

July 25, 2025

**BSE Limited** 

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

BSE Scrip Code: 524000

National Stock Exchange of India Limited

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

**NSE Symbol: POONAWALLA** 

Dear Sir / Madam,

**Subject:** <u>Investor/Analysts' Presentation</u>

Reference: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements)

Regulations, 2015 ('SEBI Listing Regulations')

Pursuant to Regulation 30 of the SEBI Listing Regulations, we are enclosing herewith the presentation to be made to the Investors/Analysts for the quarter ended June 30, 2025.

The presentation is also being uploaded on the website of the Company at the URL <a href="https://poonawallafincorp.com/investor-financials.php">https://poonawallafincorp.com/investor-financials.php</a> in accordance with Regulation 46 of the SEBI Listing Regulations.

Kindly take the above intimation on record.

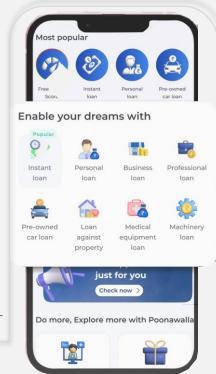
Thanking You,

Yours faithfully,

For Poonawalla Fincorp Limited

Shabnum Zaman Company Secretary ACS-13918





## Q1FY26 Investor Presentation

July 25, 2025

**Sustainable | Predictable | Productive** 

### Disclaimer

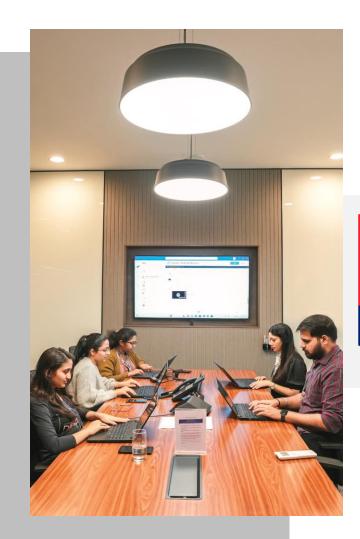
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- 2 Business Overview
- Financial Overview
- Board of Directors, Management Team, ESG and Awards





## 1. Key Highlights

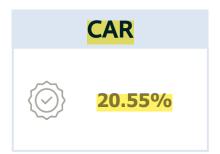
## **Q1FY26- Financial Highlights**AUM growth at 53% YoY; Lower Credit cost QoQ















NII includes fee and other income

- The Board of Directors approved the raising of funds amounting to ~₹ 1,500 crore via the issuance of equity shares on a preferential basis to the promoter
- Strong AUM growth with healthy momentum across all products
- Secured on-book mix at 57%
- Opex to AUM stable at 4.8% even with ongoing investment in the new businesses
- Overall credit cost as a percentage of AUM reduced to 2.61% compared to 3.14% in the previous quarter
- Asset quality remained stable. No accelerated write-off during the quarter
- Capital adequacy ratio remained healthy

### **Q1FY26**- Business Update





#### **PL Prime**

Healthy disbursement run-rate over ₹300 crores in June-2025

#### **Gold Loan**

- 80 branches launched till date across Gujarat, Haryana, Rajasthan and Maharashtra
- On track to launch 400 branches by March-26

### Consumer Durable Loan

- Live with 3,000+ dealers across ~160 locations
- On track to be present at 12,000+ dealer points across 210 locations by March-26

### Commercial Vehicle Loan

- Commenced CV business across 27 locations in 10 states
- Completed on-boarding of 200+ Distribution partners

#### **Education Loan**

- Onboarded 150+ dedicated sales team along with ~100 partners including key education consultants
- On track to scale-up network to 500+ education consultants by March-26

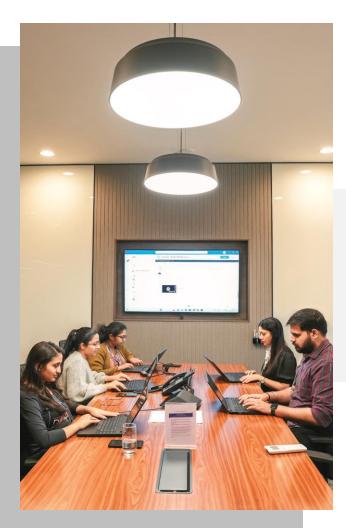
### New products disbursement contributed 11% to total disbursement





### 2. Business Overview







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- 1 Key Highlights
- 2 Business Overview
  - ✓ Vision and Mission
  - ✓ Business strategy
  - ✓ Products and Distribution
  - ✓ Analytics and Al-first approach
  - ✓ Risk Management
  - ✓ People
- Financial Overview
- Board of Directors, Management Team, ESG and Awards

### **Our Vision and Mission**





To be the Most **Trusted Financial Services brand** 

- > Trust: Denotes legacy and brand promise
- Financial Services: Holistic term that broadly defines the current and future business expansion



**To help our customers succeed financially**, and our values guide everything we do: Ethics, Integrity, Inclusion, Teamwork and **strive to be the financial partner of choice for our customers**, aiming to make a positive impact in our communities.

### Sustainable, Predictable and Productive business

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Solidify, Expand and Scale

### Shaping up a Sustainable, Predictable and Productive Business

### FY25 onwards

Aspiration for 5-6x AUM over next 5 years

# Expand

### Solidify

- Deep Product and Risk expertise in each of our asset classes that blends decades of experience with sharp and proven capabilities on what works
- Culture of passion, driving execution & results with speed and scale
- Al-first approach across functions

- Industry-first digital journeys 24X7 will build scale over 3-4 quarters; Launched PL Prime Digital 24x7 and Business Loan 24X7
- Diversified portfolio across secured and unsecured products: Launched 6 new products
- Expanding 'Phygital' model: Plan to launch 400 branches in FY26
- Launch of new businesses and plan of 400 gold loan branches in FY26 will witness
   Opex increase in first 2 quarters, however, by Q4FY26, we anticipate Opex as percent of AUM to stabilize at prudent levels, reflecting operational efficiencies & scalability

### Scale

- Investing in digital marketing at scale, conducting over 100 experiments across web & app platforms: To add value to performance marketing optimization and lower CAC
- Website development for digital acquisition & service
- Advancing Channel
   Partnerships: Onboarding dealers, DSAs, partners across geographies
- Deepening customer engagement and stickiness
- Cross-sell to customer cohorts for high customer lifetime value at lower acquisition cost
- Gaining market share each year

Becoming the financial partner of choice for our customers

### New products launched

Risk diversification and Cross-sell flywheel



### **New products launched**



#### **PL Prime**

- Launched industryfirst PL Prime Digital 24x7 in March-2025
- Quality of customers
- Foundation for crossselling other products
- Launched digital journeys and physical distribution platform
- For Salaried customers of top corporates



### Education Loan

- High Customer Lifetime Value
- Well-defined end use
- Cross sell opportunity to both parents and students



### Commercial Vehicle Loan

- Secured business
- Low finance penetration in Used CVs
- Cross-sell opportunity
- Focus on Used CVs



### Consumer Durable Loan

- Build large customer franchise
- Become a household brand
- Brand visibility across geographies
- Build high yielding cross-sell models
- Cross-sell opportunity for other products



#### Shopkeeper Loan

- Business happens at POS
- Both physical and digital models
- No incremental branch infrastructure cost



#### **Gold Loan**

- Secured business
- Geographical expansion: High potential in T2/T3 markets
- 400 branches to be launched in FY26 with very strong cross-sell machine
- High RoA business



August-2024

March-2025

April-2025

### Delivering comprehensive financial solutions

Optimised secured and unsecured mix of products





#### **Loan Against Property**

- Loan from ₹51 lakhs to ₹25 crore
- Tenure: 3-15 years



#### **Business Loan**

- Loan from ₹5 lakhs to ₹75 lakhs
- Tenure: 6 to 48 months



#### **Pre-Owned Car**

- Loan ₹2 lakhs to ₹75 lakhs
- Tenure: 12 to 72 months



#### **Digital PL**

- Loan from ₹50K to ₹5 lakhs
- Tenure: 24 to 36 months



#### **Professional Loan**

- Loan ₹1 lakh to ₹75 lakhs
- Tenure: 12 to 60 months



#### Mid-market and NBFC

- Secured loans
- Loans to well-rated selected corporates



#### **Machinery & Medical Equipment Loan**

- Machinery Loan from ₹5 lakhs to ₹5 Crore; 12-60 months
- Medical Equipment Loan from ₹5 lakh to ₹10 Crore; 12-84 months

#### **Prime Personal Loan**

- Loan from ₹1 lakh to ₹50 lakhs
- Tenure: 12 to 84 months



#### **Education Loan**

- Loan from ₹1 lakh to ₹3 Crore
- · Tenure: Up to 15 Years



#### **Commercial Vehicle Loan**

- Loan from ₹75,000 and ₹1 lakh for Used & New CV respectively and upto ₹1 Crore
- Tenure: 12-60 months



#### **Shopkeeper Loan**

- Loan from ₹1 Lakh upto ₹15 Lakhs
- Tenure: 6-48 months



#### **Consumer Durable Loan**

- Loan from ₹5,000 to ₹5 Lakhs
- Tenure: 3-24 months



#### Gold Loan

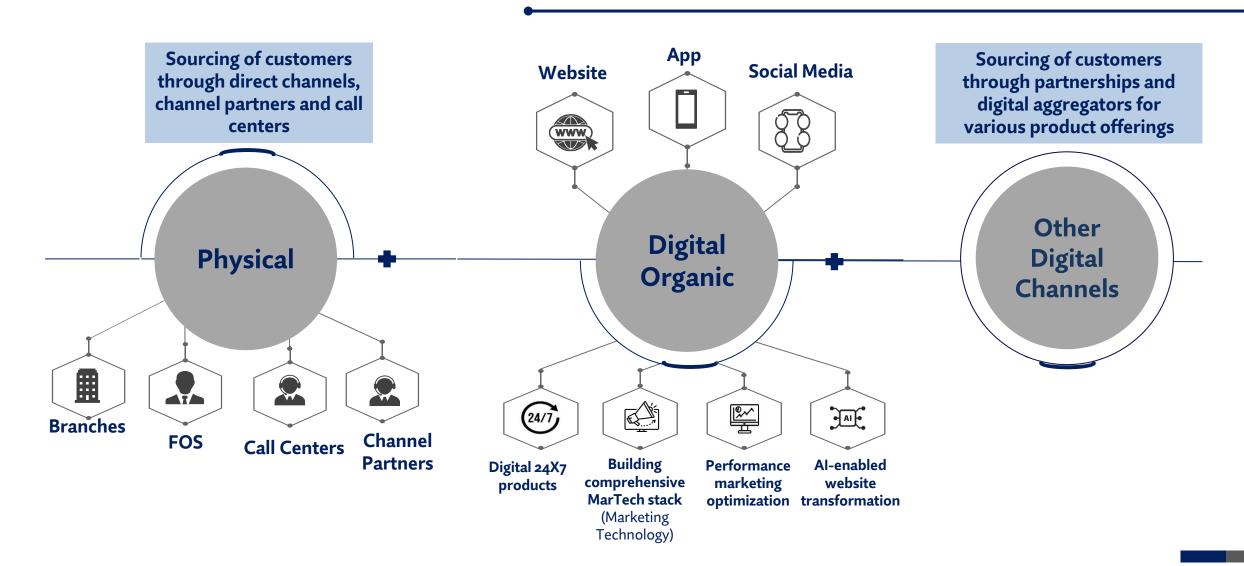
- Loan from ₹25,000 to ₹50 Lakhs
- Tenure: Upto 12 months



### **Phygital Distribution Model**

An architecture for customer sourcing





### Leveraging data analytics

Application across Product & Credit lifecycle





#### **Prospect Acquisition**

Storage

Cleansing

**Profiling** 

**Enrichment DQI** 



#### **Pre-Sourcing**

Market Insights

**Propensity Models** 

Persona

Personalized Nudges



#### **Acquisition**

**Application Models** 

Multi-Bureau

**Banking Models** 

**Ensemble Models** 

Affluency Models



#### Fraud Control

**Identify Theft** 

Intent Risk

**Graph Analytics** 

Document Tampering



#### **Post Sourcing**

**Behavioural Score** 

Cross Sell Models

Churn Analytics

Limit

Enhancement/
Reduction Models



**Collections** 

Early Bucket Models

**Channel Analytics** 

Allocation Optimizer

**Recovery Models** 

### **Powered by Enriched Data and Capability Stacks**



**Data Marts** 





AI/ ML Techniques





Hyper personalization







**Enriched Customer Experience** 



### Al-led digital strategy



One-stop shop for customer servicing and value-added services

Disbursement through App for PL has already picked-up and web-based loan applications and complete digital onboarding will be replicated for other consumer products

**Digital Onboarding** 

Account Aggregator based Banking

**Alternate Data** 

Dedicated Customer App & Call Support

**eKYC & Signing** 

AI & ML models

Intelligent System Based Decisioning

App will evolve as a one-stop shop for customers

**Servicing Features** 

Enhancement of the interface to improve interactivity and usability

**Engagement Features** 

Enhanced value-added services for customers

Multiple AI projects launched and are running live

### Al-Solutions transforming our functions

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Improving Risk efficiency, Higher Productivity and Enhancing Customer experience

### 35 AI-Solutions | 8 Successfully Delivered and 27 Underway

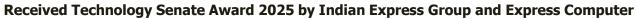
		-	-			
Functions	HR -6	Customer Service-4	Analytics-1	IT-2	Credit & Risk -4	
Projects	Recruitment AI-led Talent Acquisition	Quality Assessment tools for calls & emails	1. Agentic Layer automating data discovery, model algorithm selection, and repository creation for efficient review  Finance-4  1. Finance Bot 2. Payment Operations 3. Invoice Auto Verification 4. Treasury	automating data	DartGenie: Teams can directly create and build	AI-powered tools to streamline the operational aspects of the underwriting process  1. AI-based support tools for faster and standardized data interpretation
	Employees:  1. MS-Teams based Employee conversational agent  2. Early Warning System	1. Predictive Analytics for Anticipating Customer Needs 2. Customer Service AI agent (with voice and chat) 3. Human Agent Assist  Admin and Infrastructure-3  1. AI-driven Agreement Validation. 2. Legal document vetting, Title Search, contract analysis, etc. in multiple languages 3. Travel booking automation		reports using natural language  2. BuildBuddy: Integrating Co-Pilot with existing toolkits to boost development efficiency and accelerating deployment	Optimized document parsing and validation to assist credit teams in decision workflows     Benhanced multi medium customer and stakeholder communication automation in the underwriting process	
	3. Skill Building & Enhancement Assistant 4. Candidate Search - Sourcing Engine 5. ER Governance Tool				Collection-1  Unified Platform transforming collections journey  Audit and Compliance-5  AI-based Regulatory requirement scanning & Recommendation provider  Collaborated with ServiceNow to deploy Generative AI solutions for audit and governance.	
		1. RC Limit Management 2. Operation Governance 3. Re-KYC 4. Auto Knock Off/ Waiver in Matured Contracts 5. Stamp Verification			Anomaly detection in Accounts     Proactive Portfolio Monitoring     Develop Suspicious Transaction Report with help of AI/ML/LLM	



Project Underway

**Enhanced Customer Experience** | **Higher Productivity** | **Improved risk efficiency** 





### Risk Management integrated into the strategy

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Comprehensive risk management framework



### **Risk Management Strategy**



Focus on Retail Lending Creating a **granular** retail loan portfolio with **low concentration risk** and prudent mix of secured and unsecured offerings



Product Diversification **Diversification** of product portfolio for risk-calibrated growth; Catering to all segments of the economy viz. Individuals, MSMEs, Corporates



Extensive use of Analytics

Leverage bureau information as well as alternate data for **sharper risk segmentation**; Granular customer segmentation for calibrated risk-rewards



Strengthening Monitoring & Governance

Enhanced credit risk monitoring with focus on **real-time Through-The-Door (TTD)** portfolio quality; Product program approach with well-defined risk triggers



Strengthening Lending Framework Leveraging technology through use of AI/ML for predictive risk modeling and credit scoring; Initiative to use technology in Risk Management

### Adopting an industry-first approach in Collections

Leveraging Technology, Analytics and Al





Use of Technology and driving adoption across the frontline teams

- Implemented Automated allocation systems to enhance speed of collections
- Implemented Real-time performance monitoring dashboards and robust review mechanisms
- Implemented Campaign management smart platform to optimize campaign performance and manage multi-channel communication effectively

2

Application of **Analytics & AI** – optimal use of **structured & unstructured data** 



- 1 Risk ranking ML models based on internal & external data points
- Trials using Gen AI to derive insights from unstructured data
- Working towards Self-learning designs for campaign optimization



Transforming into operational efficiencies & enhancing stakeholder experience



- Optimize the bandwidth of line management teams and optimize productivity
- Enhanced visibility of team's performance to internal and external stakeholders. GenAI based Co-pilot in development for focused insights.
- Prepare for scale
- 4 Enhanced compliance and governance mechanisms

Driving higher Productivity & Operational Efficiency



Enhanced decision making and predictive accuracy



**Higher Collection efficiencies** 

Continued focus on strategic initiatives to enhance collection infrastructure

### Deepening engagement with all stakeholders

Fostering strong relationships across the value chain







- Al Led HR Transformation: Reimagined HR interventions through intelligent, scalable solutions to boost efficiency and employee experience
- Transparent & Inclusive Culture: Regular feedback loops, townhalls, and digital engagement platforms keep communication open and two-way across hierarchies
- Recognition & Performance: Recognition and reward systems continued to evolve to be fair, inclusive, and aspirational
- Workplace Wellness: Wellness 360 strategy recognizes that employee wellbeing is foundational to long-term performance
- Learning & Development: Strengthening organizational agility through continuous learning, succession planning and cross functional leadership development – ensuring business continuity and long-term growth



#### **Channel Partners**

- Increase partner visibility and reward & recognize them in their growth journey
- Increase in channel partners across new product categories
- Enhance transparency & turn around time (TAT) through seamless business processes & technology
- Upgrade to a quick and effective feedback and query resolution mechanism



#### **Customers**

- Holistic customer engagement plan
- Personalize services and products to meet customer expectations
- Strengthen quick and effective query resolution mechanism
- Increase in cross-sell and deepening customer engagement

### Human Resources: Planned Innovations and Goals



#### **HR Vision**

To enable both HR and employees to complete HR-related tasks with minimal effort, aiming to achieve "Zero Clicks" experience

- 1 Employee Development
  Prioritizing employee development by continuous
  learning and interventions to enhance productivity
  and ensure their long -term success
- 2 Candidate Experience
  Al-enabled systems providing the best support throughout the application process to prospective candidates
- 3 Employee Lifecycle Management:
  Al-enabled tools for continuous support to
  employees from Onboarding to Career Development
  Focus on employee wellbeing
- 4 Empowering Managers

  Managers to be equipped with Al-driven insights
  empowering decision making

Smart

**Our Culture** 

**Customer-First** 

**Governance-First** 

**Risk-First** 

**AI-First** 

#### **Impact**

Increased engagement with employees promoting their learning and development, navigation of career paths, and informed career choices

Better outcomes for both the candidates and our hiring process.

Transforming various stages of employees' journey.

Fostering employee engagement with enhanced satisfaction and focus on wellness

Improving managerial efficiency and fostering leadership development

Leveraging Artificial Intelligence (AI) and Machine Learning (ML), emphasis on Large Language Models (LLMs), to drive towards goal of "Zero lag" in resolving employee queries

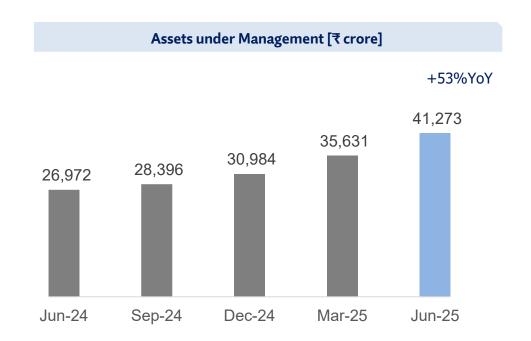


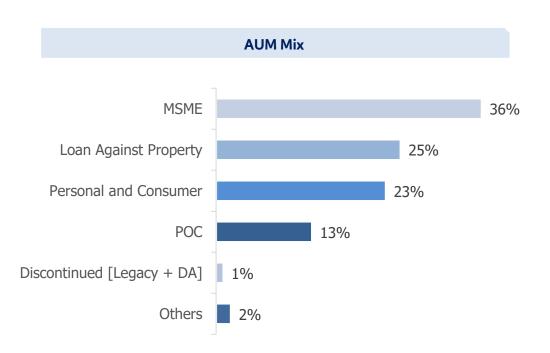
### 3. Financial Overview

## Assets Under Management Solid AUM growth with right product mix



- Robust AUM growth across all products
- Secured to Unsecured on-book mix at 57:43



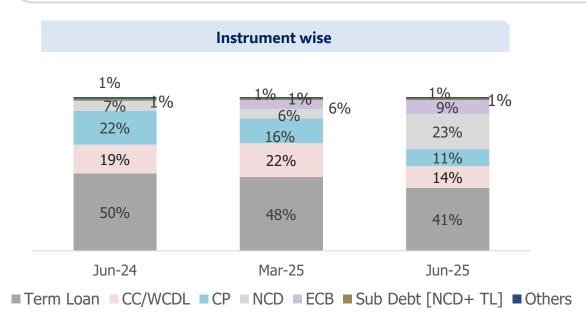


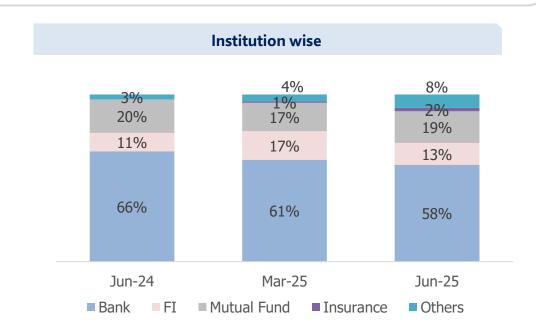
### **Composition of Borrowings**

### Diversified liability profile



- Total borrowings as on June 30, 2025, at ₹30,533 crore. Diversified borrowings across instruments and institutions
- During Q1FY26, raised ₹5,458 Cr through NCD (including sub-debt) to increase the proportion of long-term borrowings; Increasing NCD contribution to ~24% of total borrowings against ~7% as on March-2025
- Low leverage with D/E of 3.72x, providing enough headroom for growth
- Healthy mix of Short-term and Long-term borrowing ensuring positive ALM and optimized cost of borrowing



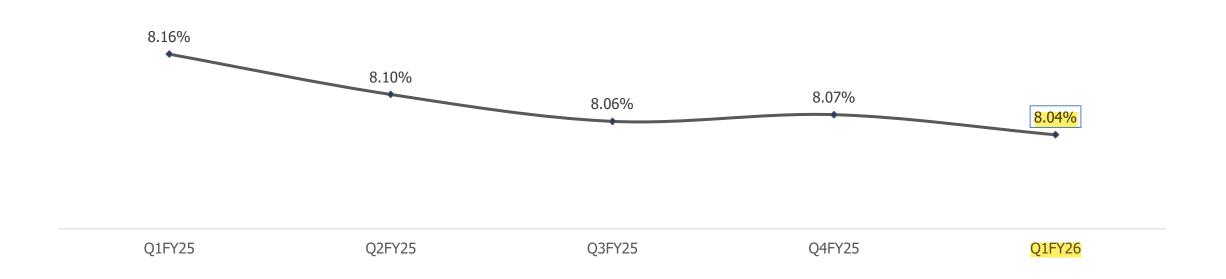


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### **Optimizing Cost of Borrowing**



### Cost of borrowing has reduced despite an increase in the share of long-term borrowings

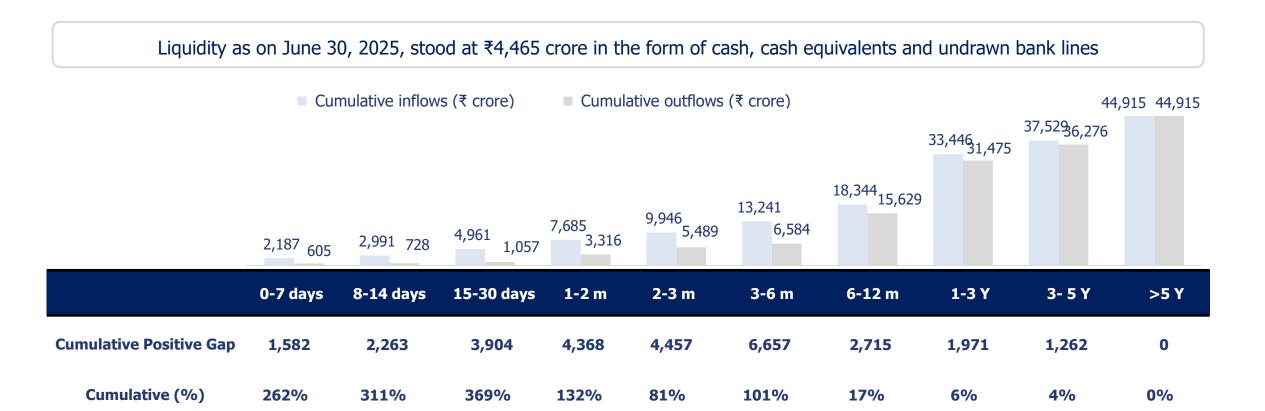


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### **ALM statement and Liquidity**



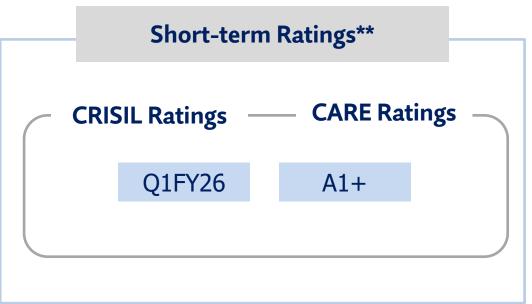
Structural Liquidity Statement as on June 30, 2025



## Credit Rating Highest rating - AAA





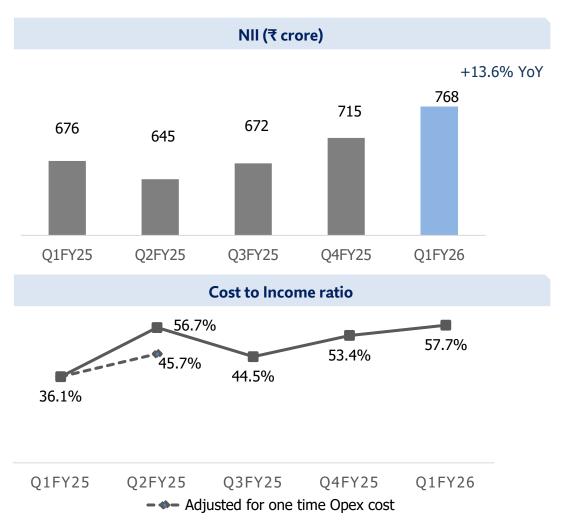


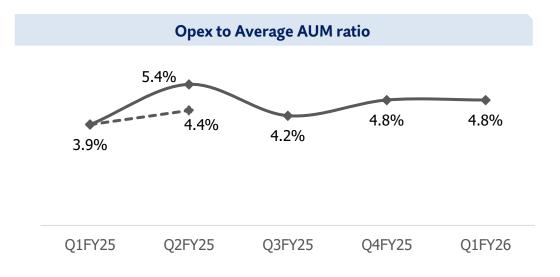
<sup>\*</sup>Long-term rated instruments includes Bank Facilities, NCD and Subordinated Debt | \*\*Short-term rated instrument includes Commercial Paper

### Net Interest Income (NII) and Operating Expense



Healthy growth in net interest income; Opex to Average AUM stable





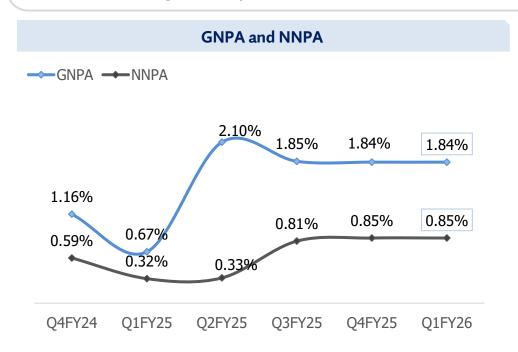
- NII grew by 13.6% YoY despite higher secured mix
- Ongoing Investment in the new businesses
- Opex to Average AUM at 4.8%

### **Asset Quality Trend**





- > Stable Asset Quality with GNPA at 1.84%; NNPA at 0.85%
- > PCR stands at 53.93%
- ➤ Credit cost continued to reduce from ₹253cr in Q4FY25 to ₹241cr in Q1FY26; reduction of 5%. Credit cost as a percentage to AUM has come down significantly from 3.14% in Q4FY25 to 2.61% this quarter

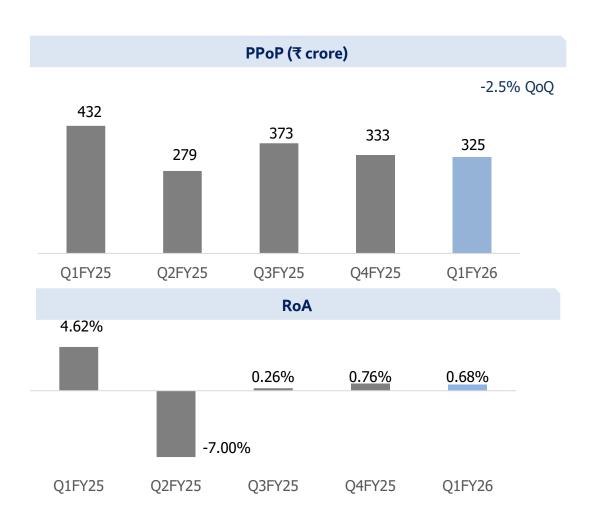


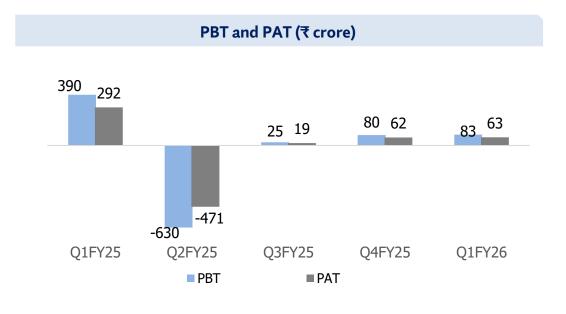
Particulars (₹ crore)	Jun-24	Sep-24	Dec-24	Mar-25	Jun-25
Stage 1 Assets	23,903	24,771	27,811	32,417	37,440
Stage 2 Assets	713	764	748	624	628
Stage 1 PCR	2.0%	2.8%	2.1%	1.3%	1.0%
Stage 2 PCR	14.4%	34.3%	30.4%	27.3%	23.7%
Stage 1 & 2 PCR	2.3%	3.7%	2.8%	1.8%	1.4%
Gross NPA (Stage 3)	166	547	539	619	712
Net NPA (Stage 3)	79	85	233	282	328
Gross NPA (%)	0.67%	2.10%	1.85%	1.84%	<b>1.84</b> %
Net NPA (%)	0.32%	0.33%	0.81%	0.85%	0.85%
PCR (%)	52.53%	84.47%	56.79%	54.47%	53.93%

### **Profitability**



Building new businesses for sustainable, predictable and profitable growth





- PPoP lower due to ongoing investment in new businesses and skew to secured book
- Credit cost as a percent to AUM declined by 53 bps to 2.61% compared with 3.14% in the previous quarter

### **Profit & Loss Statement**



₹ crore	Q1FY25	Q4FY25	Q1FY26
Total Interest Income	896	1,068	1,185
Interest expenses	320	458	546
Net Interest Income (NII)	576	610	639
Cross sell Income	7	36	35
Servicing Income	23	34	31
Other Income	18	7	0
Net gain on derecognition of financial instruments	51	27	63
NII (inc. fees and other income)	676	715	768
Operating expenses	244	382	443
Operating profit	432	333	325
Credit cost	42	253	241
Profit/(Loss) before tax	390	80	83
Tax	98	18	21
Profit/(Loss) after Tax	292	62	63

### **Balance Sheet**



₹ crore	Jun 30, 2024	Mar 31, 2025	Jun 30, 2025
Cash & Bank Balances	400	32	17
Receivables	19	19	28
Loans	24,083	32,695	37,863
Investments	1,063	1,341	1,095
Other Financial Assets	229	185	222
Non-Financial Assets	534	707	777
Total Assets	26,328	34,979	40,002
Borrowings	17,121	25,881	30,533
Other Liabilities	837	974	1,256
Share Capital	154	155	155
Reserves & Surplus	8,216	7,969	8,058
Total Liabilities	26,328	34,979	40,002



## 4. Board of Directors, Management Team, ESG and Awards

### **Board of Directors**

### Commanding the course with the best governance standards





Mr. Adar Poonawalla Chairman & Non-Executive Director

CEO of the Serum Institute of India (SII), the world's largest vaccine manufacturer by the number of doses produced and sold a year Graduated from the University of Westminster in London Founder of Poonawalla Fincorp and Villoo Poonawalla Charitable Foundation-launched to focus on increasing education, healthcare, safe water and environmental sanitation



Mr. Arvind Kapil Managing Director & CEO

Served as HDFC Bank's Group Head overseeing the mortgage banking business with a book size of 7.5 lakh crore. Also spearheaded the retail lending franchise at the HDFC bank. With an illustrious tenure spanning over 25 years, Mr. Arvind Kapil has been a trailblazer in harnessing digital solutions to revolutionise customer experience and groundbreaking innovations



Mr. Sunil Samdani Executive Director

Seasoned financial professional and a strategic thought leader, with over two decades of rich experience in the BFSI sector. Served as Executive President and Chief Financial Officer of Bandhan Bank,. Chief Financial Officer at Karvy Financial Services Limited, where he set up the treasury and finance functions for the NBFC



Ms. Sonal Sanjay Modi Non -Executive Director



Mr. Prabhakar Dalal Independent Director



Mr. Kewal Kundanlal Handa Independent Director



Mr. Bontha Prasada Rao Independent Director



Mr. Sanjay Kumar

**Independent Director** 

Ms. Kemisha Soni Independent Director



Mr. Rajeev Sardana Independent Director

### **Management Team**

### Leading the next phase of growth





Mr. Arvind Kapil **Managing Director & CEO** 

**Education:** AMP-Harvard Business School, Masters

program - IIM-B

**Experience:** HDFC Bank



Mr. Sunil Samdani **Executive Director** 

**Education:** CA, EDP from

**Experience**: Bandhan Bank



Mr. Sanjay Miranka **Chief Financial Officer** 

**Education**: CA and CS **Experience:** Aditya Birla

Finance



Mr. Shriram V. Iyer **Chief Credit & Analytics** Officer

**Education**: MBA, MDP-IIM-A **Experience:** HDFC Bank



Mr. Vikas Pandey **Chief Business Officer -Consumer Business Education**: MBA **Experience:** HDFC Bank



Mr. Veeraraghavan lyer **Chief Business Officer – Commercial Business** 

**Education:** MMS, BE **Experience:** HDFC Bank



Mr. Harsh Kumar **Chief Human Resources Officer** 

**Education**: MBA- HR and BE **Experience:** CSB Bank, HDFC

Bank



Mr. Bhaskar Pandey **Chief Risk Officer** 

**Education**: MBA and MCA **Experience**: HDFC Bank



Mr. Bholananda Behera **Chief Compliance Officer** 

**Education**: MBA HR, PG-Senior Leadership XLRI **Experience**: HDFC Bank,

Canara Bank



Mr. Nitin Sane **Chief Internal Auditor** 

**Education**: PGDM in Financial Management, Masters in Criminology **Experience**: Rabo Bank

Group



Mr. Salil Hajarnis **Chief Technology Officer** 

**Education**: BE, PGDM **Experience**: Fiserv,

Capgemini

### ESG delivering sustainable long-term value to stakeholders

Prioritising responsible business practices



#### **DEFINING A BETTER TOMORROW**

#### **Environment**

We are committed to sustaining our environment by responsibly maintaining and optimising our assets regularly. Our key initiatives would lead our business operations to run smoothly and create a friendly environment for all.

#### **Green Infrastructure And Energy Efficiency**

- Head office operates from a Platinum-certified Green Building, constructed with recycled materials and fitted with energyefficient infrastructure.
- As part of our 'Go Green' initiative, we procured renewable energy from the Maharashtra State Electricity Board to power our corporate office.
- To further reduce energy consumption, we implemented efficiency upgrades across our office network. These include LED lighting, retrofitted appliances, and the modernisation of older systems.

#### Responsible Disposal And E-waste Management

• In our offices, we are replacing paper cups with rice husk alternatives and using recyclable paper rolls to promote sustainability.

#### Social

We are committed to investing proactively in our workforce and fostering positive relationships with external stakeholders, including customers, lenders, vendors, and communities. Our social commitment is centred on prioritising people and building lasting partnerships for mutual benefit.

#### **Expanding Access To Healthcare**

 In partnership with Grant Medical Foundation, we provided medical equipment to increase accessibility and availability to health care facilities for the underprivileged.

#### **Unlocking Opportunity Through Sport**

 Engaged with Sindola Sports India Foundation, the agency which is creating an integrated Cricket, Tennis focused facility for sports man and women from the underprivileged class.
 PFL has funded to the agency as a CSR contribution

#### Governance

We are committed to strong governance that encompasses all of our business drivers, including strategic depth, code of conduct, board membership, risk management, and guiding principles.

- Ensuring compliance with regulatory changes
- Maintaining the governance standards
- Emphasis on financial integrity, ethical conduct, transparency, and trust
- Prioritise integrity and take immediate action to address any actions that compromise an individual's integrity
- Developed clear policy guidelines for handling incidents involving directors, employees, channel partners, customers, and service providers accused of fraudulent activities or integrity violations

### **Awards and Accolades**

Industry Recognition for our brand





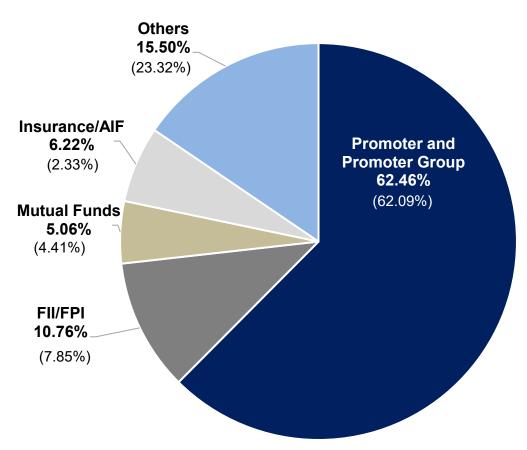




### **Shareholding Pattern**



#### **Shareholding Pattern (Quarter ending Jun-2025)**



Figures in bracket represent data for quarter ending Jun-2024

#### **Top Institutional Investors**

Kotak Mahindra Mutual Fund

Life Insurance Corporation of India

SBI Life Insurance

Amansa Holdings Private Limited

Franklin Templeton India Fund

Kotak Funds - FPI

Bank Muscat India Fund

Bandhan Mutual Fund

**ICICI Prudential Life Insurance** 

Kuwait Investment Authority Fund

**RIMCO India Limited** 

Aditya Birla Mutual Fund

Government Pension Fund Global

Vanguard

Ishares Core MSCI Emerging Markets ETF

Emerging Markets Core Equity Portfolio Of DFA Investment

Dimensions Group Inc.

State Street Global Funds

Abu Dhabi Investment Authority

CPP Investments- Cananda

**BoFA Securities Europe** 



## Thank You!

For further information, please contact:

Team - Investor Relations

Investor.relations@poonawallafincorp.com