

January 23, 2023

**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: Investors/Analysts' Presentation**

**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 on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2022.

The presentation is also being uploaded on the website of the Company at the URL <https://poonawallafincorp.com/investor-financials.php> 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**  
(Formerly, Magma Fincorp Limited)

**Shabnum Zaman**  
**Company Secretary**  
**ACS-13918**

**Poonawalla Fincorp Limited**

(Formerly known as Magma Fincorp Limited)

**CIN: L51504PN1978PLC209007**

**Registered Office:** 201 and 202, 2nd floor, AP81, Koregaon Park Annex, Mundhwa, Pune - 411 036

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Classification | PUBLIC

# Poonawalla Fincorp Limited

(Formerly known as Magma Fincorp Limited)

**Investor Presentation Q3FY23**

**Scalable Business Model | Pure Retail Play | Digital-First Tech-Led | Customer Centric**

# Agenda



- 1 Overview & Executive Summary ▶ 2-5
- 2 Strategy Execution | Business & Financial Highlights: PFL Standalone ▶ 6-23
- 3 PHFL Transaction : Update & Rationale ▶ 24-25
- 4 Digital Transformation Journey So Far & Way Forward : PFL Standalone ▶ 26-31
- 5 Financial Highlights: PHFL ▶ 32-34
- 6 Financial Highlights: Consolidated ▶ 35-37
- 7 Board Members, Awards & Accolades ▶ 38-40

# Q3FY23 Performance – PFL Standalone

Excellent Quarter on All Fronts



Differentiated strategy and execution excellence led to all round performance across business growth, credit quality & profitability

Amounts in ₹ cr

Highest ever quarterly disbursement

Highest ever PAT & RoA

Lowest GNPA & NNPA

Recent rating upgrade to AAA/Stable by CARE

What do we stand for

“Scalable business model with pure Retail play strategy”

“Technology led and customer centric approach”

“Business construct to deliver sustainable RoA of 4.0% - 4.5%”

AUM

**13,929**

+28% YoY | +6% QoQ

Disbursement

**3,369**

+157% YoY | +8% QoQ

Profit after Tax

**150**

+88% YoY | +16% QoQ

RoA

**4.5%**

+158 bps YoY | +46 bps QoQ

GNPA\*

**1.69%**

- 236 bps YoY | -8 bps QoQ

NNPA\*

**0.89%**

-108 bps YoY | -5 bps QoQ

CRAR (Standalone)

**44%**

NIM

**10.7%**

+94 bps YoY | +33 bps QoQ

# Executive Summary – PFL Standalone

Setting the momentum for expanding growth horizon



## Strong Business Momentum Continues in Q3FY23



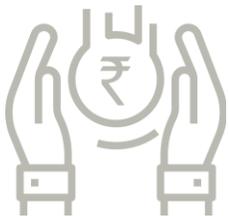
- Highest ever quarterly disbursement of ₹ 3,369 cr with new products scaling up well
- Consistent increase in disbursement: Up 157% YoY & 8% QoQ
- AUM at ₹ 13,929 cr with a growth of 28% YoY & 6% QoQ despite sharp reduction in discontinued legacy book | Focused AUM grew by **75% YoY & 10% QoQ**

## Strengthened Distribution – Direct Digital Program (DDP)



- DDP contribution in disbursements increased to 66% in Q3FY23 compared to 54% in Q2FY23, 39% in Q1FY23 & 24% in Q4FY22
- All the products covered under DDP model

## Efficiently Managed Liability Book



- Average CoB contained to 7.54% in Q3FY23 in a rising interest rate environment | 7.16% in Q2FY23
- Added multiple new relationships during the quarter across Mutual Funds, Banks & Corporates
- Recent long term credit rating upgrade to ‘AAA/Stable’ by CARE

# Executive Summary – PFL Standalone

Setting the momentum for expanding growth horizon



## Robust Asset Quality



- GNPA\* & NNPA\* reduced to 1.69% & 0.89% respectively compared to 1.77% & 0.94% in Q2FY23 and 4.05% & 1.97% in Q3FY22.
- Stage 3 PCR stood at 47.8% as on Q3FY23

## Rise in Profitability



- NIM at 10.7% vis a-vis 10.4% in Q2FY23 & 9.8% in Q3FY22 | Increased by 33 bps QoQ & 94 bps YoY
- PPOP stood at ₹ 156 cr up 23.3% QoQ & 34.1% YoY
- PAT stood at ₹ 150 cr up 15.6% QoQ & 87.5% YoY
- **Highest ever RoA at 4.5%** compared to 4% in Q2FY23 & 2.9% in Q3FY22

## End to End Digital Capabilities



- 100% digital journey capability for customers across all products
- Focus on customer/partner advocacy: Robotic interfaces, Straight through processing, Multiple self-service channels
- Advanced data analytics usage – Across sales(Including X sell), underwriting, collections & risk monitoring

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# Scalable Business Model to Drive Profitable Growth

Uniquely positioned – PFL Standalone



## Inherent Strengths...

### Brand Strength & Strong Management

Flagship financing arm of Cyrus Poonawalla Group with shared brand identity  
Professionally run organization with seasoned leadership team

### Robust Balance Sheet

Healthy CRAR at 44% against regulatory requirement of 15%

### Digital First and Technology Led

Digitalized end to end processes  
Advanced data analytics being leveraged for all business use cases

### Retail Franchise

Focus on Consumer & MSMEs with diversified product suite & PAN-India retail franchise  
Granular book | Risk based pricing

### Target Market Aligned Distribution & Products

Unique sourcing model with mix of Direct Digital Program (DDP) and DSA  
Digital First Products focused on credit tested customers

### Efficiently Managed Liability Book

Recent rating upgrade to 'AAA/Stable' by CARE  
Diversified borrowing base

## ...to capture market opportunities

### Technology disrupting traditional ways of lending

Rapid expansion & consolidation (Partnership / acquisition) in Fintech space

Exponential rise in digital lending with focus on customer experience & faster TAT

### Structural tailwinds

Fast growing economy punctuated by high share of consumption spending

Favorable demographics: High share of digital savvy young population with rising acceptance of credit

### Large and fast growing total addressable market

Large and growing opportunity for consumer & MSME finance

Growing demand for Pre-owned cars + shift towards digital marketplaces

# Management Vision 2025 : PFL Standalone

Performance well ahead of long-term guidance



## Vision 2025

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To be amongst the **Top 3 NBFCs in consumer and MSMEs**

Risk-calibrated accelerated growth, **~3x of FY21 AUM**

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Amongst the lowest COF in the industry **~250 bps Reduction in borrowing cost**

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Best-in-class Asset Quality; **Net Stage 3 < 1%**

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## On the right track (Q3FY23 status)

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**Product diversification to have large presence in chosen segments. Leadership in select products achieved.**

AUM @ 1.3x of FY21 | Focused AUM @ 2.7x of FY21

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### **Achieved**

To continue to be amongst the lowest cost borrower

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### **Achieved**

Net NPA @ 0.89% as on 31<sup>st</sup> Dec'22

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# Long Term Guidance on Financial Metrics

PFL Standalone – Profitable Growth with Best in Class Asset Quality



**AUM Growth**  
35-40%



**Profit Growth**  
30-35%



**GNPA**  
1.3-1.8%



**NNPA**  
0.5-0.9%



**Return on Assets**  
4-4.5%

# Successfully Executing our Strategic Plan

PFL Standalone



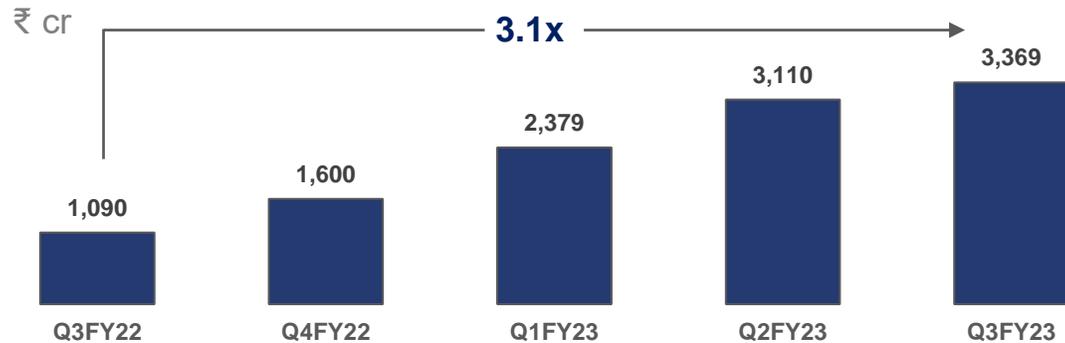
- 1 Differentiating by Offering Superior Customer Value**
- 2 Aligning Distribution & Products that Suit Target Market**
- 3 Digital-First, Technology-Led to the Core**
- 4 Upholding Robust Credit Quality**
- 5 Continuously Optimizing Cost of Borrowing & Liquidity**
- 6 Future Ready Human Capital with Strong Leadership**

# Differentiating by Offering Superior Customer Value

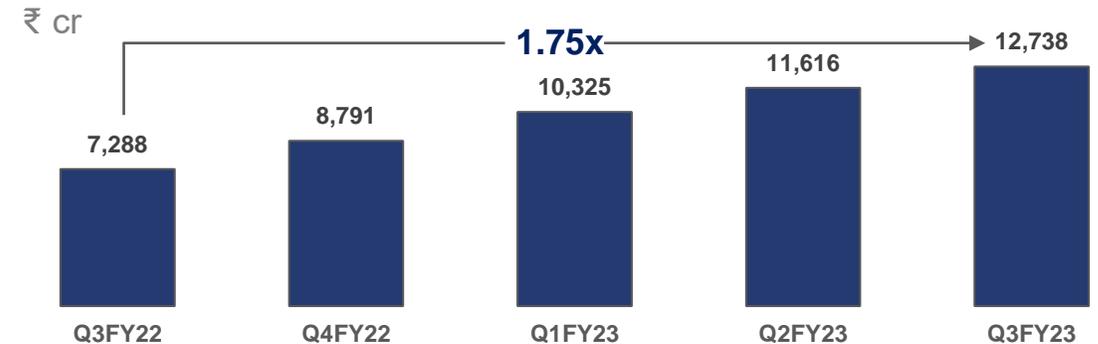


To ensure sustainable growth & leadership in chosen segments - PFL Standalone

Accelerating organic disbursement growth



Focused AUM has grown 75% YoY



- ▶ 100% end to end digital journey capability
- ▶ Customer Orientation: Committed to give superior experience & create customer delight
- ▶ Amongst the best Turn Around Time (TAT)
- ▶ Continuous engagement across customer lifecycle

Minimal paperwork, reduced human intervention & advanced data analytics

Amongst the best NPS score in industry | 24\*7 customer service availability using digital mediums

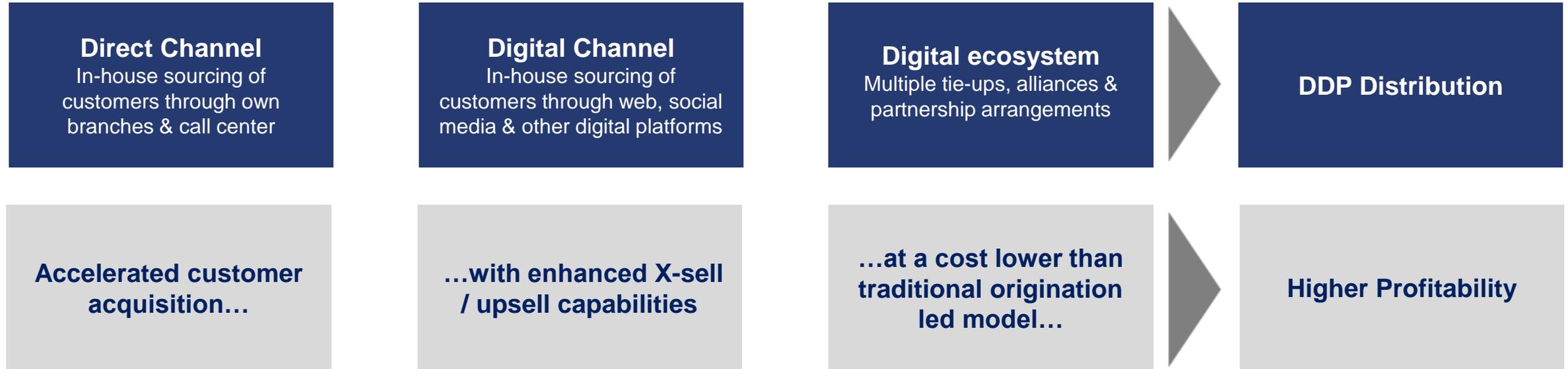
Constant reduction in TAT | Loan disbursements facilitated by lean & agile backend operations

Through distribution reach & technology

# Distribution: In Sync with Emerging Business Models



Direct Digital Program (DDP) led distribution model - PFL Standalone



- ▶ Rise in proportion of Direct Digital Program (DDP) Mix
- ▶ Focus on Customer Lifetime Value (CLTV)
- ▶ Technology first & risk calibrated approach

66% of disbursement came through DDP channel in Q3FY23 compared to 54% in Q2FY23, 39% in Q1FY23 & 24% in Q4FY22

X-sell / upsell & pre-approved offers

Leads to lower customer acquisition cost & better asset quality

# Product Suite: Tailored for the Target Segment



Focus on Consumer & MSME segment with diversified offerings - PFL Standalone

Existing products			Upcoming products
Pre-owned Cars	Digital Business Loans	Machinery Loan	Credit Card
Merchant Cash Advance	Digital Personal Loan	Digital Consumption Loan	EMI Card
Digital Consumer Finance	Digital Loan to Professionals	Medical Equipment Loan	
Auto Lease	Digital SME LAP	Supply Chain Finance	

- ▶ Expanding product suite to meet customer needs
- ▶ Digital led product innovation
- ▶ Complete transparency in product features



Consumption led new customer acquisition with an eye on future  
 Leveraging customer base for X-sell / up-sell opportunities

Digital First products, processes & entire customer journey

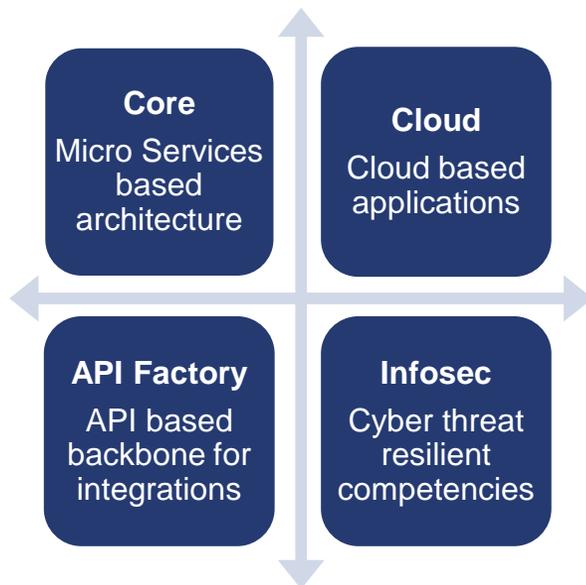
No hidden charges

# Digital-First, Technology-Led to the Core

Leading to competitive moat, efficient operations & sustained growth - PFL Standalone

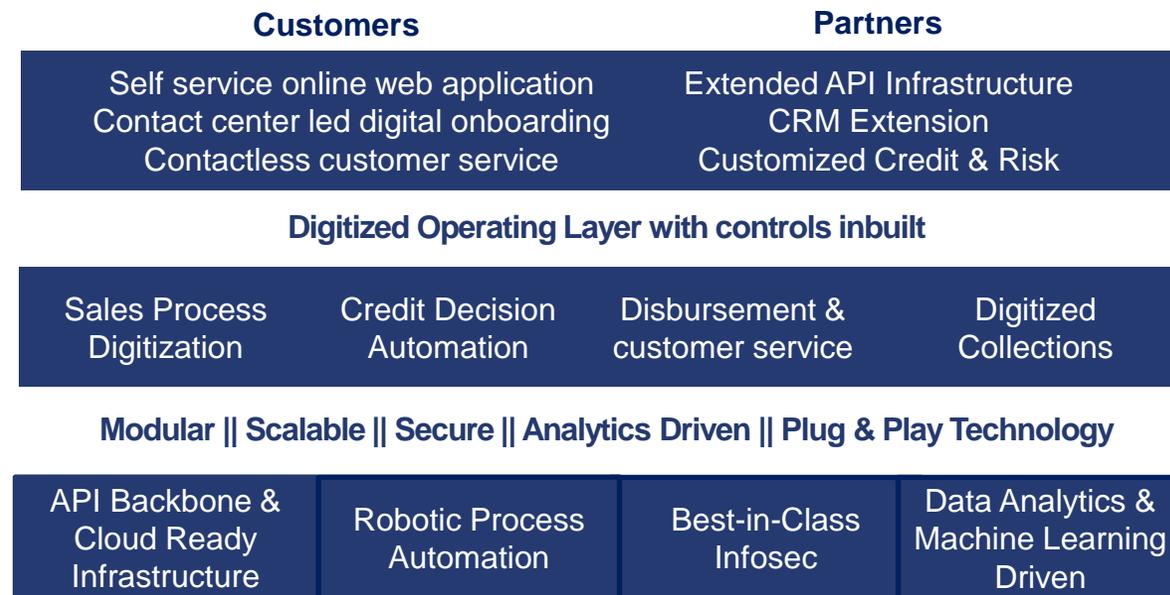


## Deep Investments in Technology



- ▶ Backend built to scale → capability to process high volume & high speed of transactions
- ▶ Preferred partner for Tech-led ecosystem
- ▶ Last mover advantage

## Building a Tech led Play



Plug & Play API Stack → Less customization + Low maintenance

Speed of Execution - BRE, API based integration for underwriting checks & validations

Faster adoption of technology leading to fully digitized business operations

# Digital Transformation Yielding Results

## PFL Standalone



### End to End Digitalized Lending – Lower TATs, Minimal Paperwork, Reduced human intervention

- End to end digital journey capability for customers across all products via Digital KYC, Digital Onboarding (E-sign, E-agreement & E-NACH), Automated BRE for quick decisioning & Digital collections via multiple payment modes | Rise in penetration for all metrics
- Straight Through Digital Small Ticket Personal Loan started – Single interface for customer

### Focus on customer/partner advocacy – Robotic interfaces, Straight through processing, Multiple self-service channels

- Seamless & integrated Omni-channel customer engagement (call center, branch office, mobile app, and website) with focus on 'First Time Right' service and maximizing NPS on all transactions
- 100% digital onboarding of channel partners with same day TAT + system-based payouts + online platform for loan application

### Advanced data analytics usage – Across sales, underwriting, collections & risk monitoring

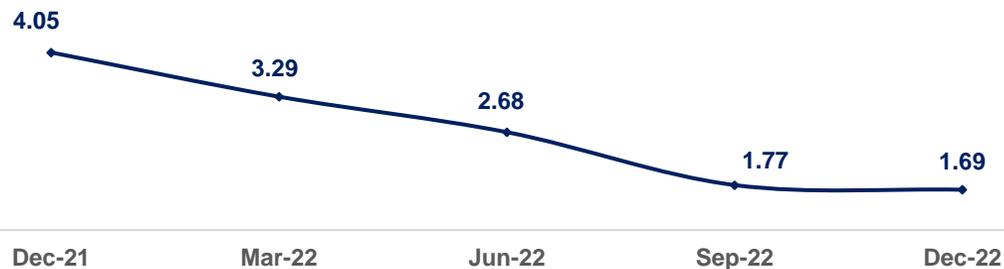
- Policy optimization & rationalization done through portfolio deep dive using advanced analytics | Risk scorecards for pre-approved offers, Propensity models leading to higher sales conversions | Predictive models for delinquency & risk segmentation to streamline collection effort
- Leverage 'data warehouse' with real time update of customer data

# 4 Upholding Robust Credit Quality

PFL Standalone

## Consistent outperformance on Asset Quality

GS3 / GNPA\* (%)



NS3 / NNPA\* (%)



### Chosen market segment, Prudent underwriting & Collection capabilities: Drivers of our robust asset quality

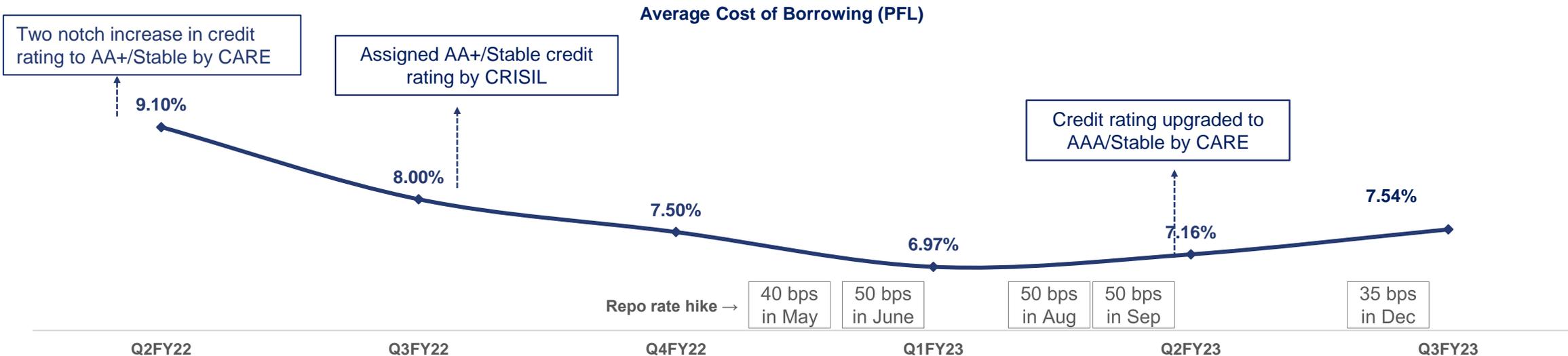
- ▶ High Quality customer profile
- ▶ Closely monitored Early Warning Signals
- ▶ Conservative underwriting standards with counter cyclic adjustments in policy and front ended Write offs

- Metropolitan & Urban area focused portfolio
- Early-stage delinquency within guardrails
- Approval rate guided by conservative policy parameters to have predictable portfolio quality

\*The reduction in GNPA / NNPA is despite the alignment with revised NPA definition as per RBI circular | Comparison of aligned GNPA / NNPA Sep-22 onwards drawn from GS3 / NS3 of previous periods

# Optimizing Cost of Borrowing & Liquidity Position

## PFL Standalone



### Enabling growth at optimum cost of borrowing

► **Dynamic liability management**

► **Expansion of lenders / subscribers**

► **Maintaining adequate liquidity**



Optimum mix of instruments & diversified sources leading to competitive cost of borrowing

Onboarded new Mutual Funds, Banks & Corporate lenders

₹ 3,168 cr of liquidity surplus

# Future Ready Human Capital with Strong Leadership

## Building the Right Culture – PFL Standalone



### Productivity & Rewards

- OKR framework launched
- New incentive model & policy implemented
- Enhanced ESOP coverage to include middle management
- Productivity enhancement program across the functions leading to leaner structures



### Development

- Well defined development plan across all levels
- Competency framework implemented
- Functional & Behavioral training program launched.
- Leadership program for high potentials



### Operational Efficiency

- New HRMS system & analytics launched
- Strengthened the staff governance framework
- Flexibility at work- Leave, Work From Home & Comp Off



### Employee Engagement

- Employee satisfaction survey with GPTW initiated
- Synergy - Organization wide townhalls started
- Fun at work programs
- Reward & Recognition program

Building a high performance culture in the organization with a balance of employee development & engagement.  
**Recognised as a Most Preferred Workplace 2022-23 by Marksmen Daily.**

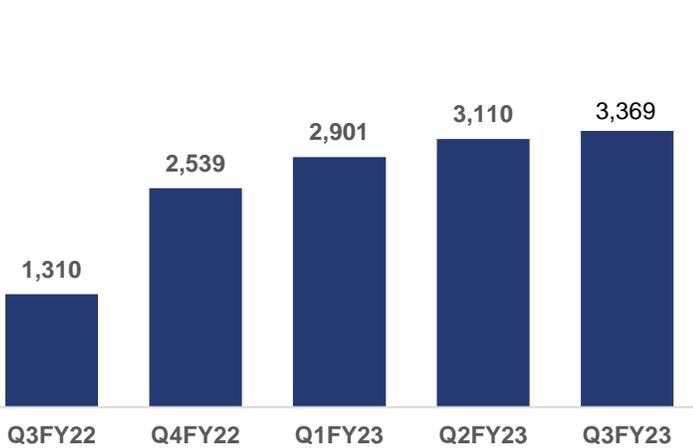
# Performance Parameters

Robust growth continues | Significant reduction in GNPA & NNPA –PFL Standalone

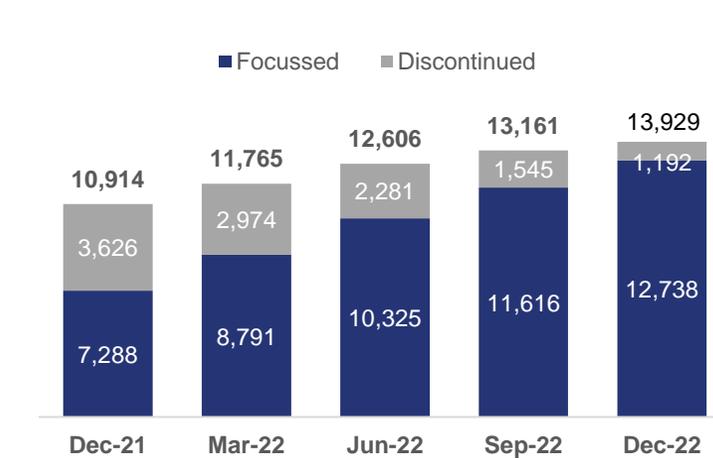


Amounts in ₹ cr

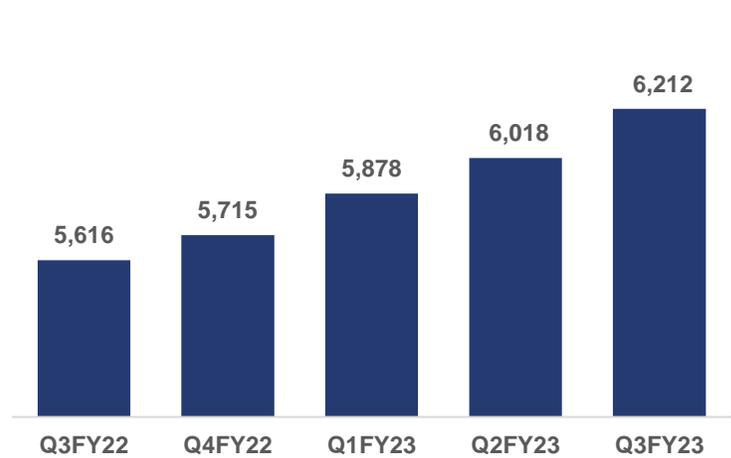
## Disbursement



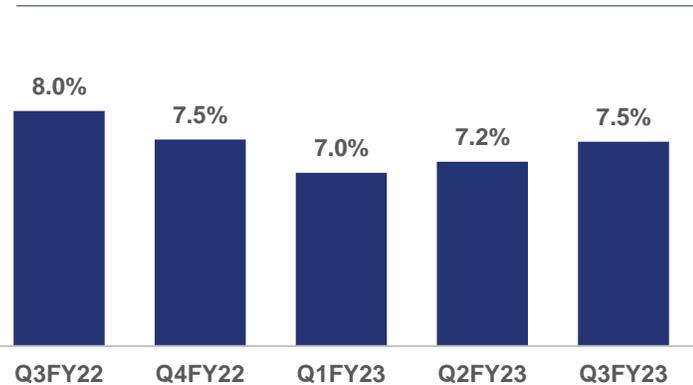
## AUM



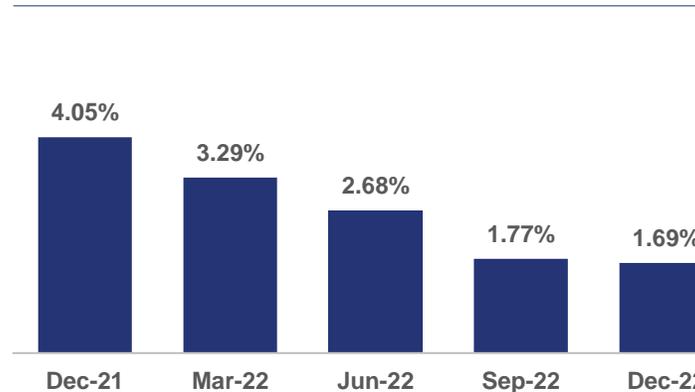
## Net-worth



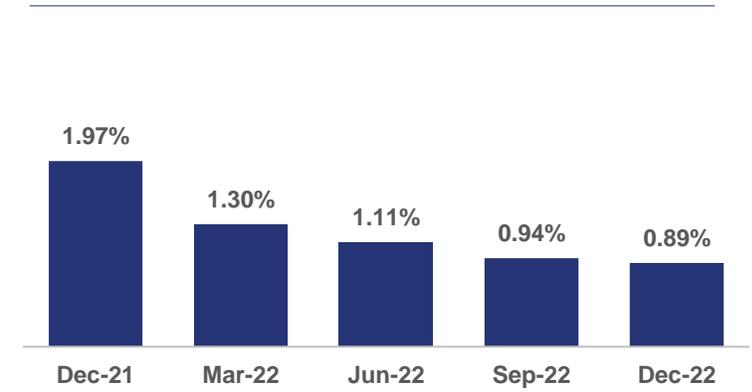
## Average Cost of Borrowing



## GS3 / GNPA\*



## NS3 / NNPA\*



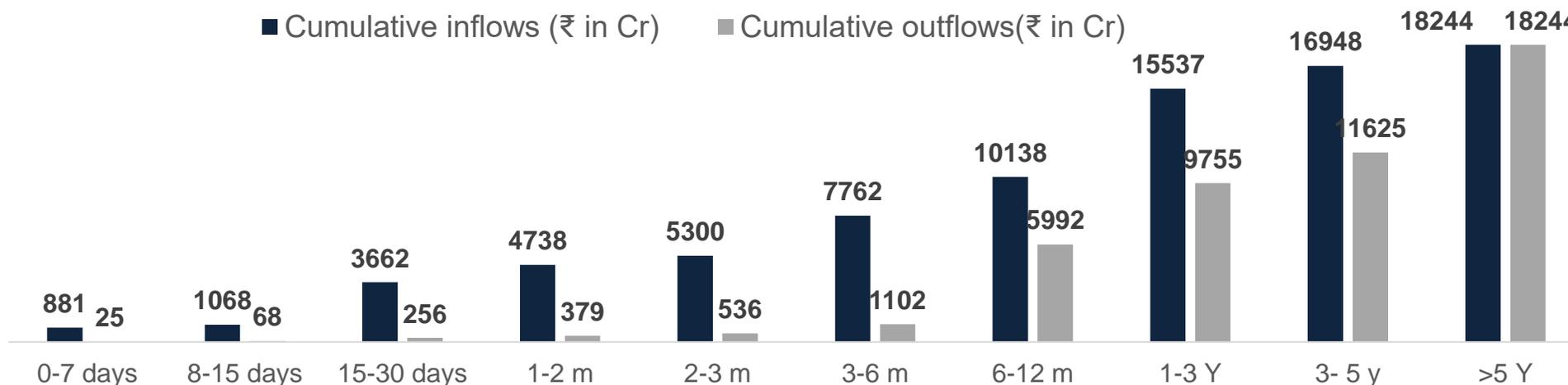
\*The reduction in GNPA / NNPA is despite the alignment with revised NPA definition as per RBI circular | Comparison of aligned GNPA / NNPA Sep-22 onwards drawn from GS3 / NS3 of previous periods

# ALM statement and Liquidity

PFL Standalone



## Structural Liquidity Statement as on 31<sup>st</sup> Dec 22



	0-7 days	8-15 days	15-30 days	1-2 m	2-3 m	3-6 m	6-12 m	1-3 Y	3-5 y	>5 Y
<b>Cumulative Positive Gap</b>	<b>856</b>	<b>1001</b>	<b>3406</b>	<b>4359</b>	<b>4764</b>	<b>6660</b>	<b>4146</b>	<b>5782</b>	<b>5323</b>	<b>0</b>
<b>Cumulative (%)</b>	<b>3419%</b>	<b>1480%</b>	<b>1330%</b>	<b>1149%</b>	<b>888%</b>	<b>604%</b>	<b>69%</b>	<b>59%</b>	<b>46%</b>	<b>0%</b>

Liquidity as on 31<sup>st</sup> Dec 22 for PFL standalone at ₹ 3,168 cr in the form of cash, cash equivalents and undrawn bank lines

# Asset Quality

Significant improvement on sustained basis – PFL Standalone



Particulars	Dec-21	Sep-22	Dec-22
Stage 1 & 2 Assets	95.95%	98.23%	<b>98.31%</b>
Stage 1 & 2 PCR	3.85%	1.35%	<b>1.26%</b>
Gross Stage 3 (₹ cr) / GNPA*	420	224	<b>223</b>
Net Stage 3 (₹ cr) / NNPA*	200	118	<b>117</b>
Gross Stage 3 / GNPA*	4.05%	1.77%	<b>1.69%</b>
Net Stage 3 / NNPA*	1.97%	0.94%	<b>0.89%</b>
Stage 3 PCR	52.44%	47.31%	<b>47.77%</b>

% of on book AUM

- Portfolio well provisioned: On book AUM of discontinued portfolio has come down to ₹ 796 cr from ₹ 1,276 cr in Q2FY23
- The restructured book reduced to ₹ 172 cr ( 1.2% of AUM) as on Dec22 from ₹ 246 cr (1.9% of AUM) as on Sep22
- Restructured book in 0 bucket at ₹ 78 cr ( 45% of restructured book)

# Profit & Loss Statement – PFL Standalone



Particulars	Q3FY23	Q3FY22	Q2FY23	YoY	QoQ	FY22
NII	360	270	336	33.2%	7.0%	1058
Opex	204	154	210	32.4%	(2.8%)	595
PPOP	156	116	127	34.1%	23.3%	463
Credit Cost	(45)	10	(47)	-	(5.2%)	78
Profit Before Tax	201	107	174	88.2%	15.6%	385
Profit After Tax	150	80	130	87.5%	15.6%	293



# Balance Sheet – PFL Standalone

Particulars	31-Dec-22	31-Dec-21	30-Sep-22	31-Mar-22
Cash & Bank Balances	99	688	335	537
Receivables	23	17	22	14
Loans (Net of provision)	12,883	9,714	12,290	10,678
Investments	1,138	820	1,479	820
Other Financial Assets	470	139	317	144
Non-Financial Assets	513	635	534	616
<b>Total Assets</b>	<b>15,127</b>	<b>12,014</b>	<b>14,978</b>	<b>12,810</b>
Borrowings	8,418	6,028	8,510	6,726
Other Liabilities	498	370	450	369
Share Capital	153	153	153	153
Reserves & Surplus	6,059	5,463	5,865	5,562
<b>Total Liabilities</b>	<b>15,127</b>	<b>12,014</b>	<b>14,978</b>	<b>12,810</b>

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# PHFL Transaction – Update & Rationale



## Update

### Poonawalla Fincorp announced sale of its Housing Subsidiary

In Q3FY23 , Poonawalla Fincorp board approved sale of its housing subsidiary Poonawalla Housing Finance Limited to TPG (Perseus SG Pte. Ltd., an entity affiliated with TPG Global, LLC) at a valuation of INR 3,900 Crores.

Shareholders approval has been received and regulatory approval is under process.

## Rationale

### ► Shareholder Value Maximization

Maximize the shareholders' value in the long term as **Poonawalla Fincorp focusses on building a Tech-Led and Digital-First financial services company, with leadership in consumer & MSME financing.**

### ► Differentiated Business Models

In the best interest of both the entities and all stakeholders considering the **different customer segments, geographies, and distribution model.** **Poonawalla Fincorp will continue to focus on its growth coming from Tech-Led businesses and a branch-lite model** while Poonawalla Housing will follow its own differentiated path as a completely independent business.

### ► Resource Optimization and Focus

Will help both the entities **focus on maximizing value creation by optimizing resource allocation and increasing management focus** on their respective business needs.

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## Digital Transformation Journey So Far & Way Forward

It's been 6 quarters since Magma acquisition; we have successfully completed Phase 1 of technology transformation and launched multiple new products as per our stated strategy.

It has helped put in place a stable and scalable digital platform.

With strong roots in place, the Company has now embarked on the phase 2 journey and on its way to launch EMI card, Credit card, and other Digital Loan offerings over the next 3 quarters through a state-of-the-art digital platform to offer superior customer experience.

Forthcoming slides outline the strategic roadmap of Phase 2...

# Strong Roots of Digital, Technology & Analytics

Successfully implemented in Phase 1 over the last 6 quarters



<b>Core Platform</b>	Customer Relationship Management	Loan Origination Platform	Rule Engine Platform	Loan Management Platform	Collection Management Platform
	Lead generation Calling & Campaigns Validations & Checks	Onboarding Process workflow Advanced validations	Real time Analysis Policy validation Decision engine	Loan Servicing Loan Repayment Loan Closure	Dues follow up Case Allocation & Legal Repo. & Settlement
<b>API Gateway</b>	Multiple APIs for seamless interface				
<b>Marketing Solutions</b>	SMS	WhatsApp	E-mail	Custom Journeys	Contact Centre
<b>Contact Centre</b>	Dialler Operations	Customer History	Customer Offers	Single customer view	Call Governance
	Across Sales & Service				
<b>Data &amp; Analytics</b>	Straight Through Processing (STP)	Pre-Approved / Qualified Offer Generation	Product X-Sell / Up Sell Propensity	Data Warehouse	Analysis & Reporting
<b>Digital</b>	Digital KYC Smart Contract	Chatbot & Robotic Process Automation	Unified Payments Platform	End 2 End Web based Journeys	Strong Digital Marketing Capabilities
<b>Infrastructure</b>	Cloud Infrastructure	Disaster Recovery Infrastructure	High Availability Infrastructure	Data Security	Cyber Security
<b>Channels</b>	Branch    Direct Sales    Web    Contact Centre    Direct Sales Agent    App				

# Phase 2: Deepening Technology, Digital & Analytics

Innovative, Personalized, Engaging & Convenient - For superior customer experience



Highly customised orchestration layer integrating across channels to create unique experience

Data	Apps	Consumer Products	Eco-System	Personalization	Engagement
Consent Based Data	Consumer App	Transaction Credit	Merchant Partnerships	Demographic	Rewards
Digital Footprint Data	Merchant App	Subvention Based	E-Commerce Partnerships	Behaviour	Promotions
Eco-System Data	Partner App	Check Out Finance	Payments Partnerships	Propensity	Utilities
Auto Refresh Data	Referral App	Card Products	Merchant Platforms	Contextual	Notifications

Best –In-Class → || Customer Experience || Customer Service || Customer Engagement ||

**The Future of Digital is here...Optimised for Network Effect...  
and hence Disruptive Growth.**

# Phase 2 :Journey Started..

On track to deliver it over next 3 Quarters (20% work completed in Q3FY23)



Enhanced Digital Platform	Customer Portal	Straight Through Disbursal Platform	Customer Mobile Super App	App Based Lending & Referrals	Digital Collections Platform
	Partner On-boarding & Self Service Platform	Automated & Fully Integrated Sales Incentives & Commissions Engine	Fully Integrated Cloud ERP Platform	Merchant Mobile App	Fully Integrated Treasury Management Platform
New Digital Products	Supply Chain Finance	Merchant Finance	Virtual Cards	Transaction Finance	Credit Limit Program
Network & Marketplace	Marketplace	E Commerce	Referrals Program	Co-Lending	QR Code Merchants
AI & ML Initiatives	ML Scorecards based Campaigns	AI Enabled Automated Voice Based Collections	AI Enabled Digital Assistant for Customer Self Service	Omnichannel Customer Persona Based Onboarding	AI Powered Transaction Recon Engine
	AI Powered Automated Outbound Sales Calls	AI Powered Inbound Voice Assistant	ML Based Collections Scorecard	ML Based Behavior Scorecard	ML Powered Sales Forecast & Management Dashboards
Infrastructure	Multi Cloud Hosting	Enhanced Info Security Operations Center	Network Operations Center	DevOps Platform	Zero On-Premises Data Center
Future Tech Thought Leadership	Strong In-house Team		Industry best Training Program for Fresh Engineering Talent		

# Phase 2: Enhanced Customer Service - 360° View\*

Self Service, Personalized, Insight Driven – “Making Service delivery a Sales Channel”



## Self Service & FTR Resolutions

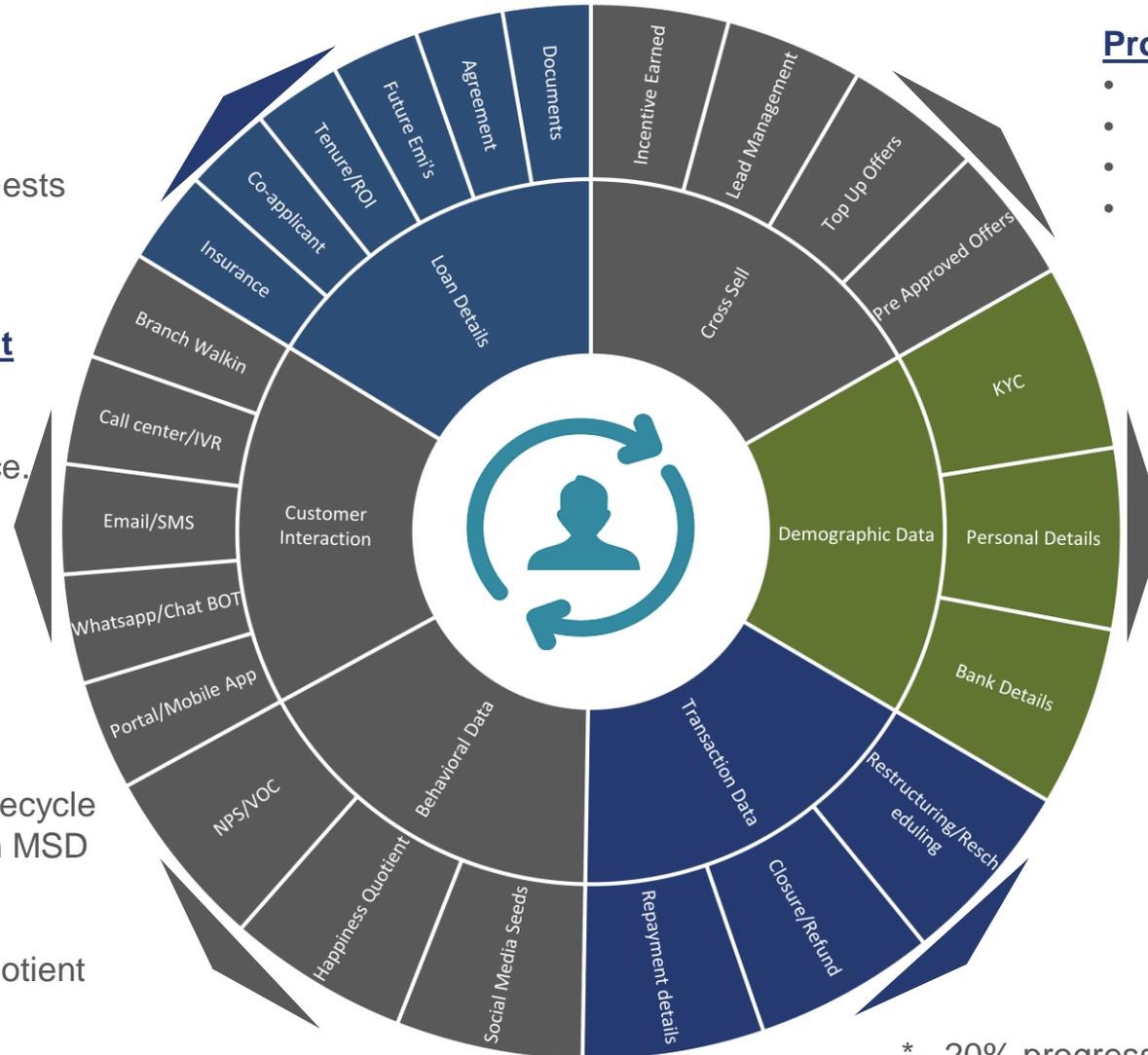
- Agent assist & Customer 360
- Loan details
- One click send for customer requests
- Integration with Insurance hub

## Customer Interaction Management

- Omnichannel 360° View
- Hyper-Personalization for distinctive & contextual experience.
- CRM to Cloud telephony dialler Integration
- Customer Portal & Mobile App
- Self Serving Kiosk @ branches
- Integrated Communication Hub

## Customer Insights

- NPS – VOC Collections across lifecycle
- NPS Score addition & mapping in MSD CRM through all digital channels
- Customer Sentiment Analysis
- Building Customer Happiness Quotient
- Contextual hyper-personalized communications



## Promote & Manage Cross Sell

- Segmented campaign management in CRM
- STP fulfilment journey for Pre-Approved Offers
- Co-browser assisted Journeys
- Lead Management & tracking

## Drive STP & FTR

- E-Nach Status/curing/swapping
- E-Nach registration (tracking)
- CKYC / Re-KYC initiation
- Personal data updation (Email / Mobile)

## STP Servicing, Process Automations

- Unified Payment Platform
- Realtime Payment Posting & Receipting
- Proactive NOC Issuance Automation
- Closure & Refund Issuance Automation

\* ~ 20% progress made in these propositions – On Track

# Agenda



- 1 Overview & Executive Summary ▶ 2-5
- 2 Strategy Execution | Business & Financial Highlights: PFL Standalone ▶ 6-23
- 3 PHFL Transaction : Update & Rationale ▶ 24-25
- 4 Digital Transformation Journey So Far & Way Forward : PFL Standalone ▶ 26-31
- 5 Financial Highlights: PHFL ▶ 32-34**
- 6 Financial Highlights: Consolidated ▶ 35-37
- 7 Board Members, Awards & Accolades ▶ 38-40

# Profit & Loss Statement - PHFL



Particulars	Q3FY23	Q3FY22	Q2FY23	FY22
NII	125	63	109	263
Opex	64	42	59	147
PPOP	61	20	50	116
Credit Cost	15	(8)	7	14
Profit Before Tax	46	28	43	101
Profit After Tax	34	21	33	77

# Balance Sheet - PHFL



Particulars	31-Dec-22	31-Dec-21	30-Sep-22	31-Mar-22
Cash	409	61	173	62
Loans	4,993	3,606	4,727	4,177
Other Financial Assets	155	104	133	86
Non-Financial Assets	68	43	63	62
<b>Total Assets</b>	<b>5,625</b>	<b>3,814</b>	<b>5,095</b>	<b>4,387</b>
Borrowing	4,274	2,673	3,838	3,198
Other Liability	162	92	106	107
Share Capital	252	252	252	252
Reserves and Surplus	936	796	899	830
<b>Total Liabilities</b>	<b>5,625</b>	<b>3,814</b>	<b>5,095</b>	<b>4,387</b>

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# Profit & Loss Statement - Consolidated



Particulars	Q3FY23	Q3FY22	Q2FY23	YoY	QoQ	FY22
<b>NII</b>	<b>482</b>	334	446	<b>44.2%</b>	<b>8.1%</b>	1325
<b>Opex</b>	<b>268</b>	196	269	<b>36.7%</b>	<b>(0.1%)</b>	742
<b>PPOP</b>	<b>214</b>	138	177	<b>55.0%</b>	<b>20.7%</b>	583
<b>Credit Cost</b>	<b>(30)</b>	2	(41)	-	-	93
<b>Profit Before Tax</b>	<b>244</b>	130	218	<b>86.8%</b>	<b>11.9%</b>	492
<b>Profit After Tax</b>	<b>182</b>	96	163	<b>89.1%</b>	<b>11.8%</b>	375

# Balance Sheet - Consolidated



Particulars	31-Dec-22	31-Dec-21	30-Sep-22	31-Mar-22
Cash & Bank Balances	507	747	506	597
Receivables	23	17	24	15
Loans (Net of provision)	17,862	13,312	17,012	14,851
Investments	329	0	659	0
Other Financial Assets	606	241	442	235
Non-Financial Assets	632	757	649	746
<b>Total Assets</b>	<b>19,959</b>	<b>15,074</b>	<b>19,293</b>	<b>16,443</b>
Borrowings	12,692	8,677	12,348	9,909
Other Liabilities	627	472	535	476
Share Capital	153	153	153	153
Reserves & Surplus	6,487	5,772	6,257	5,905
<b>Total Liabilities</b>	<b>19,959</b>	<b>15,074</b>	<b>19,293</b>	<b>16,443</b>

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# Board of Directors - Poonawalla Fincorp

Experienced & Diversified Board



**Mr. Adar Poonawalla**  
*Chairman &  
Non-Executive Director*



**Mr. Abhay Bhutada**  
*Managing Director*



**Mr. Amar Deshpande**  
*Non-Executive Director*



**Mr. Sajid Fazalbhoj**  
*Non-Executive Director*



**Mr. Atul Kumar Gupta**  
*Non-Executive Director*



**Ms. Vijayalakshmi R. Iyer**  
*Independent Director*



**Mr. Prabhakar Dalal**  
*Independent Director*



**Mr. Bontha Prasad Rao**  
*Independent Director*



**Mr. G. Jaganmohan Rao**  
*Independent Director*



**Mr. Sanjay Kumar**  
*Independent Director*

# Awards and Accolades

## Recognition from Industry circles



### HR Practices



Recognized as the most preferred workplace 2022-23

### Customer Centricity



One of the most Customer centric Brands at Economic Times CX Summit 2022

### Digital NBFC



'Best Digital NBFC of the Year' award at the 4<sup>th</sup> Annual India NBFC Summit 2022

### Cyber Security



'Cybersecurity Financial team of the year 2022' by Quantic India

### Operational Excellence



Gold award at the 37<sup>th</sup> annual convention of Quality control forum of India (QCFI) - 2022

### Best Brand



Best Brand award at the 5<sup>th</sup> Best Brands Conclave of The Economic Times - 2022

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