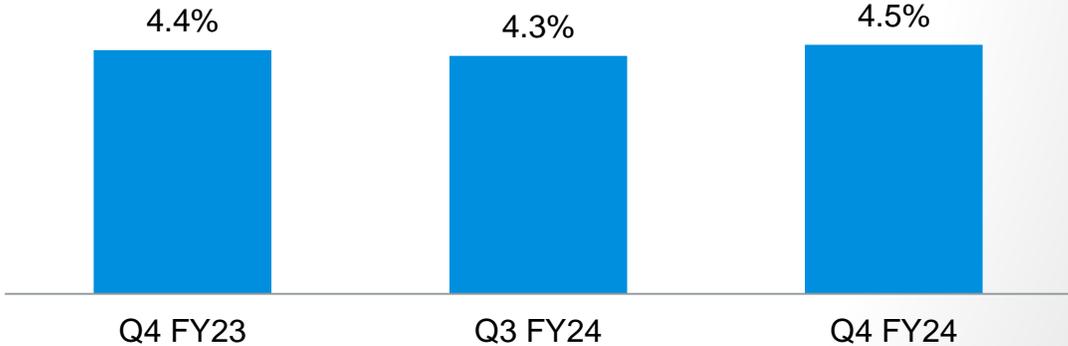
**Net Stage III %**



**1+ DPD\* %**



**30+ DPD\* %**



\* 1+ DPD and 30+ DPD are for non Gold Loan portfolio

## Portfolio Quality Indicators (2/2)

₹ Mn

Particulars	Q4FY24				Gross Stage III %			Net Stage III %		
	AUF	Gross Stage III	Net Stage III	PCR (%)	Q4FY24	Q3FY24	Q4FY23	Q4FY24	Q3FY24	Q4FY23
Mortgage	50,041	1,117	867	22.4%	2.2%	2.8%	2.2%	1.9%	2.2%	1.8%
Gold Loan	34,473	276	253	8.2%	0.8%	0.8%	0.9%	0.8%	0.7%	0.7%
Business Loan	12,859	59	22	61.8%	0.5%	0.5%	0.3%	0.1%	0.2%	0.2%
Others	194	194	168	13.5%	100%	98.3%	89.1%	100.0%	97.4%	56.1%
<b>Total<sup>^</sup></b>	<b>99,163</b>	<b>1,646</b>	<b>1,311</b>	<b>20.4%</b>	<b>1.7%</b>	<b>2.2%</b>	<b>2.0%</b>	<b>1.6%</b>	<b>1.7%</b>	<b>1.3%</b>

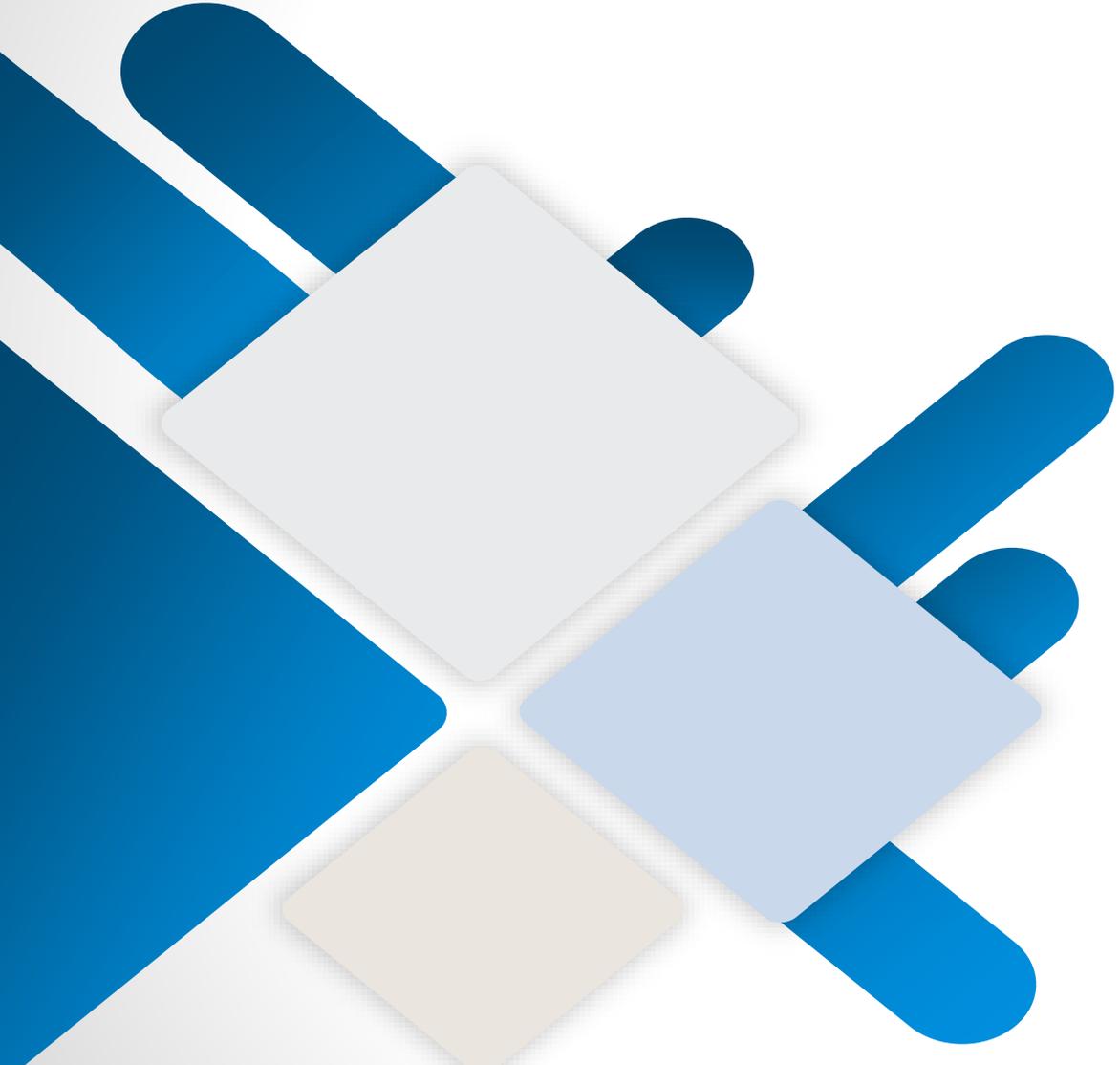
<sup>^</sup>Total includes accounting adjustments

# Expected Credit Loss

₹ Mn

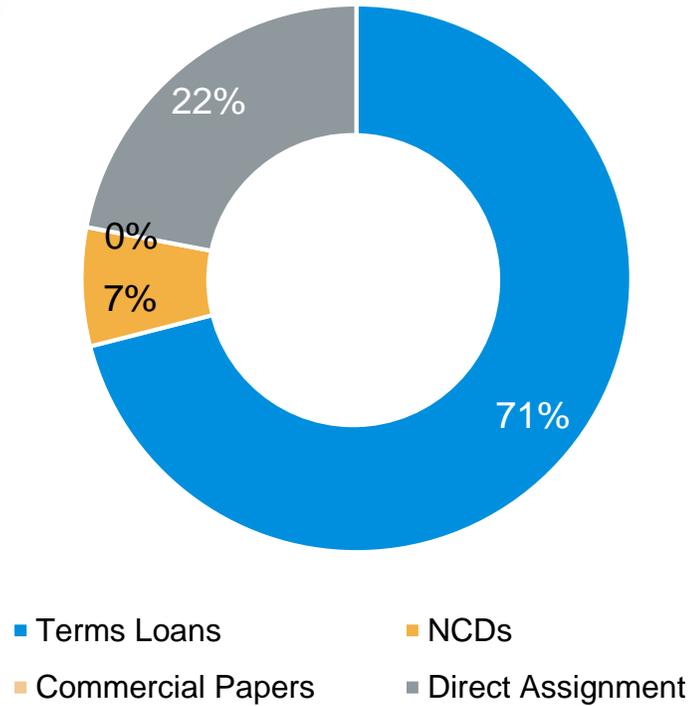
Particulars	Q4 FY24	Q3 FY24	Q4 FY23	FY24	FY23
<b>Gross Stage 1</b>					
Assets	93,159	82,831	75,690	93,159	75,690
% of total loan assets	93.9%	94%	93.3%	93.9%	93.3%
ECL provision	403	359	317	403	317
<b>ECL provision % of assets</b>	<b>0.2%</b>	<b>0.4%</b>	<b>0.4%</b>	<b>0.2%</b>	<b>0.4%</b>
<b>Gross Stage 2</b>					
Assets	4,360	3,728	3,767	4,360	3,767
% of total loan assets	4.4%	4%	4.6%	4.4%	4.6%
ECL provision	417	397	422	416.9	422
<b>ECL provision % of assets</b>	<b>9.6%</b>	<b>10.6%</b>	<b>11.2%</b>	<b>9.6%</b>	<b>11.2%</b>
<b>Gross Stage 3</b>					
Assets	1,646	1,939	1,645	1,646	1,645
% of total loan assets	1.7%	2%	2.0%	1.7%	2.0%
ECL provision	335	475	365	335	365
<b>ECL provision % of assets</b>	<b>20.4%</b>	<b>24.5%</b>	<b>22.2%</b>	<b>20.4%</b>	<b>22.2%</b>
<b>Total assets</b>	<b>99,163</b>	<b>88,498</b>	<b>81,102</b>	<b>99,163</b>	<b>81,102</b>
<b>Total ECL provision</b>	<b>1,155</b>	<b>1,231</b>	<b>1,105</b>	<b>1,155</b>	<b>1,105</b>
<b>Total ECL provision % of total assets</b>	<b>1.2%</b>	<b>1.4%</b>	<b>1.4%</b>	<b>1.2%</b>	<b>1.4%</b>

*ECL provisions include amounts transferred to OCI on Fair valuation of eligible loans*

- 
- Who we are
  - Our Franchise
  - Financial Performance
  - Risk Management
  - **Treasury & Funding**

# Sources of Funding

Diversified Funding Profile



Credit Rating

**CRISIL**  
**AA /positive**

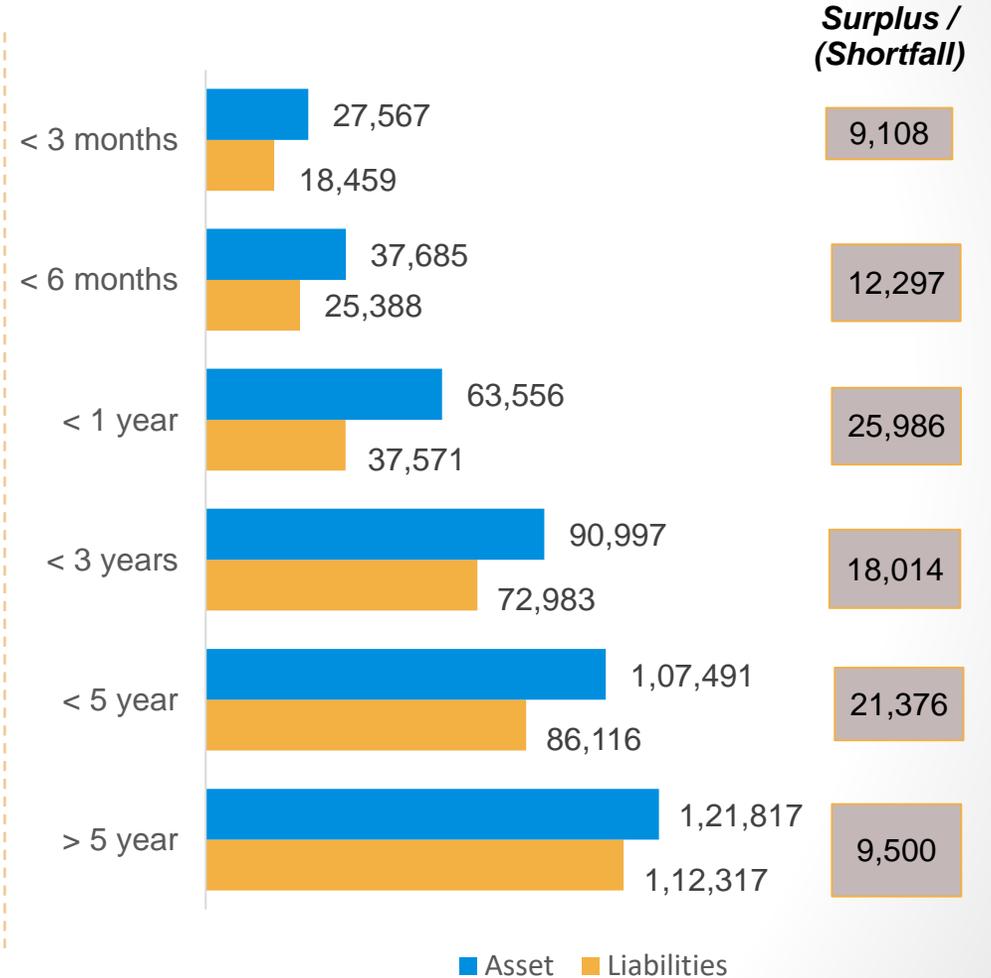
**CARE**  
**AA+;Stable**

**India Ratings & Research**  
**AA+/ stable**

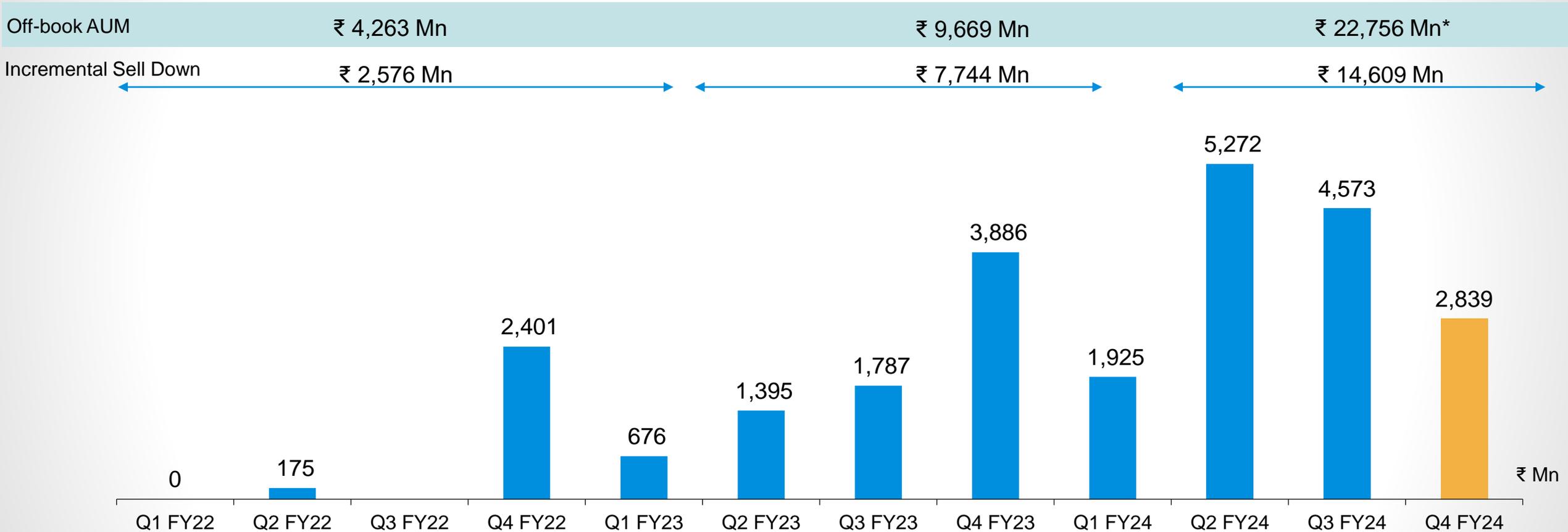
**Short Term Rating\***  
**A1+**

\* Our CPs are rates A1+ by CRISIL and ICRA Ltd.

ALM Position as on 31<sup>st</sup> March 2024 (Cumulative)  
₹ Mn



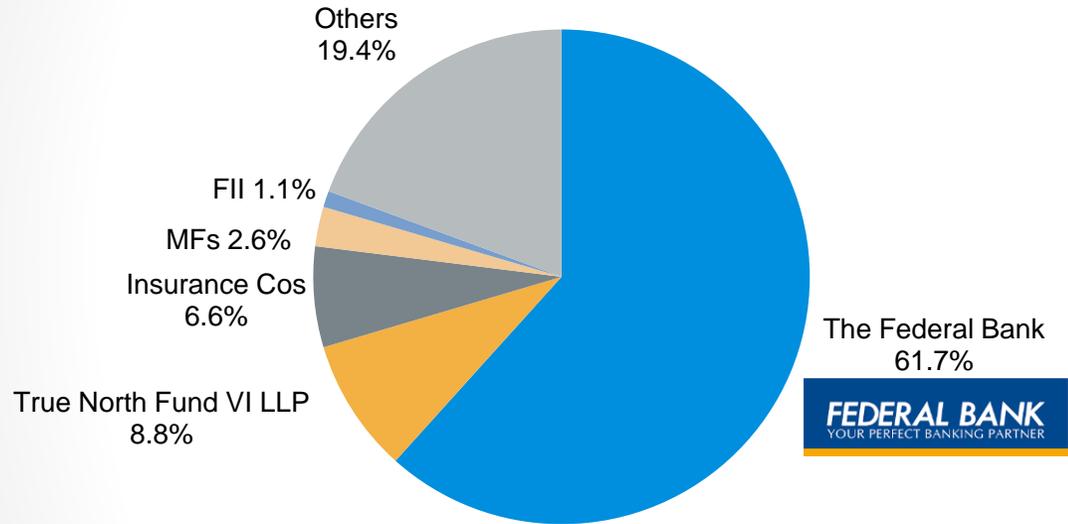
# Net Securitization Volume



\* includes ₹5,221 mn of co-lending AUM for gold loans in Q4 FY24

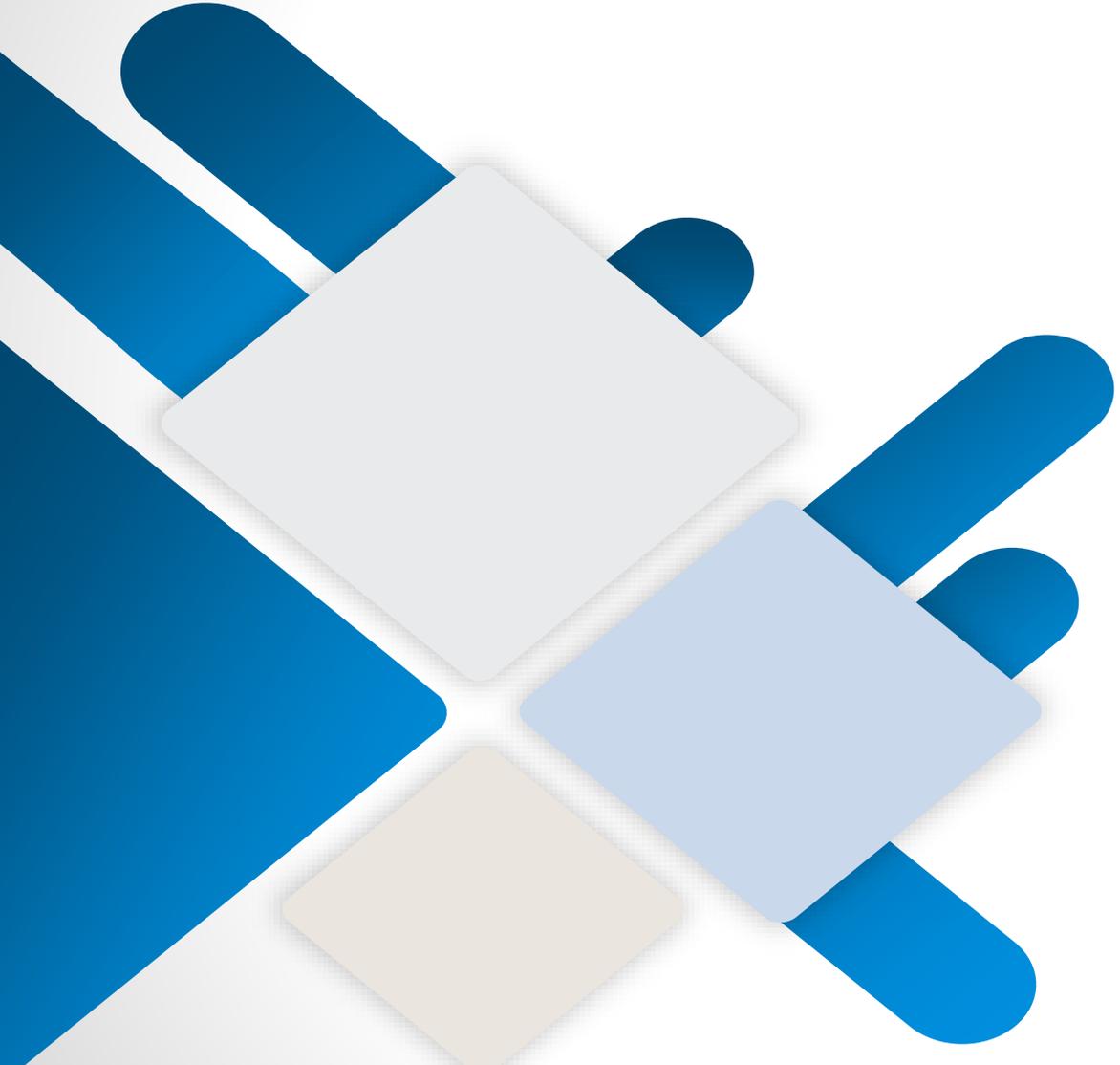
# Shareholding Pattern

## Shareholding Pattern – 31<sup>st</sup> March 2024



## Top Institutional Shareholders : 31<sup>st</sup> March 2024

Investor Details	% Holding
Federal Bank Ltd	61.7
True North Fund VI LLP	8.8
Nuvama Private Investment	2.8
SBI Life	2.5
Unifi Capital (Blend II and BCAD)	1.7
Star Union Dai-Chi	1.5
Yasya Investment Private Limited	1.1

A stylized graphic of a hand with five fingers, rendered in various shades of blue and grey. The hand is positioned on the left side of the slide, with the fingers pointing towards the center. The palm area is composed of several overlapping diamond shapes in light grey, light blue, and light beige.

# THANK YOU

investor@fedfina.com

[www.fedfina.com](http://www.fedfina.com)

