

#### **Secretarial Department**

July 28, 2025

Ref. FEDFINA/ CS/54/ 2025-26

The Manager, The Manager,

Listing Department Department of Corporate Services,

National Stock Exchange of India Ltd., BSE Limited, Exchange Plaza, C-1, Block G, Rotunda Building,

Bandra Kurla Complex, Phiroze Jeejeebhoy Towers,
Bandra (E), Mumbai – 400 051 Dalal Street, Mumbai- 400 001

SYMBOL – FEDFINA Scrip code: 544027

**Subject: Investor meet Presentation (Revised)** 

Dear Sir/Madam,

Further to our earlier intimation with respect to Investor Presentation submitted today, we would like to inform you that there was an inadvertent error in the Slide No.18 (at the top right corner) under the heading of the "Our Footprints" wherein Branch count for West was shown under Branch count of North and vice versa.

The corrected investor presentation is enclosed herewith.

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 Q1 FY26

**EMPOWERING EMERGING INDIA WITH EASY ACCESS TO LOANS** 



### Safe Harbor

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# **Table Of Content**



Who we are

**Our Business** 

Financial Performance

Technology, Digital, ESG & CSR

## **Executive Summary: Q1 FY26**

#### **Business**

- ➤ AUM Growth: 19.0% YoY increase to ₹15,697 Cr
- > De-recognition of Unsecured business loans: ₹770 Cr pursuant to a 100% direct assignment transaction
- > Gold Loan AUM: 38.8% YoY growth to ₹6,332 Cr, contributing 40.3% to total AUM
- ➤ Mortgage AUM: 29.7% YoY growth to ₹8,539 Cr
- > Disbursals: 18.6% YoY growth to ₹5,933 Cr, driven by 33.1% YoY rise in gold loan disbursals to ₹5,284 Cr
- > Unsecured AUF mix: Unsecured Business Loans reduced from 10% to 2%

#### **Profitability**

- ➤ Net Interest Income: Up 7.4% YoY to ₹268.2 Cr
- ➤ Operating Profit: Down -0.6% YoY to ₹128.2 Cr in Q1 FY26, led by lesser Direct Assignment Income
- ➤ Profit After Tax: Up 6.8% YoY to ₹75.0 Cr

### **Asset Quality and Provisioning**

- > Gross Stage III: Remained flat QoQ at 2.0% in Q1 FY26, Net Stage III: at 1.2%
- Credit Cost: Stood at 0.8% for the quarter

#### FEDBANK FINANCIAL SERVICES LIMITED







19.0%

-0.7%

Q1FY26 Result Summary



18.6%





₹ **75.0 Cr** Profit After Tax

6.8 %





₹ 2,634 Cr Shareholder's Funds

13.4 %

3 4 %



**70.6** Book Value/Sh.

12.7%

3.3%



**96.1**% Secured AUM

1023 bps

653 bps



₹ 10,237 Cr Borrowings<sup>1</sup>

10.3%

-0.3%



**22.4**% CRAR

-44 bps

48 bps



668 Branches

49

-26



**4,797** Employees

10.4%

5.0%



GNPA

2 bps

-2 bps



**1.2**% NNPA

-36 bps

1 hns



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

-38 bps

·17 bps



**2.3**% RoA

-17 bps

bps



**11.6**% RoE

-68 bps

14 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 total assets





Who we are

**Our Business** 

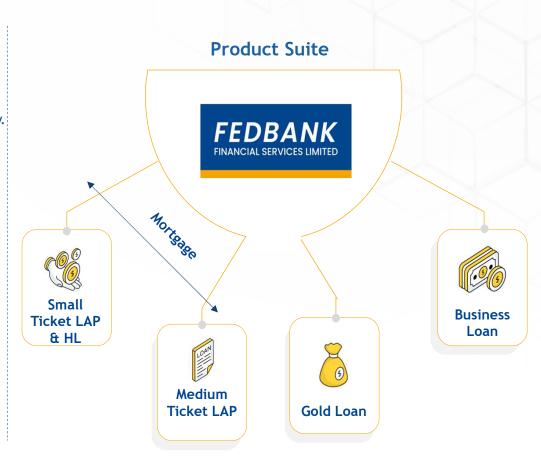
Financial Performance

Technology, Digital, ESG & CSR



## **About Fedfina**

- > Parentage: Majority-owned by Federal Bank, with strong access to debt & equity.
- > Vision: "Empowering Emerging India with Easy Access to Loans."
- > Target Segment: Catering to MSMEs with tailored loan solutions.
- > Geographical Presence: Wider footprint across 18 states and union territories.
- > Credit Rating: Strong AA+/Stable ratings by CARE, India Ratings, and CRISIL.



MSME lender with focused loan against property and gold loans offering



## **Our Board of Directors**



Shyam Srinivasan

Non- Executive Chairman &

Non-Executive Director



K.V.S. Manian
Non-Executive
Nominee Director



Harsh Dugar
Non-Executive
Nominee Director



Maninder Juneja
Non-Executive
Nominee Director



Sunil Gulati
Independent Director



Ramesh Sundararajan Independent Director



**Sonal Dave** Independent Director



Mona Bhide Independent Director



Muralidharan Rajamani Independent Director



Parvez Mulla MD & CEO

Steered by a strong board

# **Management Team**



Parvez Mulla MD & CEO



C.V. Ganesh
Chief Financial
Officer



Siddharth K
Chief Operating
Officer



Vikram Rathi Chief Risk Officer



Anila Rajneesh
Chief Human
Resource Officer



Shardul Kadam CBO - Mortgage (Small Ticket)



K Sureshkumar

CBO - Mortgage

(Medium Ticket) &

(Business Loans)



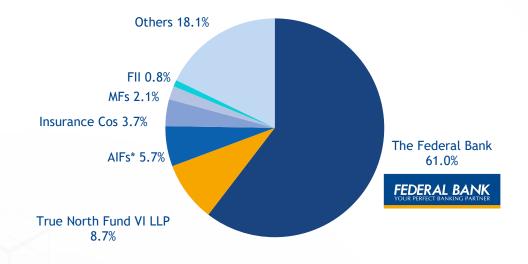
Jagadeesh Rao
CBO - Gold Loan &
Chief Marketing
Officer

# Deep domain experience



# **Shareholding Pattern**

### Shareholding: 30th June 2025



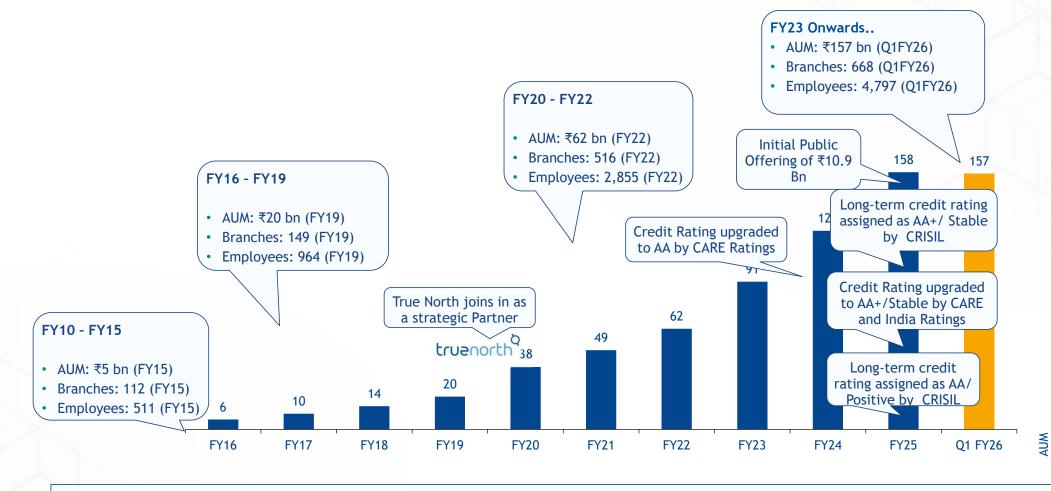
### Top Institutional Shareholders: 30th June 2025

Investor Details	% Holding
Federal Bank Ltd	61.0
True North Fund VI LLP	8.7
Nuvama Private Investment	2.8
SBI Life Insurance	2.4
Unifi Capital (Blend II and BCAD)	1.9
Bandhan Mutual Fund	1.8
Yasya Investment	1.1
HDFC Life Insurance	0.7
Tata AIA Life Insurance	0.6
Nippon Mutual Fund	0.3

## Wide shareholders base

<sup>\*</sup> Excludes True North Fund VI LLP

## **Our Growth Journey**



Strong growth trajectory over the years of operations



### Our Vision & Values

Vision

### **Empower Emerging India with Easy Access to Loans**

**Values** 

### **Execution Excellence**

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

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### **People Focus**

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

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### Integrity

- ✓ Transparency
- ✓ Accountability
- ✓ Building Trust
- ✓ Ethical Decision Making

-1

### **Customer Centric**

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

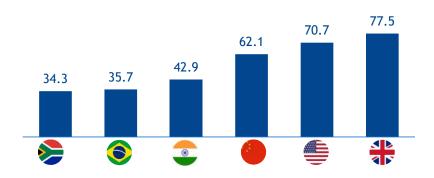
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## Driven by vision and values



# Market

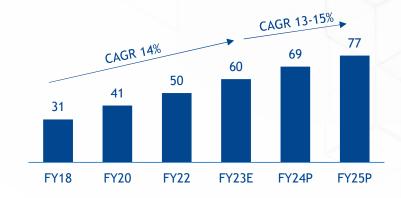
### Household credit to GDP ratio (%)<sup>1</sup>



#### MSME Credit Addressable Market<sup>3</sup>



#### Retail credit growth to continue <sup>2</sup>



#### Household Gold<sup>3</sup>



# Long runway for growth

1: BIS, For June'24. 2: Chart represents Systemic Retail Credit in INR tn. 3: RHP



## **Our Product Suite**

### **Secured Against Collateral**

Category

Mortgage Loans

**Gold Loans** 

1.9

**Business Loans** 

AUM (₹Cr) (% of total)

8,539 (54.4%) 6,332 (40.3%) 618 (3.9%)

Avg. Ticket Size (₹ Lakh)

28.8

Disbursement (₹Cr) & (Oigination Yield)

649 (13.5%) 5,284 (19.3<sup>^</sup>%)

Average Origination LTV

**52.2**%

71.4%

**Underwriting** 

Assessed Income / Income Based

In-house Valuation

Disbursement Discontinued

# Focused on collateralized lending

Mortgage loans include Medium ticket LAP, Small ticket LAP and Housing loans; LTV: loan to value. ^ Portfolio yield: On i-GAAP basis. Above disclosures are for Q1 FY26.



## **Our Product Suite**

#### **Mortgage Loans**

### Category

AUM (₹Cr) (% of total)

Avg. Ticket Size (₹ Lakh)

Disbursement (₹Cr) & (Origination Yield)

Average Origination LTV

Underwriting

#### Small Ticket LAP and HL

3,727 (23.7%)

13.1

200 (16.1%)

50.7%

**Assessed Income** 

#### **Medium Ticket LAP**

4,813 (30.7%)

61.5

449 (12.3%)

**52.9**%

Income Based

Covering a wide spectrum in the loan against property segment

Above disclosures are for Q1 FY26.



### **Our Customers**

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#### **Small Ticket LAP**

#### **Medium Ticket LAP**

#### **Business Loan**

#### Gold Loan













Customer

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

Credit Assessment / Solutions

- Business understanding
- Stock count
- Turnover assessment

- Stock count / turnover assessment
- Field visit and verification of records
- Initial assessment of cashflows
- Review of its GST returns
- Business analysis post-Covid
- Collateral Verification
- Quick processing and sanctioning of loan

Sanctioned

₹16 Lacs

₹74.5 Lacs

₹30 Lacs

₹1 Lac

**Case LTV** 

**55**%

32%

NA

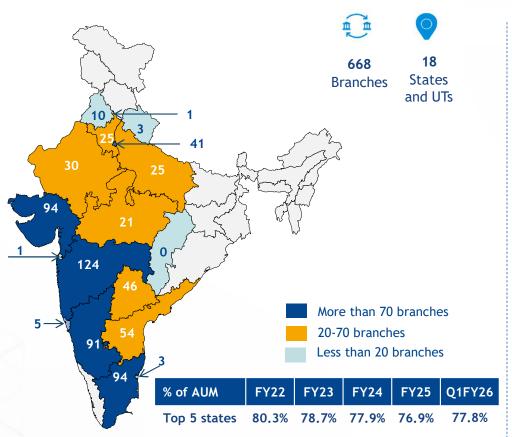
**74**%

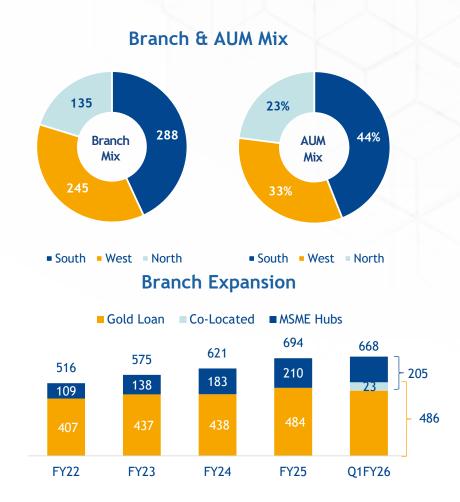
### MSME focused customer base



# **Our Footprints**

### **Comprehensive Branch Network**





## Large, extensive presence



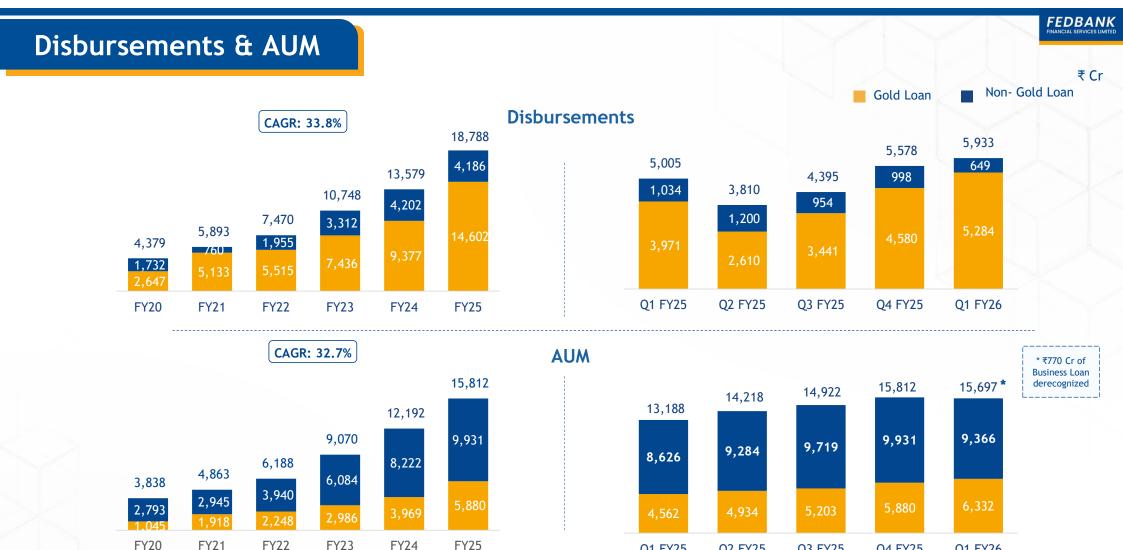


Who we are

**Our Business** 

Financial Performance

Technology, Digital, ESG & CSR



# Twin-engine business profile

Q1 FY25

Q2 FY25

Q3 FY25

Q4 FY25

Q1 FY26

<sup>\*</sup> During Q1 FY26, 100% assignment of Business Loan portfolio of ₹770 crore was executed and derecognized from AUM

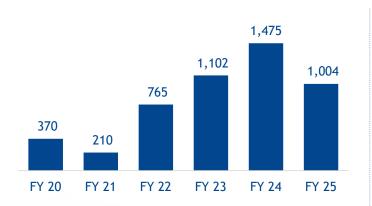


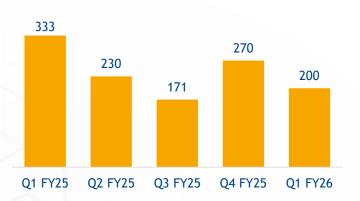
₹ Cr

#### **Business Loan**

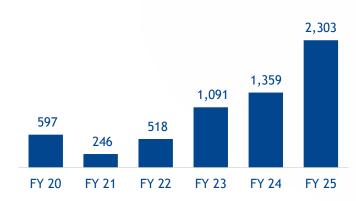


**Disbursements** 

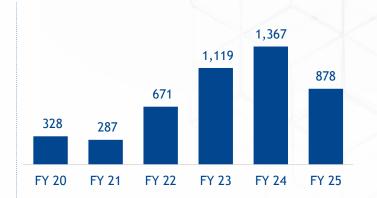


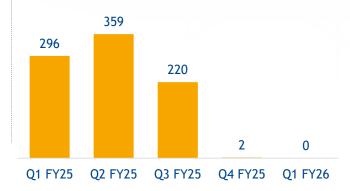


#### **Medium Ticket LAP**









# Diverse product base

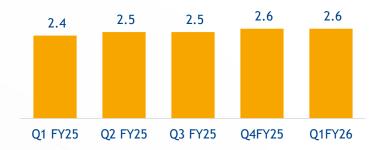


# Gold Loan: Key Metrics

#### **AUM Per Branch (₹Cr)**



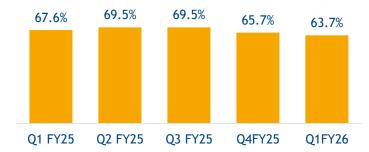
### Active Customer Base (# Lakh)



#### **Gold Tonnage**



#### LTV: AUM

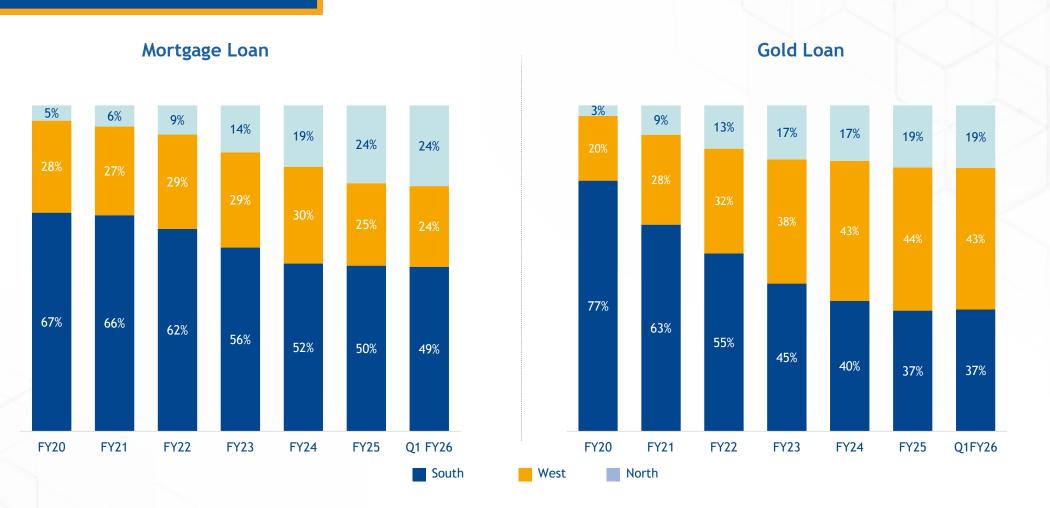


# **Strong Value Proposition**

LTV: Loan to value. Previous period numbers have been regrouped / reclassified, wherever considered necessary, to correspond with the presentation



# Geographical AUM Mix

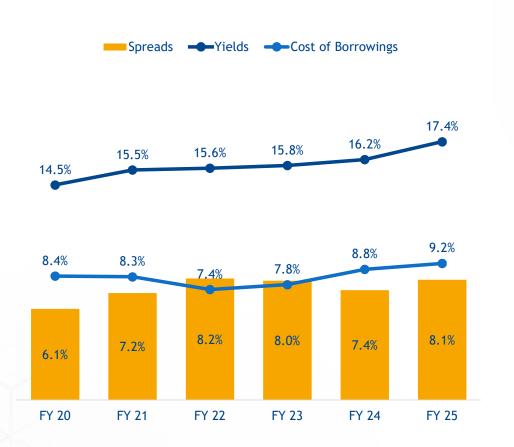


# Reducing geographical risk

Percentages may not add up to exactly 100% due to rounding. Mortgage Loan includes medium Ticket LAP, Small Ticket LAP and Housing Loans.



# Yields, CoB and Spreads





# Range Bound Spreads (Adjusted for one time impact)

Ratios above are computed on two point averages. All quarterly numbers are annualized.

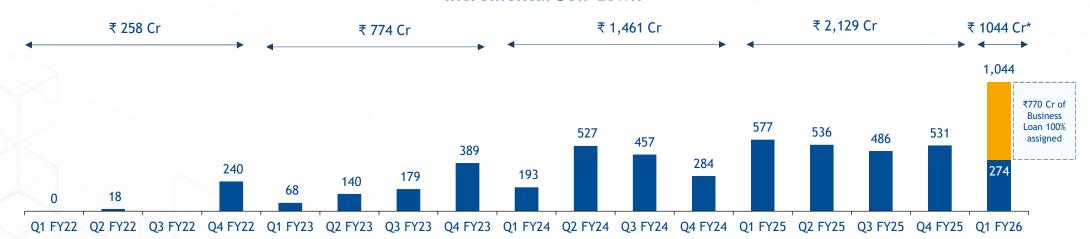
# Off-book

₹ Cr

Product	AUM			AUF			Off Book %			
rroduct	Q1 FY25	Q4 FY25	Q1 FY26	Q1 FY25	Q4 FY25	Q1 FY26	Q1 FY25	Q4 FY25	Q1 FY26	
Mortgage	6,583	8,062	8,539	5,046	5,654	5,995	23.3%	29.9%	29.8%	
Gold Loan	4,562	5,880	6,332	3,932	4,750	5,184	13.8%	19.2%	18.1%	
Business Loan	1,869	1,656	618	1,311	1,216	270*	29.9%	26.6%	56.4%	
Total^	13,188	15,812	15,697	10,463	11,838	11,689	20.7%	25.1%	25.5%	

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

#### Incremental Sell-down

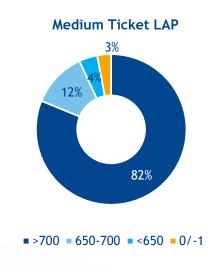


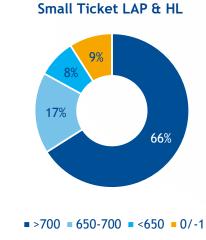
<sup>\*</sup> During Q1 FY26, 100% assignment of Business Loan portfolio of ₹770 crore was executed and derecognized from AUM

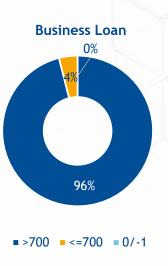


# Quality of the Book

#### ~77% AUM from customers with CIBIL >7001







#### Granular loan book with high quality collateral

96.1%
AUM secured collateral
Either customer property or
Gold

82.3%
Mortgage AUM secured by self
occupied residential/
commercial property

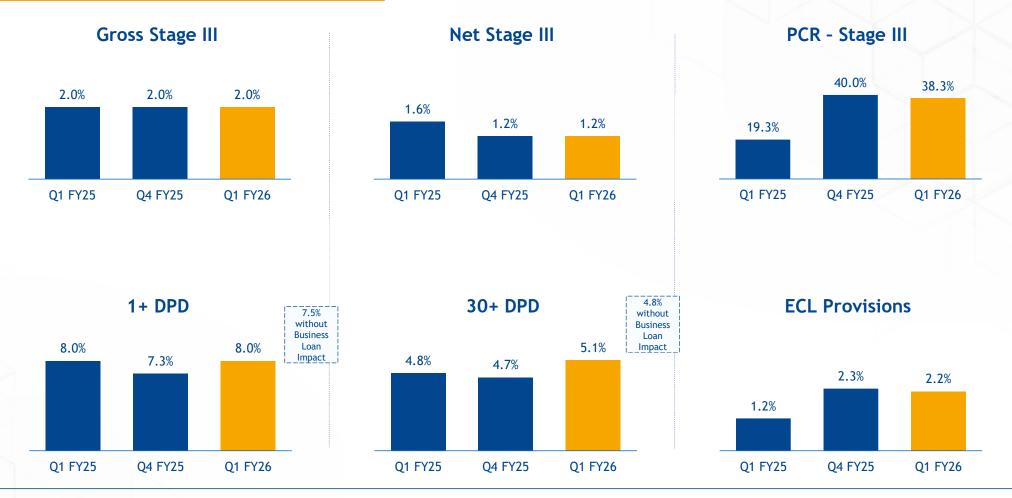
Average ticket size for Retail Installment loan <sup>2</sup>

₹ 28.8 Lakh

## Secured and collateralized lending model



# Portfolio Quality Indicators (1/2)



## **Adequate Coverage**

During Q1 FY26, 100% assignment of Business Loan portfolio of ₹770 crore was executed and derecognized from AUM, impacting 1+ and 30+ DPD metrics due to a lower base Stage III numbers are post the ₹25 crore portfolio sale to ARC

# Portfolio Quality Indicators (2/2)

₹ Cr

		Q1FY26			Gross Stage III %			Net Stage III %		
Particulars	AUF	Gross Stage III	Net Stage III	PCR (%)	Q1FY25	Q4FY25	Q1FY26	Q1FY25	Q4FY25	Q1FY26
Mortgage	5,995	204.0	111.2	45.5%	3.0%	3.4%	3.4%	2.4%	1.9%	1.9%
Gold Loan	5,184	16.0	12.4	22.3%	0.8%	0.4%	0.3%	0.7%	0.3%	0.2%
Business Loan	270	12.0	0.7	94.2%	0.6%	2.2%	4.5%	0.2%	0.1%	0.3%
Total^	11,689	233.0	143.8	38.3%	2.0%	2.0%	2.0%	1.6%	1.2%	1.2%

# Strengthening balance sheet

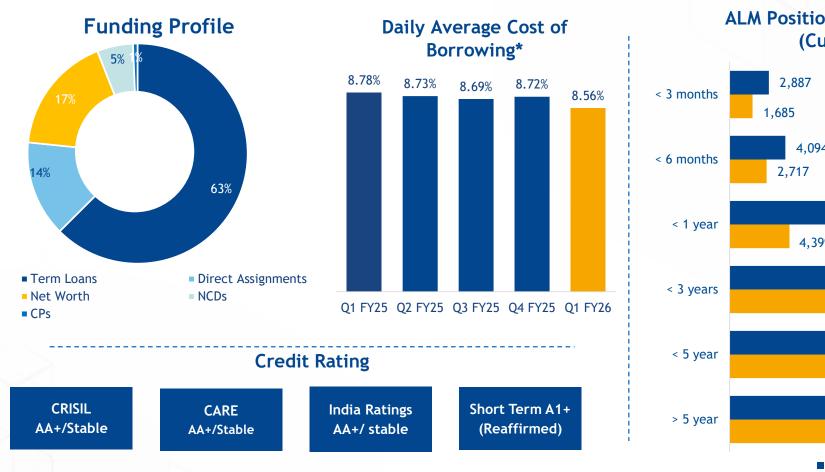
# **Expected Credit Loss**

Particulars	Q1 FY25	Q4 FY25	Q1 FY26	FY 25
Gross Stage 1				
Assets	9,798	11,107	10,985	11,107
% of total loan assets	93.6%	93.8%	94.0%	93.8%
ECL provision	45.2	69.6	60.7	69.6
ECL provision % of assets	0.2%	0.3%	0.3%	0.3%
Gross Stage 2				
Assets	458	493	472	493
% of total loan assets	4.4%	4.2%	4.0%	4.2%
ECL provision	43.3	83.0	86.3	83.0
ECL provision % of assets	9.4%	12.3%	13.3%	12.3%
Gross Stage 3				
Assets	206	239	233	239
% of total loan assets	2.0%	2.0%	2.0%	2.0%
ECL provision	39.9	122.6	107.8	122.6
ECL provision % of assets	19.3%	40.0%	38.3%	40.0%
Total assets	10,463	11,838	11,689	11,838
Total ECL provision	128.4	275.2	254.7	275.2
Total ECL provision % of total assets	1.2%	2.3%	2.2%	2.3%

ECL provision % of assets include amounts transferred to OCI on Fair valuation of eligible loans



## **Funding Profile**





Multiple sources of borrowings with strong credit rating

\*Daily average cost of borrowing is on I-GAAP basis.





Who we are

**Our Business** 

Financial Performance

Technology, Digital, ESG & CSR

Particulars	Q1 FY25	Q4 FY25	Q1 FY26	QoQ	YoY	FY 25
Operational Information						
Branches (#)	619	694	668	-3.7%	<b>7.9</b> %	694
Disbursements	5,005	5,578	5,933	6.4%	18.6%	18,788
AUM	13,188	15,812	15,697	-0.7%	19.0%	15,812
Employees (#)	4,344	4,568	4,797	5.0%	10.4%	4,568
Financial Information						
Total Income	491.0	537.5	520.4	-3.2%	6.0%	2,079.8
Interest Expenses	202.4	215.9	218.0	1.0%	7.7%	853.8
Net Interest Income	249.6	283.4	268.2	-5.4%	7.4%	1070.8
Operating Expenses	159.8	190.4	174.2	-8.5%	9.0%	705.9
Operating Profit	128.8	131.2	128.2	-2.3%	-0.5%	520.1
Credit Cost	35.2	32.6	27.8	-14.6%	-20.9%	216.4
Profit before tax	93.6	98.7	100.4	1.7%	<b>7.2</b> %	303.8
Profit after tax	70.2	71.7	75.0	4.7%	6.8%	225.2
Shareholder's Fund	2,322.2	2,547.4	2,634.4	3.4%	13.4%	2,547.4
Book Value Per Share (₹)	62.6	68.3	70.6	3.3%	12.7%	68.3
Ratios						
Cost to Income	55.4%	<b>59.2</b> %	57.6%	-158bps	225bps	<b>57.6</b> %
Return on Average Total Assets	2.4%	2.2%	2.3%	5bps	-17bps	1.8%
Return on Average Total Equity	12.3%	11.4%	11.6%	14bps	-68bps	9.4%
Gross Stage 3 assets / Gross NPA	2.0%	2.0%	2.0%	-2bps	2bps	2.0%
Net Stage 3 assets / Net NPA	1.6%	1.2%	1.2%	1bps	-36bps	1.2%
CRAR	22.8%	21.9%	22.4%	48bps	-44bps	21.9%

# **Balance Sheet**

Q1 FY25	Q4 FY25	Q1 FY26	QoQ	YoY	FY 25
				e *	
539	835	830			835
10,361	11,646	11,504			11,646
734	404	485			404
125	107	143			107
230	258	295			258
11,989	13,250	13,256	0.0%	10.6%	13,250
371	373	373			373
1,951	2,175	2,261			2,175
2,322	2,547	2,634	3.4%	13.4%	2,547
9,280	10,269	10,237			10,269
387	434	385			434
11,989	13,250	13,256	0.0%	10.6%	13,250
	539 10,361 734 125 230 11,989 371 1,951 2,322 9,280 387	539 835 10,361 11,646 734 404 125 107 230 258 11,989 13,250  371 373 1,951 2,175 2,322 2,547 9,280 10,269 387 434	539       835       830         10,361       11,646       11,504         734       404       485         125       107       143         230       258       295         11,989       13,250       13,256         371       373       373         1,951       2,175       2,261         2,322       2,547       2,634         9,280       10,269       10,237         387       434       385	539       835       830         10,361       11,646       11,504         734       404       485         125       107       143         230       258       295         11,989       13,250       13,256       0.0%         371       373       373         1,951       2,175       2,261         2,322       2,547       2,634       3.4%         9,280       10,269       10,237         387       434       385	539       835       830         10,361       11,646       11,504         734       404       485         125       107       143         230       258       295         11,989       13,250       13,256       0.0%       10.6%         371       373       373         1,951       2,175       2,261         2,322       2,547       2,634       3.4%       13.4%         9,280       10,269       10,237         387       434       385

# Profit & Loss Statement

Profit & Loss Statement	Q1 FY25	Q4 FY25	Q1 FY26	QoQ	YoY	FY 25
Interest Income	430.5	495.5	491.6			1858.6
Interest Expenses	202.4	215.9	218.0			853.8
Net Interest Income (Core)	228.1	279.6	273.6	-2.1%	20.0%	1004.9
Net Gain on Direct Assignment	21.5	3.8	-5.5			65.9
Net Interest Income	249.6	283.4	268.2			1070.8
Other Income*	39.0	38.3	34.2			155.2
Net Total Income	288.6	321.7	302.4	-6.0%	4.8%	1226.0
Operating Expenses	159.8	190.4	174.2			705.9
Operating Profit	128.8	131.2	128.2	-2.3%	-0.5%	520.1
Credit Cost	35.2	32.6	27.8			216.4
Profit Before Tax	93.6	98.7	100.4			303.8
Tax Expense	23.4	27.0	25.3			78.6
Profit After Tax	70.2	71.7	75.0	4.7%	6.8%	225.2

₹ Cr

<sup>\*</sup>Other income includes ₹3.11 crore of net gain from derecognition of Financial Instruments.



# RoA Tree

RoA Tree	Q1 FY25	Q4 FY25	Q1 FY26	FY 25		
Interest Income / Average total assets	14.9%	15.3%	14.8%	15.2%		
Interest Expenses / Average total assets	7.0%	6.7%	6.6%	7.0%		
Net Interest Income (Core) / Average total assets	7.9%	8.6%	8.3%	8.2%		
Net Gain on DA / Average total Assets	0.7%	0.1%	-0.2%	0.5%		
Net Interest Income / Average total Assets	8.6%	8.8%	8.1%	8.8%		
Other Income / Average total assets	1.3%	1.2%	1.0%	1.3%		
Net Total Income / Average total assets	10.0%	9.9%	9.1%	10.1%		
Operating Expenses / Average total assets	5.5%	5.9%	5.3%	5.8%		
Operating Profit / Average total assets	4.5%	4.1%	3.9%	4.3%		
Credit Cost / Average total assets	1.2%	1.0%	0.8%	1.8%		
Profit before tax / Average total assets	3.2%	3.0%	3.0%	2.5%		
Tax expense / Average total assets	0.8%	0.8%	0.8%	0.6%		
Profit after tax on Average total assets	2.4%	2.2%	2.3%	1.8%		
Average total assets / Average Shareholders' Fund	5.2	5.2	5.0	5.2		
Profit after tax on Average Shareholders' Fund (ROE)	12.3%	11.4%	11.6%	9.4%		
nterest earning assets as % of total assets	97.0%	97.3%	96.7%	97.3%		
nterest bearing liabilities as % of total liabilities	77.4%	77.5%	77.2%	77.5%		





Who we are

**Our Business** 

Financial Performance

Technology, Digital, ESG & CSR



## **Technology Landscape**

#### **Origination**

- Fully Integrated API stack: OCR, KYC Validation, Aadhaar Vault
- Digital Marketing Leads via Social Media and Company's Digital Platforms including Cross Sell







- Online interface available for DSA, FI, RCU, Legal & technical agencies
- · Building a modern, innovative and future-ready digital ecosystem to provide 360-degree
- CKYC, Multi-bureau, Bank statement analysis and Fraud check integrations

#### **Underwriting**

- Cloud based Loan Origination System with robust Loan Management System
- Real-time Business Rule Engine integration ensuring objective, faster & predictable underwriting
- Data driven risk assessment and mitigation
- · Real time API integration with UIDAI

#### **Loan Operations**

Seamless API integration between core system & 3rd party partners -multi bureau, E-nach, penny drop











- Robust Collection mobility suite monitoring early warning signals using ML algorithms
- KFS (Key Fact Statement) & OTP authenticated Cheque Handover Module.
- AWS Cloud & Microsoft O365 assessment. Implementation of CIS (Center for Internet Security) guidelines for servers.

#### **Customer Service**

Ubiquitous presence in digital universe web, phone, portal, app and social media.







- Hindi Conversational Chatbot on Portals and Whatsapp
- Cloud Telephony with AI/ML servicing capability
- Elevating Customer Centricity Through a Comprehensive Array of Nine Innovative login solutions





validsoft//

API

















**Security Layer** 











**Cloud Services** 





Web Application















**Data/ Presentation** 



Regulatory

protiviti\*

**Monitoring** 

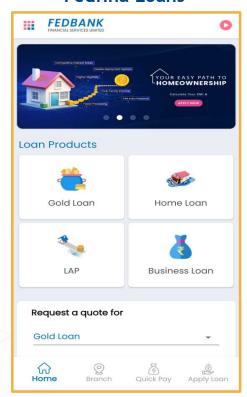
NII iraje IBM

Technology at the core of all operations



## Digital Landscape

#### **Fedfina Loans**



Customer Acquisition & Servicing

#### **Fedfina Lite**



**Employee Productivity** 

#### Fedfina Collect



**Collection Management** 

10 Lakh+ Downloads

76% Digital

Registration











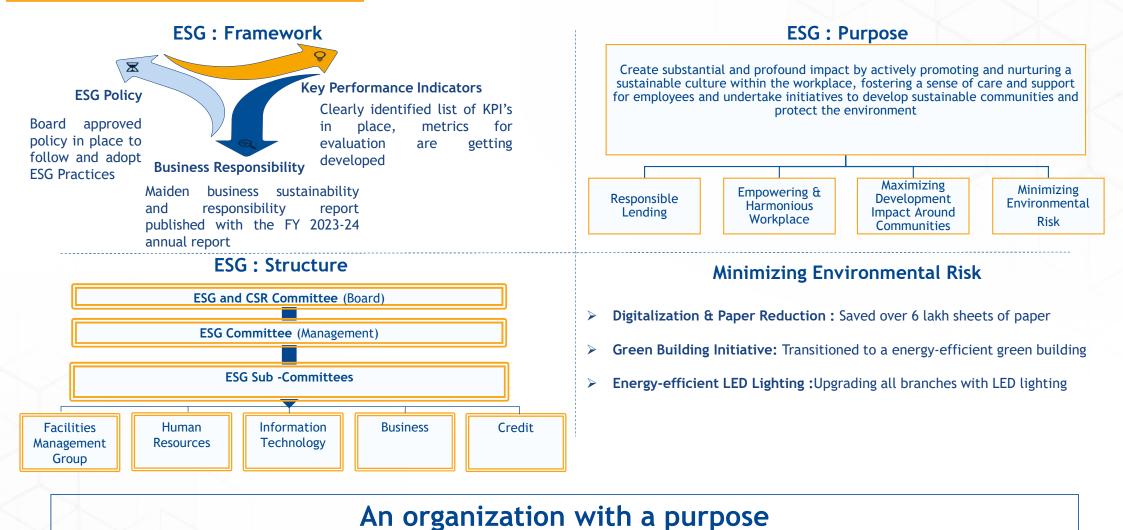


65% Digital Payments

Well established digital presence



### **ESG**



## Making a Change

### **Nation Skill Building**

As part of our Corporate Social Responsibility (CSR) commitment, FEDFINA is proud to launch a transformative initiative focused on skilling the next generation of finance professionals. This program is designed to equip apprentices with industry-relevant skills and practical training, preparing them to meet the evolving demands of the financial sector.

Through structured learning modules, hands-on experience, and mentorship, we aim to foster a culture of continuous development and professional excellence. This initiative reflects FEDFINA's dedication to inclusive growth, social impact, and building a future-ready workforce that contributes meaningfully to the industry and society.



## An organization with a purpose





# **THANK YOU**

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