

August 13, 2026

BSE Limited

P.J. Towers,
Dalal Street,
Mumbai- 400 001

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor, Plot No. C/1, G
Block, Bandra - Kurla Complex,
Bandra (E), Mumbai - 400 051

(Scrip Code: 543386)

(Symbol: FINOPB)

Dear Sir/Madam,

Sub: Investor Presentation under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")

Pursuant to Regulation 30 of SEBI Listing Regulations, enclosed herewith the Investor Presentation on Un-audited Financial Results for the first quarter ended June 30, 2026 of Fino Payments Bank Limited ("**Bank**").

The said presentation will also available on the Bank's website i.e. www.fino.bank.in

Kindly take the same on record.

Thanking You

Yours faithfully,

For Fino Payments Bank Limited

Basavraj

Shivanand Loni

Digitally signed by
Basavraj Shivanand Loni
Date: 2026.08.13
19:30:54 +05'30'

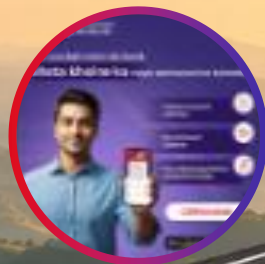
Basavraj Loni

Company Secretary & Compliance Officer

Place: Navi Mumbai

Encl: a/a

On Our Journey to Become a
Small Finance Bank



Investor Presentation
Q1 FY'27

Table of Content



Key Business Updates



Financial Highlights



Product Performance

Key Business Updates





● **Highest Quarterly Net Revenue Margin** of 42.8% led by higher contribution from CASA business segment



● **Rising Deposit Base** – Average total deposits for Q1'27 increased by 12% YoY to ₹ 2,772 crores



● **Continued Retail Digital Expansion** – 22% YoY growth in digitally active users; led by higher activeness on FinoPay – 8.4 lakh users (38% YoY growth)



● **Healthy Loan Referral Traction** – Referral loans disbursements surged 214% YoY amounting to ₹ 628 crores in Q1'27, ~50% of total referral loans disbursed in FY'26



● **SFB Readiness** – SFB preparation and implementation progressing on track with LOS & LMS identified; partnered with consultant for SFB transition

Performance At a Glance – Q1'27 (YoY)

Operational Highlights



Total Throughput
₹ 111.0k Cr
↓ 10%



Transaction Count
94.7 Cr
↓ 3%



Loan Referral Disbursement
₹ 628 Cr
↑ 214%



Employee Count*
2,889

Financial Highlights



Revenue
₹ 306.9 Cr
↓ 32%



Net Revenue Margin
42.8%
↑ 925 bps



EBITDA
₹ 43.1 Cr
↓ 30%



PAT
₹ (13.7) Cr

Liability Franchise



CASA Accounts*
1.83 Cr
↑ 22%



Average Total Deposits
₹ 2,772 Cr
↑ 12%



Average CASA Balance
₹ 1,280
↓ 3%



Cost of Funds
1.4 %
↓ 66 bps

Digital Footprint



Digital Throughput
₹ 63.4k Cr
↓ 7%



Digitally Active Customers#
64.6 lakh
↑ 22%



UPI Throughput
₹ 60.1k Cr
↑ 14%



Digital Transactions
87.9 Cr
↑ 1%

*As on 30th June'26 #In June'26

Performance At a Glance – Q1'27 (QoQ)

Operational Highlights



Total Throughput
₹ 111.0k Cr
↑ 3%



Transaction
Count
94.7 Cr
↓ 1%



Loan Referral
Disbursement
₹ 628 Cr
↑ 6%



Employee Count*
2,889

Financial Highlights



Revenue
₹ 306.9 Cr
↓ 10%



Net Revenue
Margin
42.8%
↑ 275 bps



EBITDA
₹ 43.1 Cr
↓ 23%



PAT
₹ (13.7) Cr

Liability Franchise



CASA Accounts*
1.83 Cr
↑ 5%



Average Total
Deposits
₹ 2,772 Cr
↑ 3%



Average CASA Balance
₹ 1,280
↓ 1%



Cost of Funds
1.4 %
→ -

Digital Footprint



Digital Throughput
₹ 63.4k Cr
↓ 3%



Digitally Active
Customers#
64.6 lakh
↑ 3%



UPI Throughput
₹ 60.1k Cr
↑ 2%

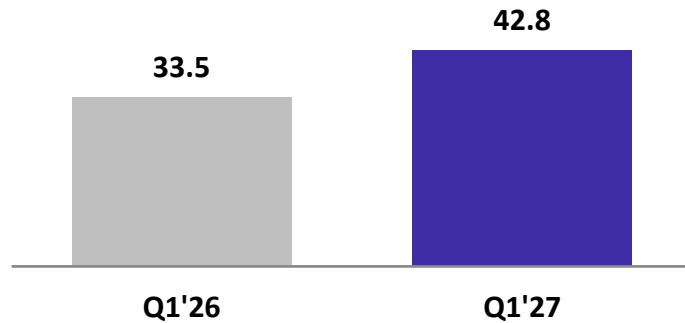


Digital Transactions
87.9 Cr
↓ 1%

*As on 30th June'26 #In June'26

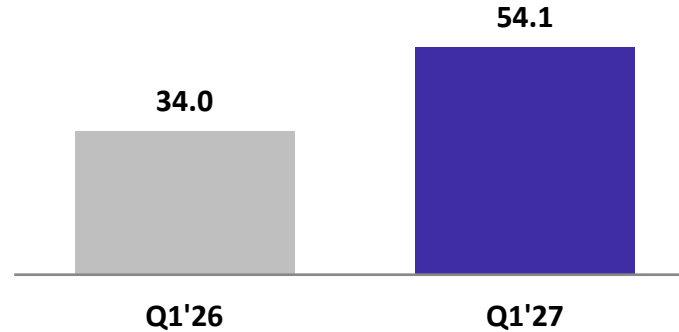
Revenue Quality Improves, Despite Near-Term Headwinds

Net Revenue Margin (%)



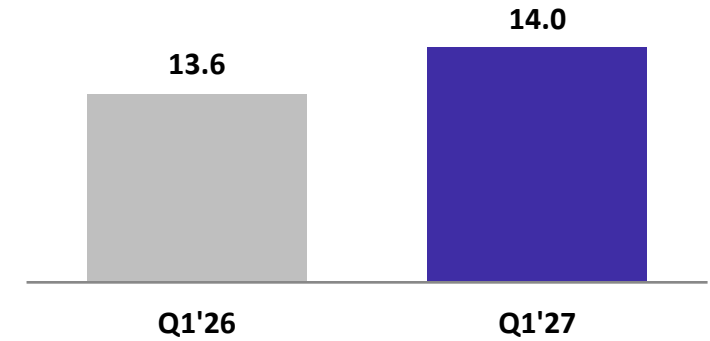
+925 bps YoY

CASA Contribution to Revenue Mix (%)



+8% YoY Revenue Growth

EBITDA Margin (%)



+44 bps YoY

Q1'27 Highlights

₹ 2,772 Cr

Average Total Deposits,
+12% YoY

64.6 Lakh

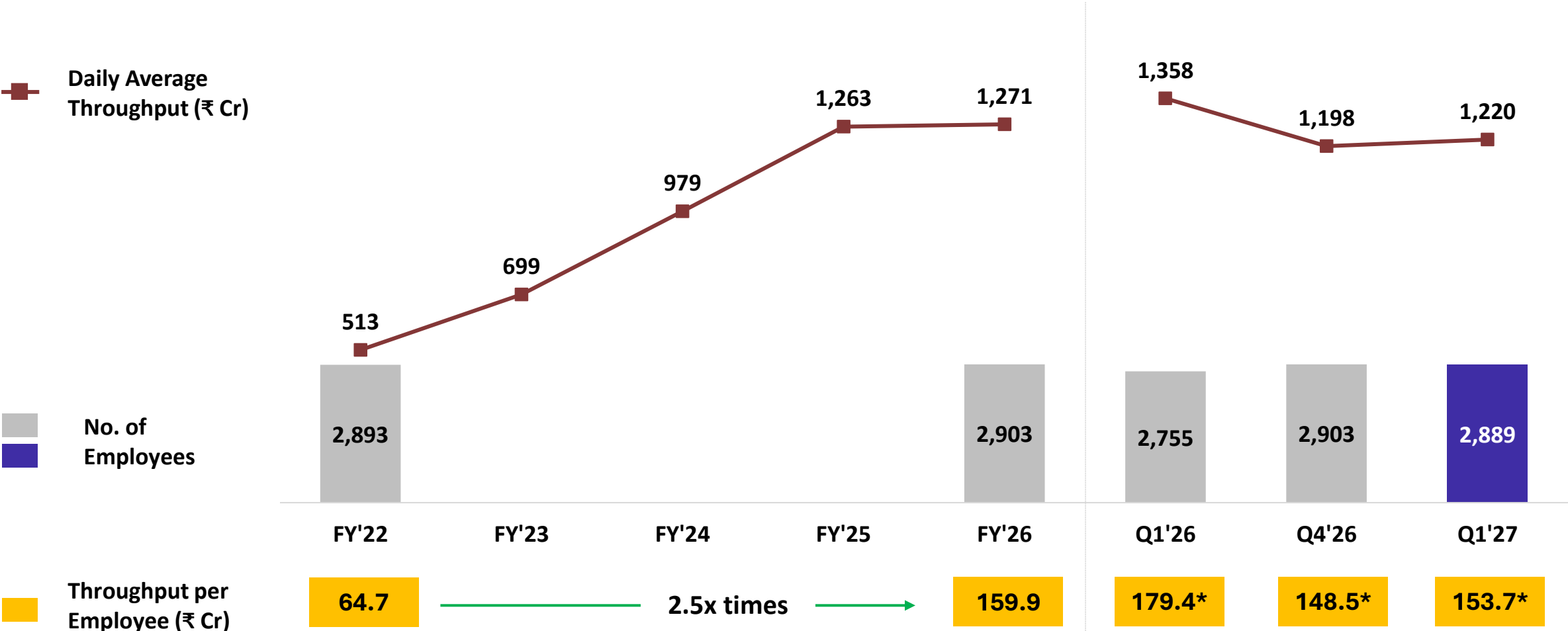
Digitally Active Customers,
+22% YoY

₹ 628 Cr

Referral Loan Disbursals,
+214% YoY

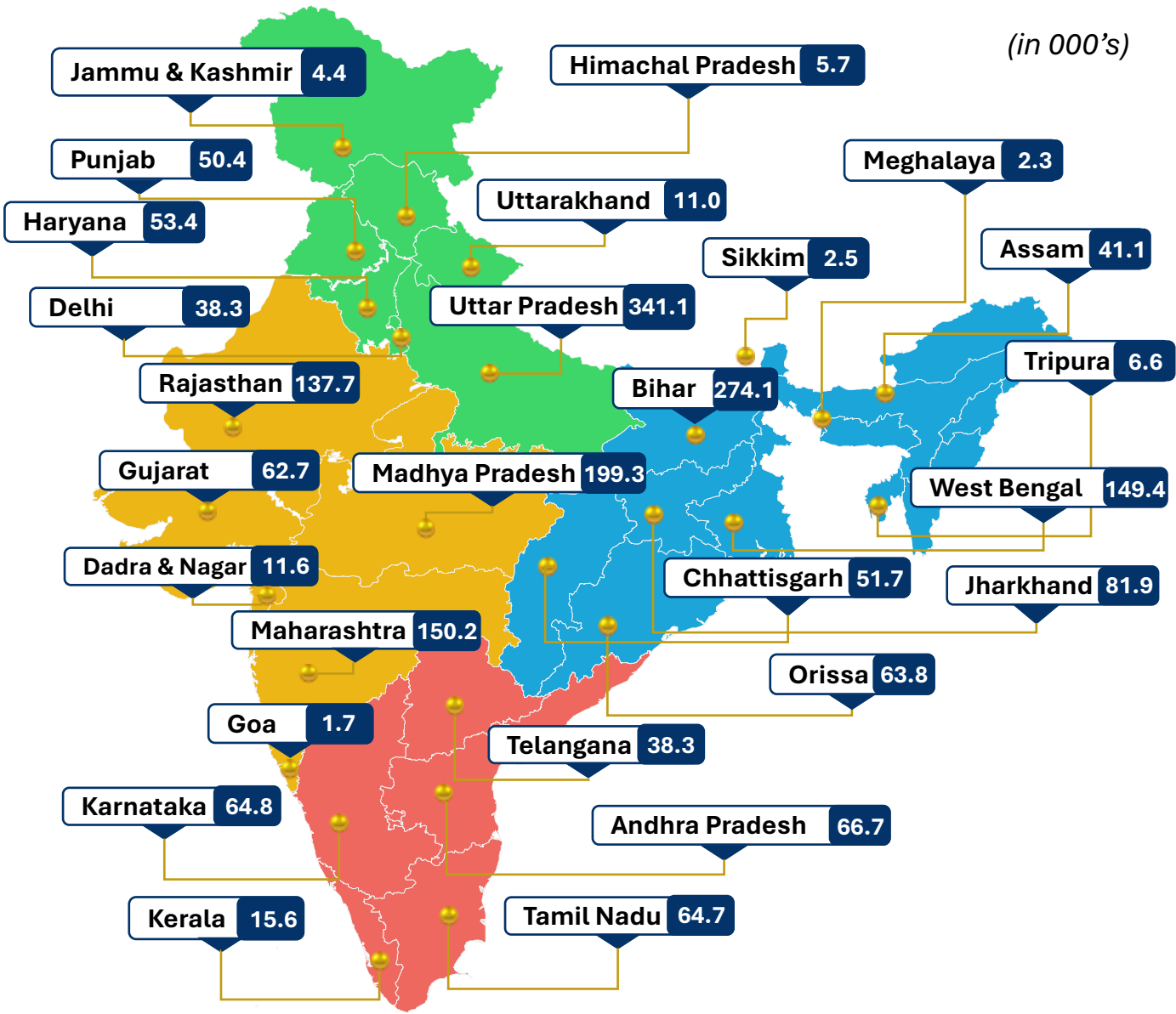
1.83 Cr

CASA Accounts,
+22% YoY



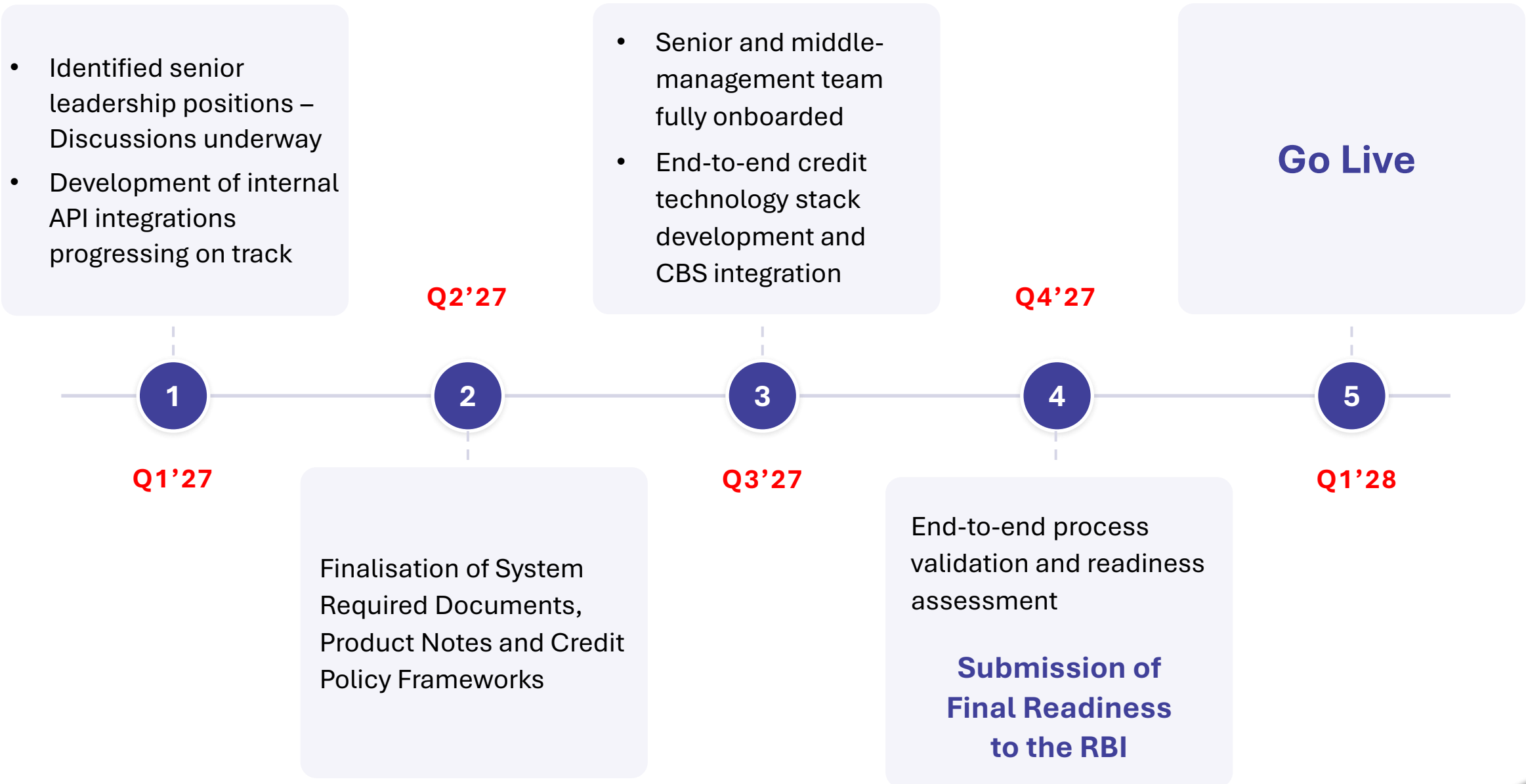
*Annualised

Operational efficiency maintained through Q1 FY'27



	 Merchants* (‘000)	 Branches & CSPs
	Merchant / Mix 2,000 / 100%	Count / Mix 126 / 100%
East	680 / 34%	35 / 28%
West	564 / 28%	21 / 17%
North	505 / 25%	60 / 47%
South	251 / 13%	10 / 8%

* Includes Own & Open Banking



Financial Highlights



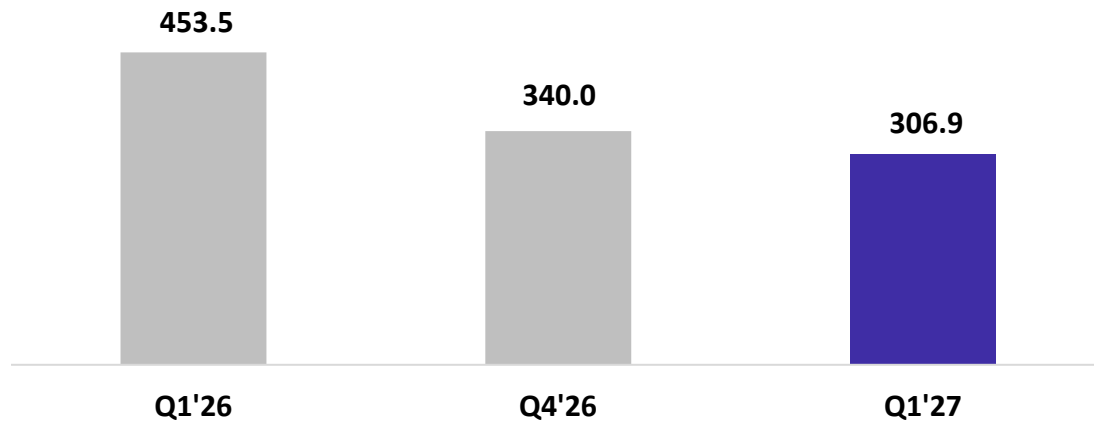
Bank Level Profit & Loss

Particulars (₹ Cr)	Q1'26	Q4'26	Q1'27	YoY (%)	QoQ (%)	FY'26
Revenue	453.5	340.0	306.9	(32%)	(10%)	1,587.9
Product Cost	301.6	204.0	175.7	42%	14%	1,003.5
Net Revenue	151.9	136.0	131.2	(14%)	(4%)	584.4
Net Revenue Margin %	33.5%	40.0%	42.8%	925 bps	275 bps	36.8%
Operating Cost	90.3	80.0	88.1	2%	10%	341.2
EBITDA	61.6	56.0	43.1	(30%)	(23%)	243.2
Other Fin. Cost & Depreciation	37.0	50.6	56.8	53%	12%	171.4
PBT (Before exceptional item)	24.6	5.4	(13.7)			71.8
Exceptional item*	-	1.3	-			4.4
PBT (After exceptional item)	24.6	4.1	(13.7)	-	-	67.4
PAT^	17.8	7.1	(13.7)	-	-	52.5
EBITDA Margin	13.6%	16.5%	14.0%			15.3%
PBT Margin	5.4%	1.2%	-			4.2%
Cost to Income#	19.9%	23.5%	28.7%			21.5%

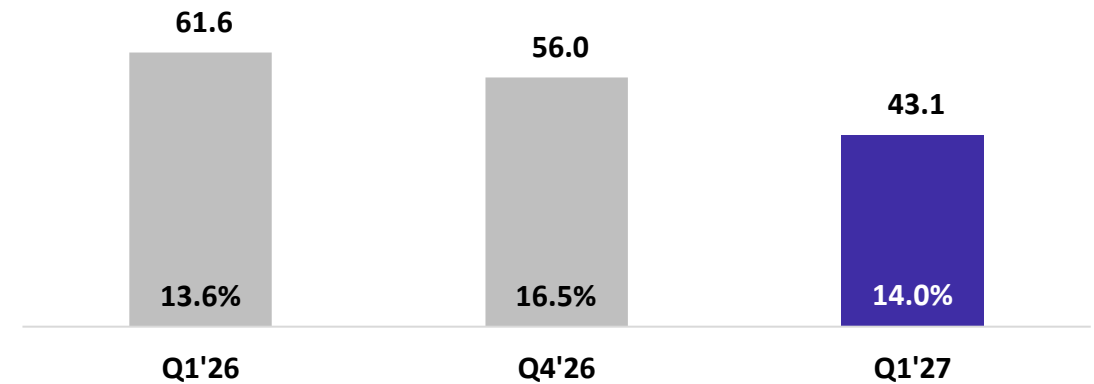
#Cost to Income calculated as Operating Cost/Revenue; ^Tax Credit of ~₹ 3 Cr in Q4'26; *Impact of New Labour Code

Financial Highlights - Quarterly

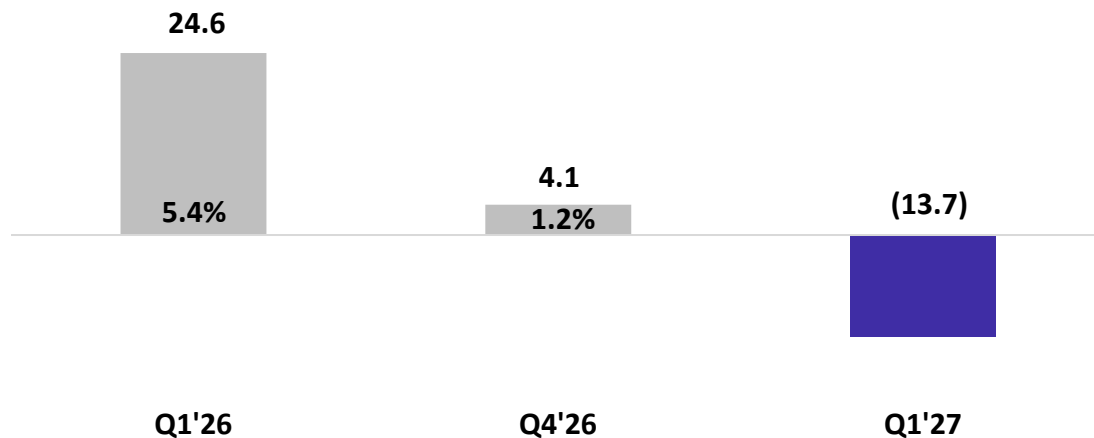
Revenue (₹ Cr)



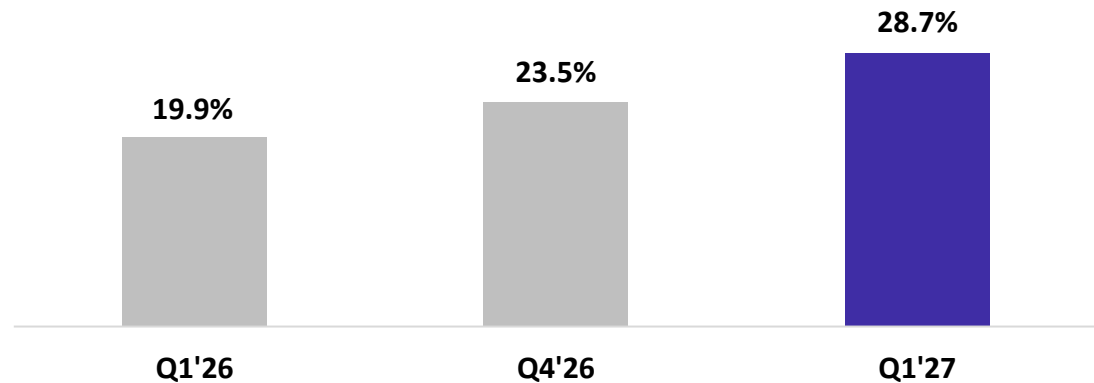
EBITDA (₹ Cr)



PBT (₹ Cr)

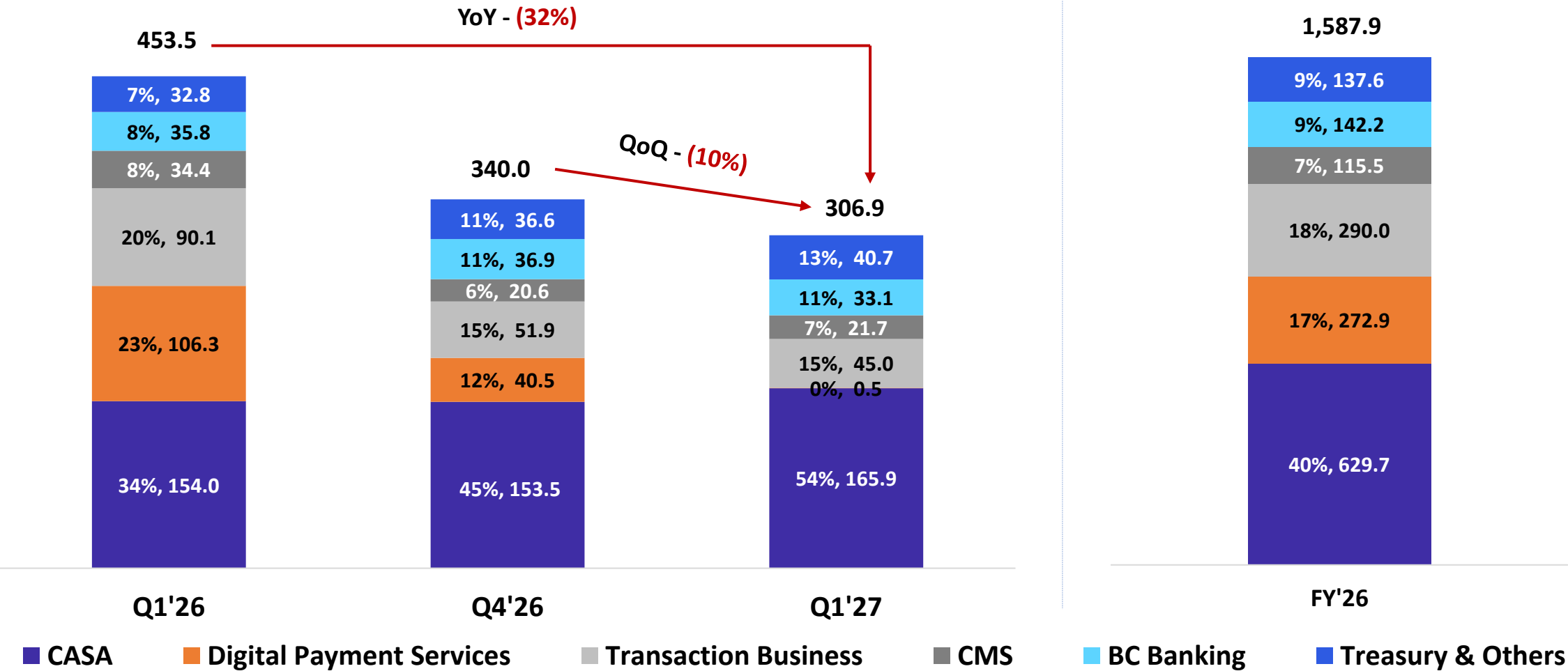


Cost-to-Income (%)



Note: EBITDA margins mentioned inside the bars of the EBITDA charts; PBT margins mentioned inside the bars of the PBT charts

(₹ Cr)



Contribution of high-margin, annuity-led liability business rises to 54%

Note: CASA revenue includes float income on CASA deposits

Product Portfolio – Growth & Margins

Product	Q1'27 Revenue (₹ Cr)	QoQ Growth (%)	YoY Growth (%)	Q1'27 Margin (%)	Revenue Mix (%)
CASA*	165.9	8%	8%	52%	54%
Digital Payment Services	0.5	(99%)	(100%)	20%	0%
CMS	21.7	5%	(37%)	30%	7%
BC Banking	33.1	(10%)	(8%)	19%	11%
DMT	21.3	(8%)	(55%)	4%	7%
Micro ATM + AEPS	23.7	(18%)	(45%)	22%	8%

* Includes float income on CASA deposits

Product Performance

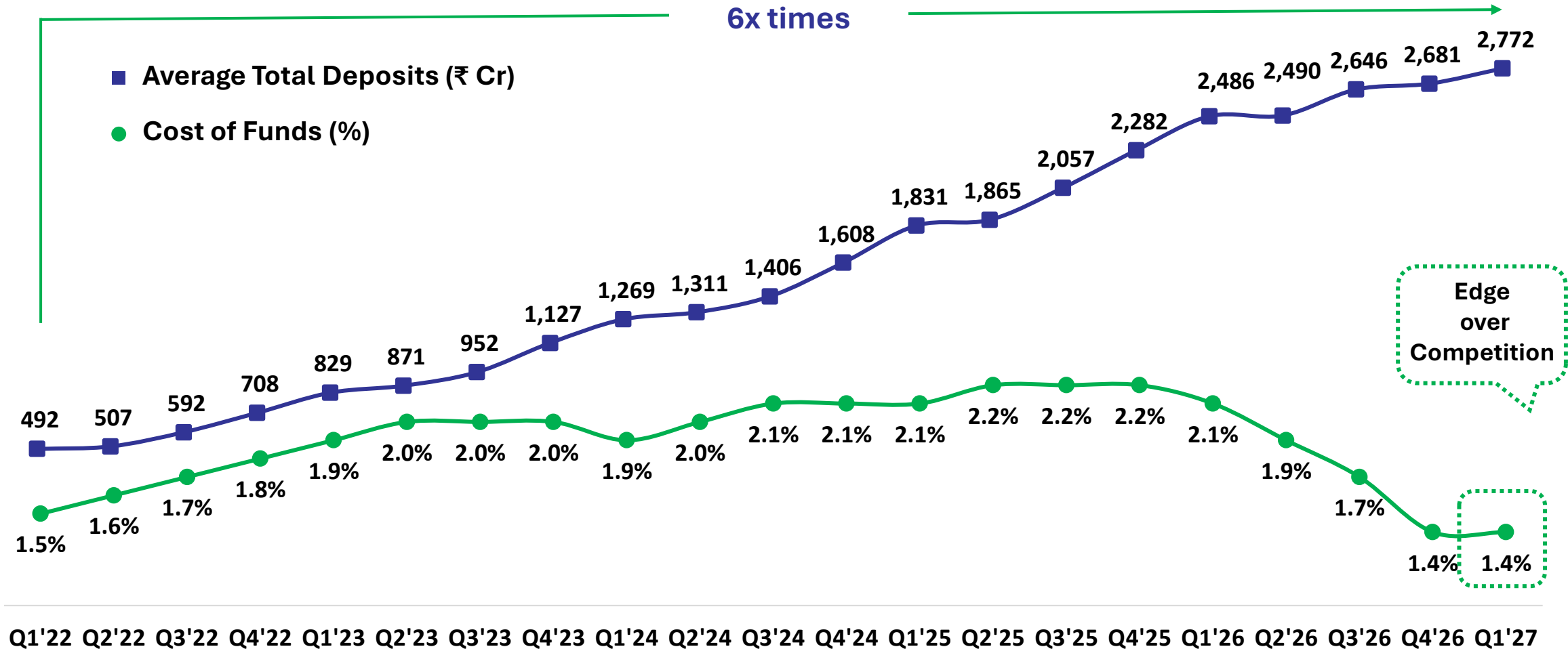


Customer Acquisition to Ownership

	Q1'26	Q4'26	Q1'27
New CASA Accounts Opened (in lakh)	6.8	6.9	8.4
Rural	4.2	4.6	5.0
Semi-Urban	1.4	1.3	1.8
Urban	1.2	1.0	1.6
No. of CASA Accounts (in lakh)	149.9	174.6	183.0
YoY (%)	27%	22%	22%
Accounts Opened per Day	7,514	7,650	9,281
Average Total Deposits (₹ Cr)	2,486	2,681	2,772
YoY (%)	36%	18%	12%
Average CASA Balance (₹)	1,317	1,299	1,280
Cost of Funds (%)	2.1%	1.4%	1.4%
Renewal Income (₹ Cr)	63.1	69.9	67.5
YoY (%)	42%	11%	7%
Digitally Active Customers* (in lakh)	53.2	63.0	64.6
YoY (%)	26%	19%	22%

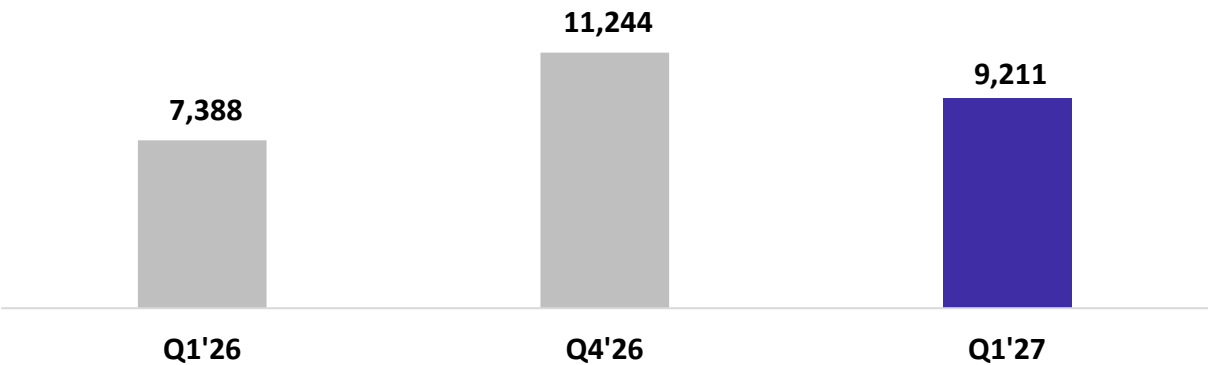
*For the last month of the mentioned period

Average Total Deposits & Cost of Funds – Trend

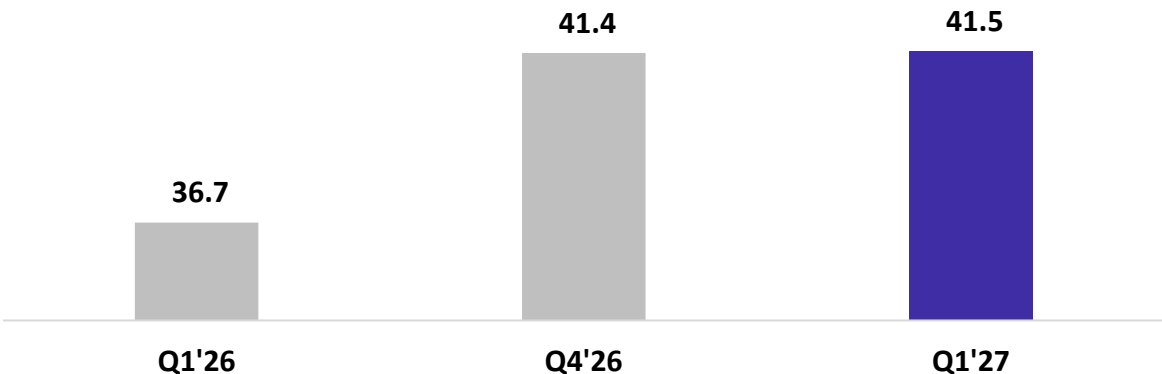


The Bank continues to build a robust low-cost ‘Liability-First’ franchise

UPI P2M Throughput (₹ Cr)



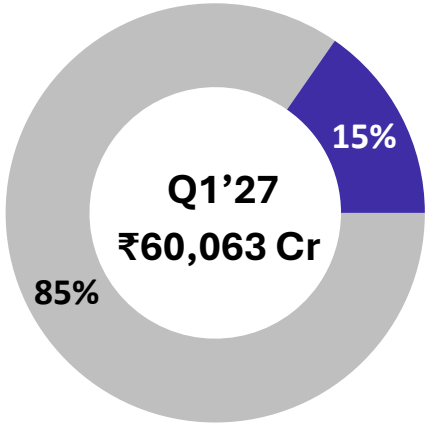
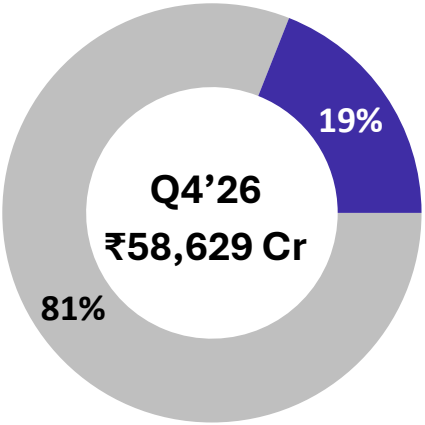
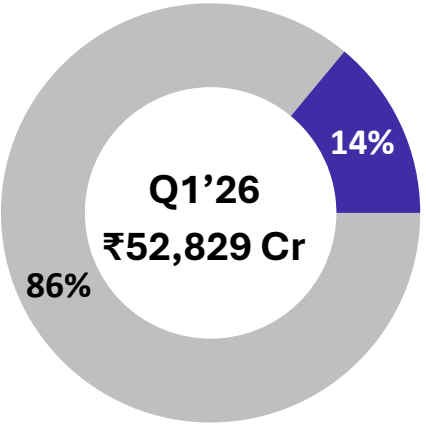
UPI P2M Count (Cr)



UPI P2P & P2M - Throughput

■ P2P

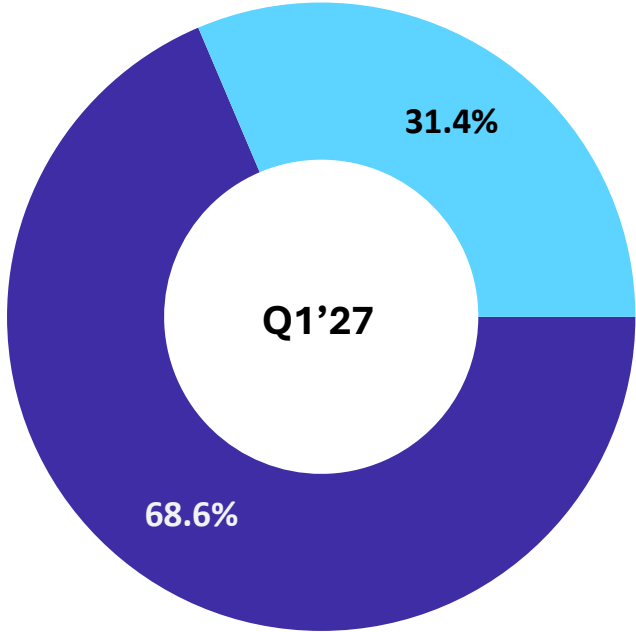
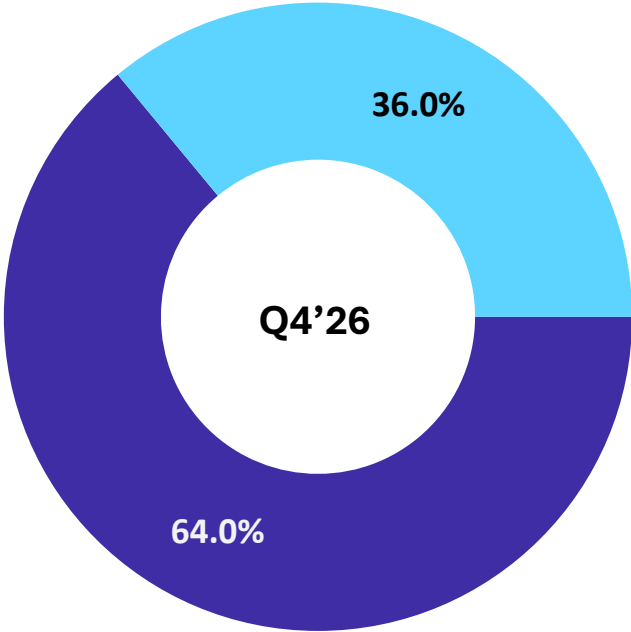
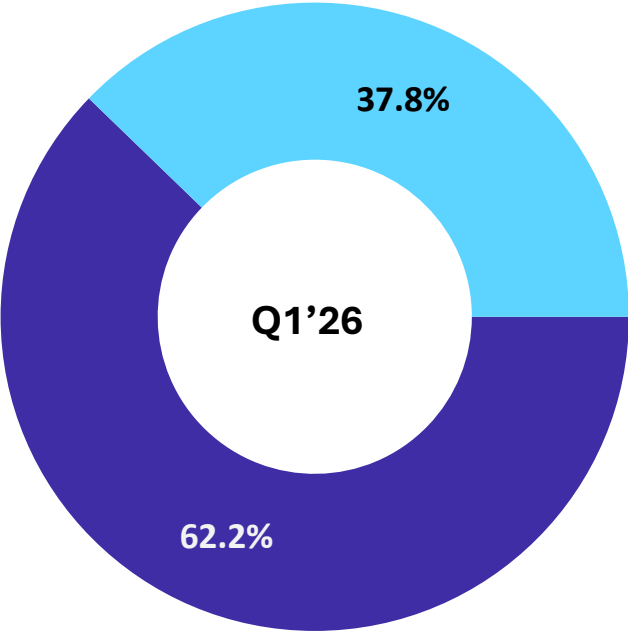
■ P2M



Growth in digital account openings and usage accelerating UPI volumes

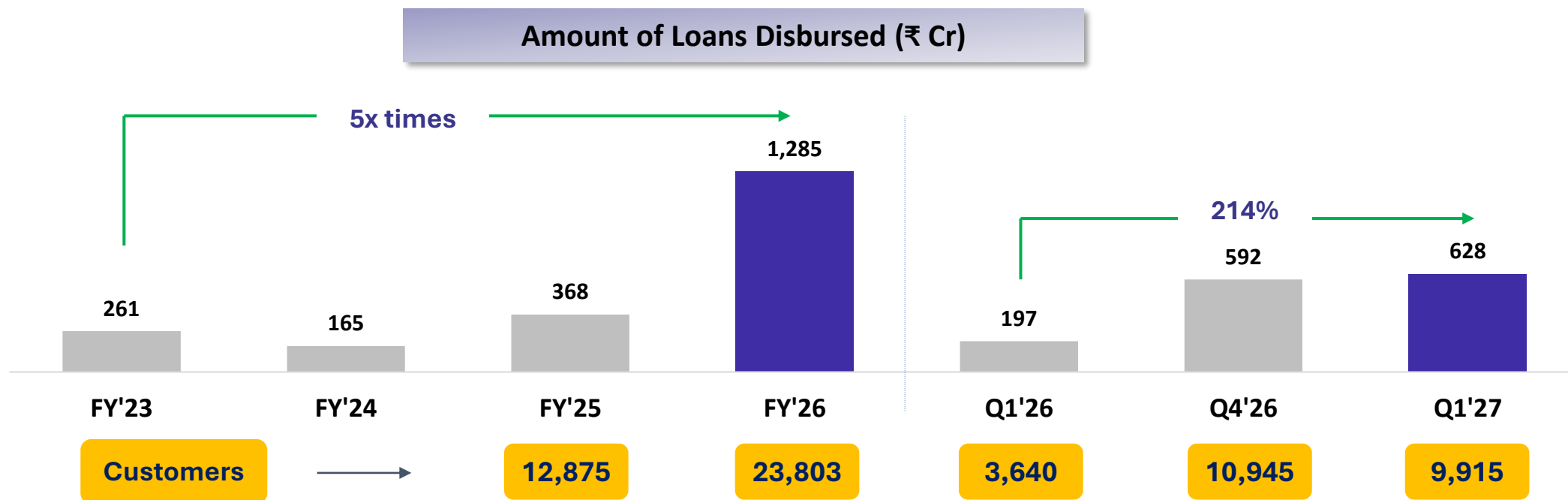
Newly Acquired Customers – UPI Activation Trend

■ Newly Acquired UPI Active Accounts ■ Newly Acquired Non-UPI Active Accounts



Accelerated UPI activation among new customer acquisitions in the same quarter – higher activity and stickiness

Referral Business – Foundation for the Next Phase



Partner Institutions



~50% of FY'26 referral disbursals done in Q1'27



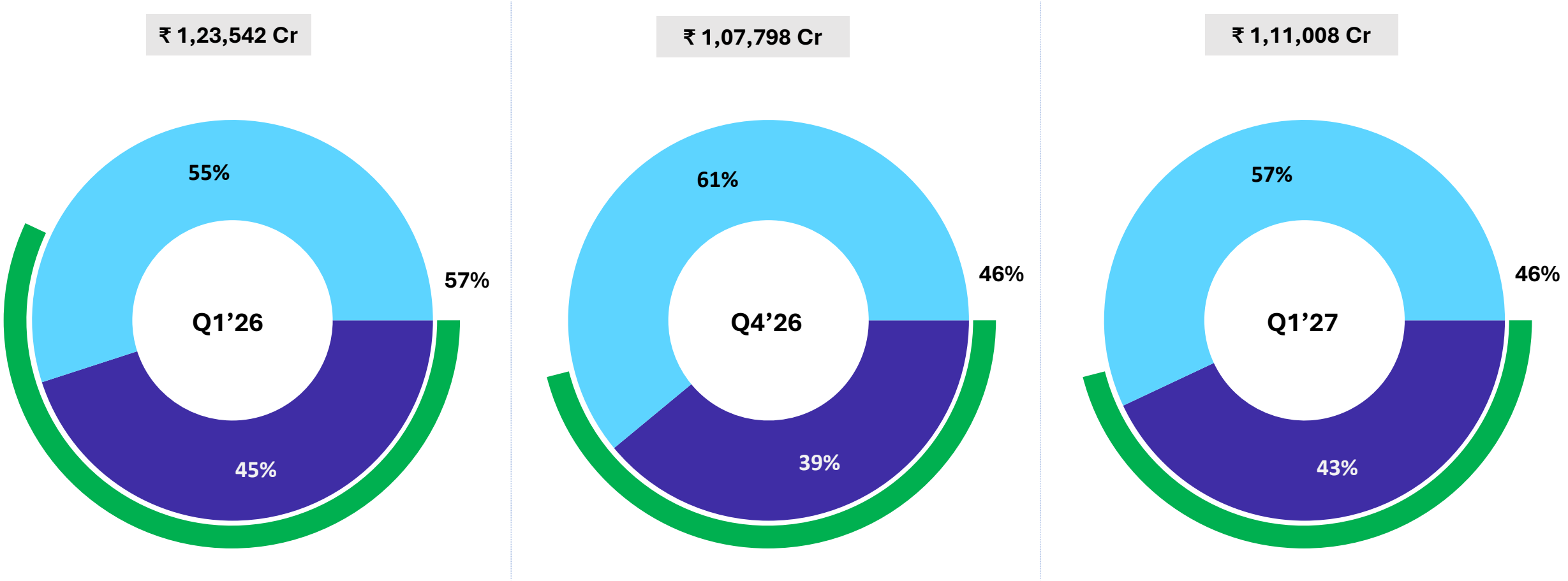
	Q1'26	Q4'26	Q1'27
Digital Throughput (in ₹ Cr)	67,872	65,269	63,390
YoY (%)	54%	(13%)	(7%)
Digital Transaction Count (in Cr)	87.0	88.7	87.9
YoY (%)	54%	-	1%
UPI Transactions Ecosystem (in Cr)	5,497	6,474	6,826
Fino's UPI Contribution (%)	1.52%	1.23%	1.27%
Technical Decline (%)	0.10%	0.05%	0.02%
FinoPay Users (in lakh)	6.1	8.2	8.4
YoY (%)	35%	25%	38%
Mobile Banking User Ranking*	6	6	5
B2B UPI P2M Throughput (in ₹ Cr)	11,275	3,656	103
Active B2B UPI P2M Merchants^	228	229	-

^As on end of period

*For the last month of the mentioned period

Digital & Non-Digital – Throughput Trend

Total Throughput ■ Non-Digital ■ Digital ■ Revenue Generating



Currently limited revenue generating throughput; UPI P2M MDR visibility will contribute to revenue



Real-Time Settlements



Payment Acceptance Through Multiple Modes

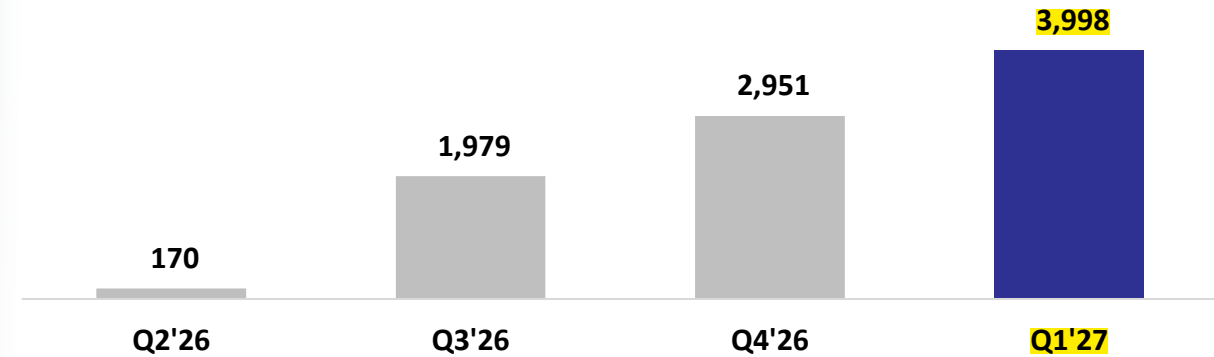


Doorstep Installation

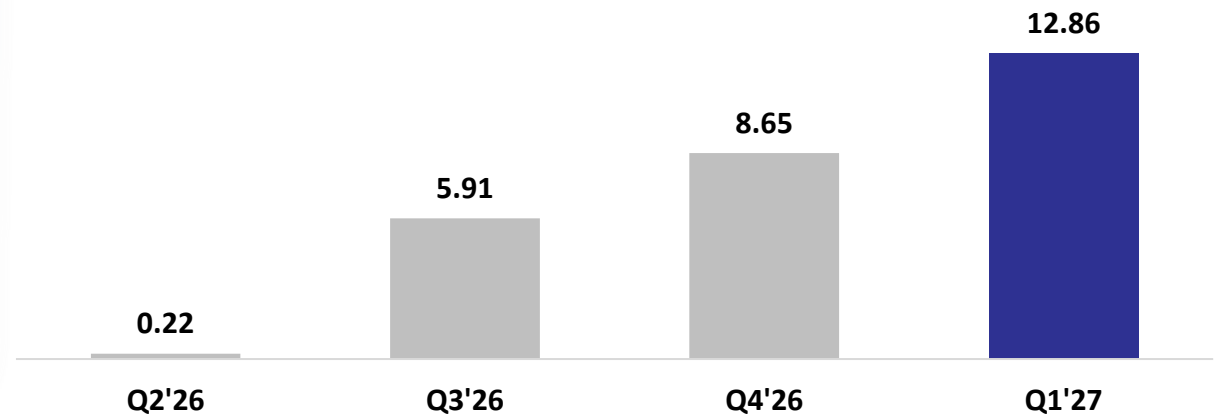


Voice Alerts for Every Payment

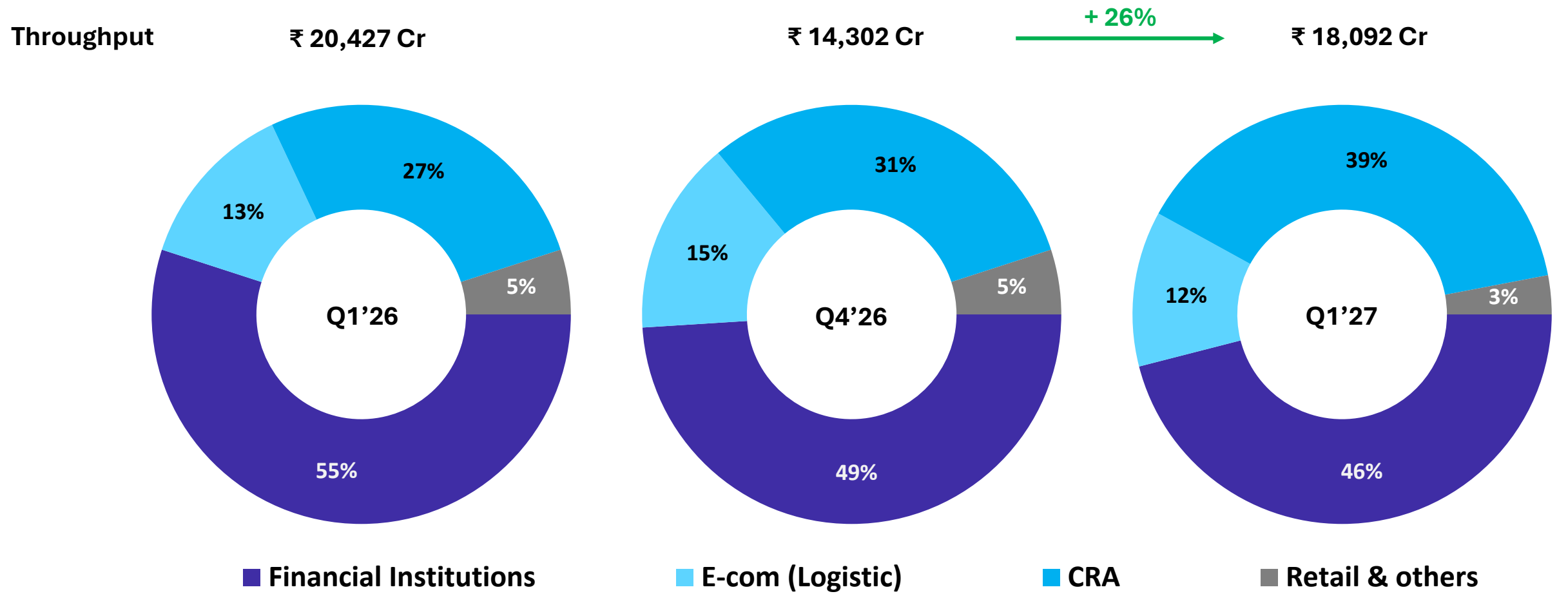
No. of Merchants*



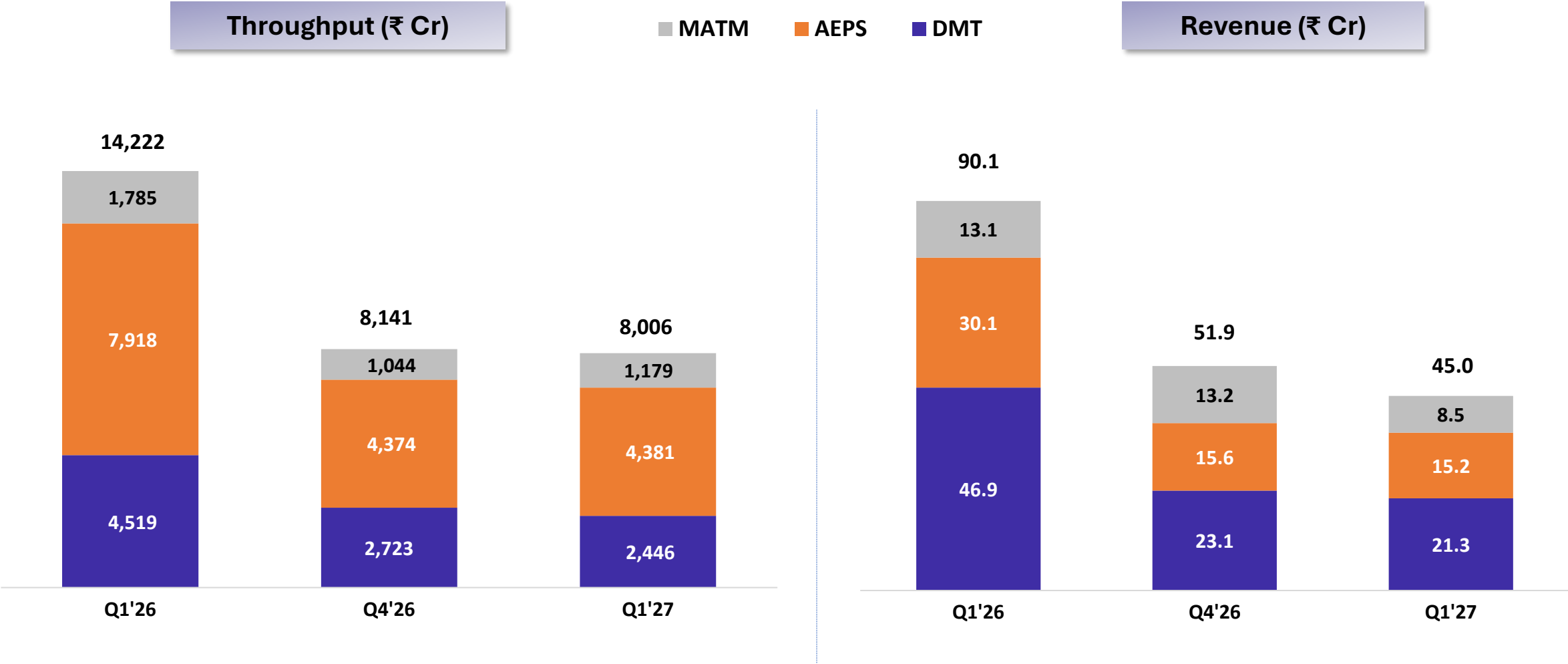
Quarterly Throughput (₹ Cr)



* As on end of period



Sequential throughput recovery driven by a diversified business mix



AePS throughput witnessed sequential recovery along with market share gains

Key Business Partners



इंडियन बैंक  Indian Bank



TATA CAPITAL



HITACHI



Thank You

Haazir Har Kahi,
Aap Aaiye to Sahi!



Scan to locate

Kyunki
Kharche
Kabhi Batake
Nahi Ate

~~₹20,000~~
₹25,000



Specially
designed
card
for a special you!

Phone, Dijiye, Shopping
yaa kisi aur ka bhi ho bill,
Ab FinoPay se aasani se
bharo aur karo chill!



Mindspace Juinagar, Plot No Gen 2/1/F, Tower 1, 8th Floor, TTC Industrial Area, MIDC Shirwane, Juinagar, Navi Mumbai - 400 706

Email : investor_relations@fino.bank.in ; Tel : 022 – 7104 7000