

May 08, 2025

Ref.: SSFB/CS/09/2025-26

To,

**National Stock Exchange of India Limited**  
**Listing Department**  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (East), Mumbai-400 051

**BSE Limited**  
**The Corporate Relations Department**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai-400 001

Symbol: **SURYODAY**

Scrip Code: **543279**

Dear Sir/Madam,

**Sub: Investor Presentation on the Audited Financial Results of Suryoday Small Finance Bank Limited (the "Bank") for the Quarter (Q-4) and Financial Year ended March 31, 2025, under Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Ref: Bank's Letter No. SSFB/CS/06/2025-26 dated May 02, 2025, intimating about Conference Call and Letter No. SSFB/CS/07/2025-26 dated May 08, 2025, intimating the Outcome of the Board meeting on approval of the Audited Financial Results of the Bank for the Quarter (Q-4) and Financial Year ended March 31, 2025**

In continuation to the above-mentioned intimations, please find attached herewith Investor Presentation relating to the Conference call update on the Audited Financial Results of Bank for the Quarter (Q-4) and Financial Year ended March 31, 2025.

This intimation shall also be made available on the Bank's website at <https://www.suryodaybank.com/investor-corner/#disclosure-to-stock-exchanges> and <https://www.suryodaybank.com/investor-corner/#financials> and in terms of Regulation 30, 46 and 62 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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

Thanking You,

Yours truly,  
For **Suryoday Small Finance Bank Limited**

**Krishna Kant Chaturvedi**  
**Company Secretary & Compliance Officer**

Encl: As above

**SURYODAY SMALL FINANCE BANK LIMITED**

**Reg. & Corp. off:** 1101, Sharda Terraces, Plot. 65, Sector 11, CBD Belapur, Navi Mumbai: 400614 Tel: 022-40435800

**E Mail:** [info@suryodaybank.com](mailto:info@suryodaybank.com) / **Web:** [www.suryodaybank.com](http://www.suryodaybank.com) **CIN:** L65923MH2008PLC261472 / **GSTIN NO:** 27AAMCS5499J1ZG

# Investor Presentation

Q4 & FY25 March 2025



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# 01

## Business Update Q4 & FY25



→ **STABLE GROWTH IN DEPOSITS & SECURED BOOK DESPITE CHALLENGE IN IF,  
FULLY MITIGATED WITH CGFMU**

**ADVANCES**

Crossed INR 10,000 Cr  
YoY growth of 18.5%

**DEPOSITS**

Crossed INR 10,000 Cr / CASA 20.9% FY25  
YoY growth of 36.0% / CASA 20.1 FY24

**ASSET MIX**

Non-IF Disbursement grew by 50%  
Non-IF mix stands at 50% (FY24 - 41%)

**ASSET QUALITY**

GNPA/NNPA – INR 734 Cr/ INR 457 Cr,  
INR 460 Cr receivable under CGFMU (continued coverage since FY23)  
GNPA 7.2% / NNPA 4.6%

**OTHER  
INITIATIVES**

MSME crossed INR 30 Cr with 20% CASA  
Digital deposits at INR 350 Cr; run rate INR 3 Cr/ day  
Pilot Rupay Secured Credit Card

# PERFORMANCE HIGHLIGHTS – FY25

Figures in ( ) represents FY24

## Gross Advances

₹ 10,251 Cr  
 (18.5% YoY)

## Disbursements

₹ 6,989 Cr  
 (1.0% YoY)

## Asset Mix

IF : RA – 49.6% : 50.4%  
 (58.6% : 41.4%)

## Collection Efficiency

(one EMI adjusted)  
 87.7% (95.8%)

## Deposits

₹ 10,580 Cr  
 (36.0% YoY)

## Retail<sup>#</sup> : Bulk Deposit

81.1% : 18.9%  
 (78.8% : 21.2%)

<sup>#</sup>Includes Retail Term Deposit & CASA

## CASA Ratio

20.9%  
 (20.1%)

## Cost of Funds

7.8 %  
 (7.3 %)

## NII

₹ 1,106.1 Cr  
 (15.0% YoY)

## CTI Ratio

70.6%  
 (+901 bps YoY)

## GNPA\* / NNPA\*

7.2% / 4.6%  
 (2.8% / 0.8%)

6.2% out of 7.2% of GNPA is covered under CGFMU

## Pre-POP

₹ 389.2\* Cr  
 (-14.3% YoY)

\*After CGFMU Expense

## RoA / RoE

0.9% / 6.0%  
 (2.1% / 12.9%)

## Customers

3.4 Mn  
 (21.4% YoY)

## Branch Network

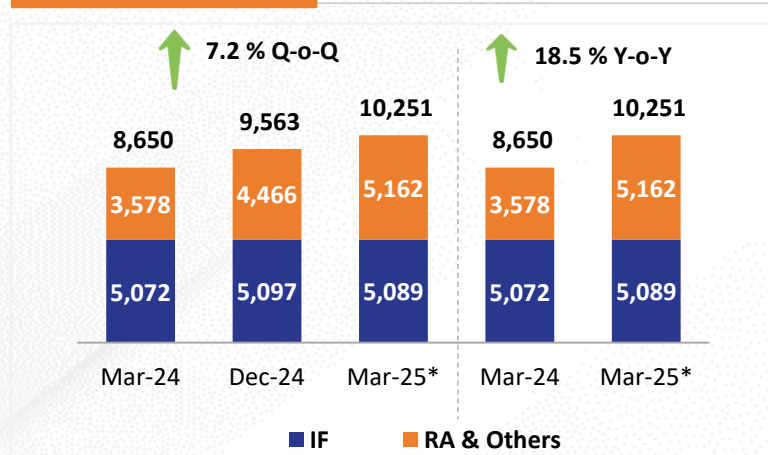
# 710  
 (# 695)

## Employee Count

# 8,649  
 (# 7,440)

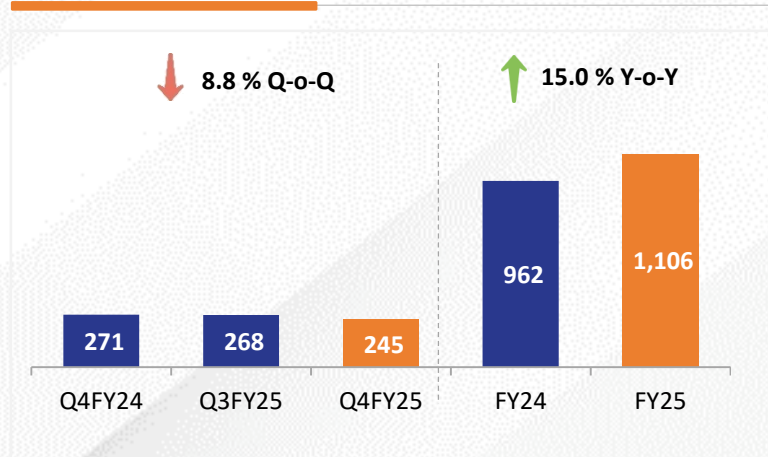
# KEY METRICS – Q4 & FY25

## Gross Advances (INR Cr)

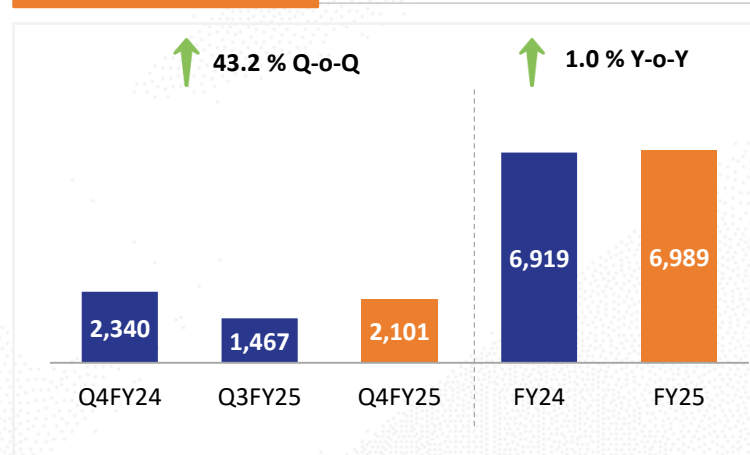


\*Excludes ARC of INR 80 Cr

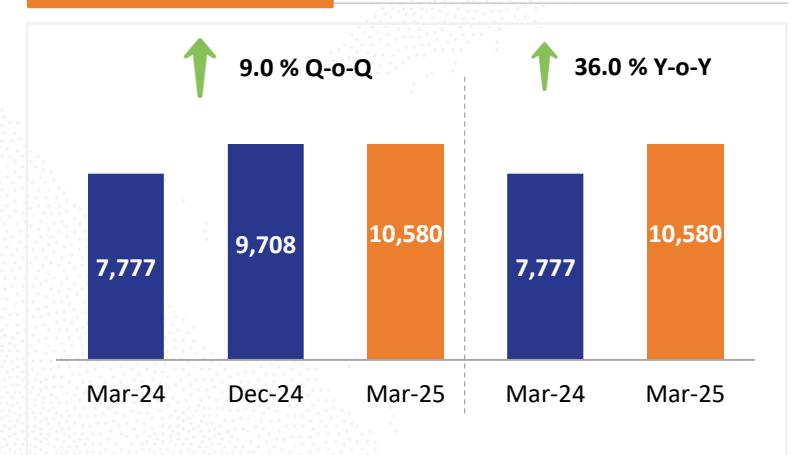
## Net Interest Income (INR Cr)



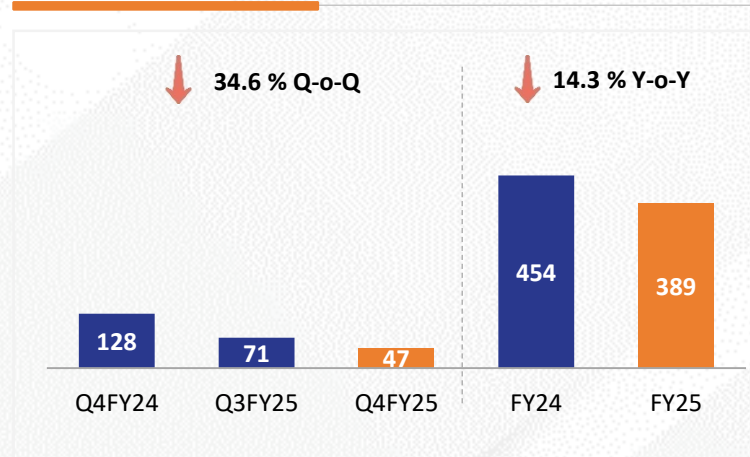
## Disbursements (INR Cr)



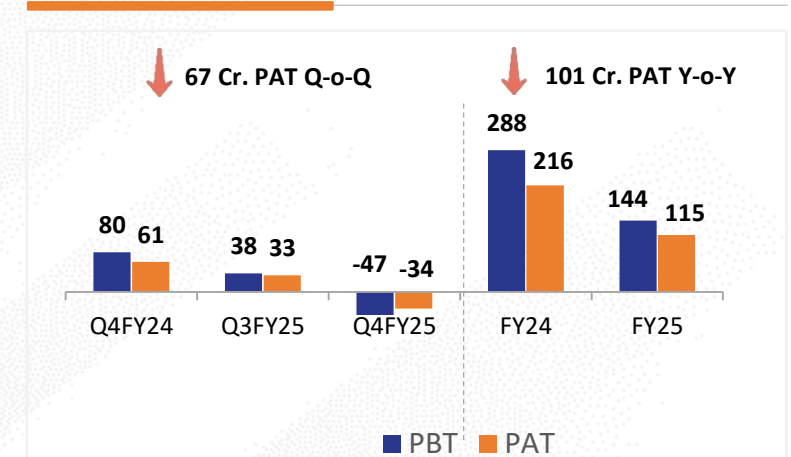
## Deposits (INR Cr)



## Pre-POP (INR Cr)

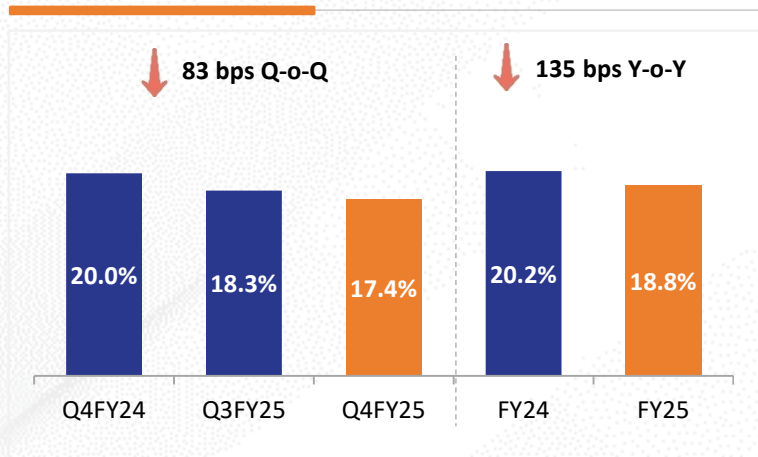


## PBT & PAT (INR Cr)

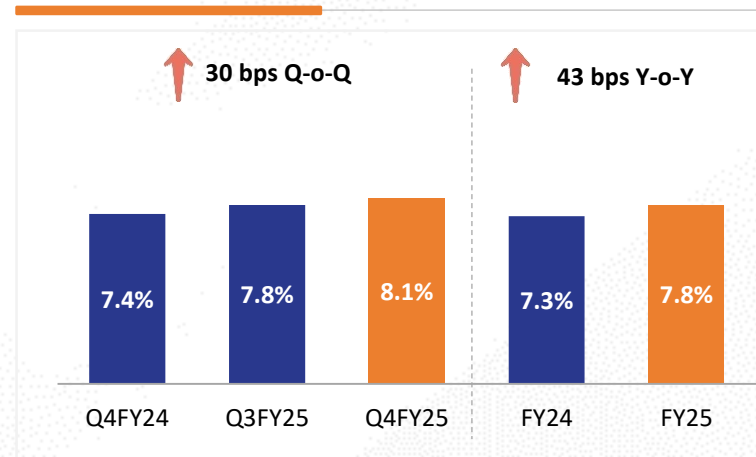


# KEY METRICS – Q4 & FY25

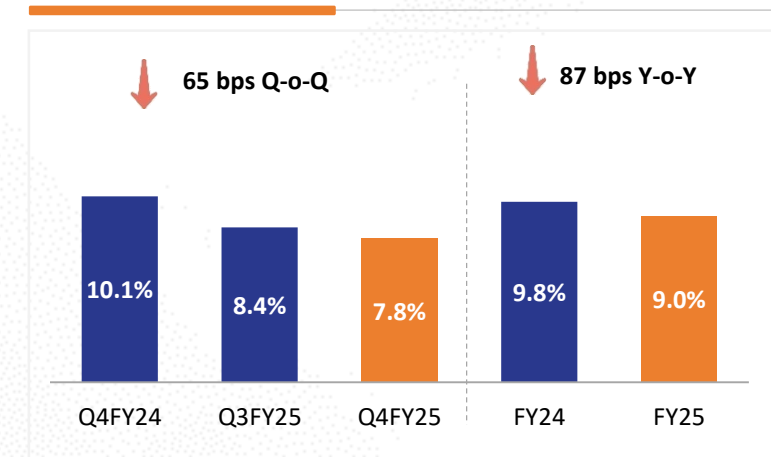
## Effective Yield on Advances (%)



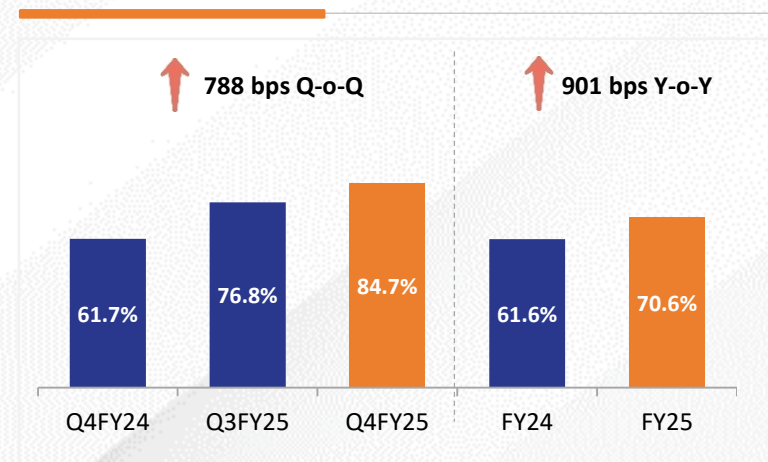
## Cost of Funds (%)



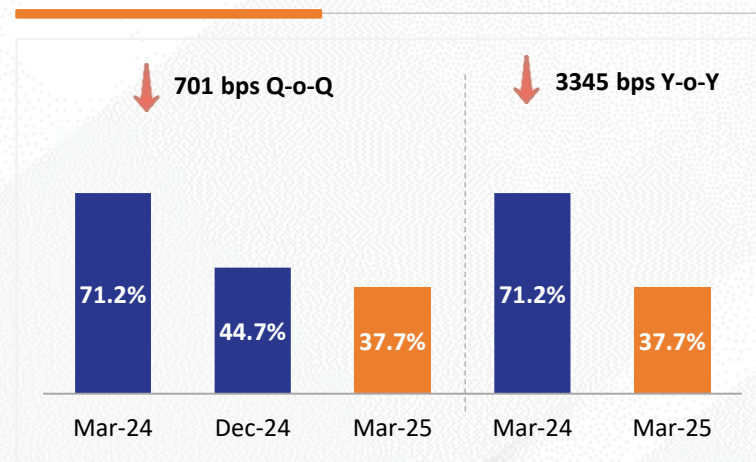
## NIM (%)



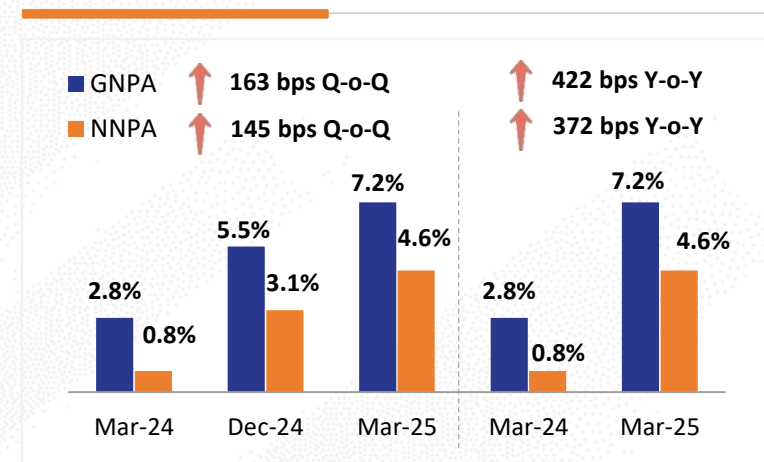
## Cost / Income Ratio (%)



## PCR\* (%)



## Asset Quality (%)



# 02

## Company Overview



# YEAR IN REVIEW & ACTION PLAN AHEAD



## Inclusive Finance

- Guardrails 2.0 implemented in Nov'24
- CGFMU cover (initiative of FY23) over 98% of IF book covered; Out of ₹694 Cr GNPA, ₹460 Cr receivable under the CGFMU scheme
- Continued shift from group to individual lending (40 : 60)

Focus on individual loans (both NTB & ETB) with 100% CGFMU Coverage



## Wheels

- March '25 disbursements crossed ₹100+ Cr with book of 1,300+ Cr (60% YoY growth)
- Maintained strong asset quality
- Expanded into new geographies and launched car loans

Expanded reach in new markets and products, targeting sustained CAGR with stable asset quality



## Mortgage

- March '25 disbursements crossed ₹150+ Cr with book of 2,100+ Cr (38% YoY growth)
- Separate vertical for SME segment
- Expanded into new geographies and focused on LAP

Maintain momentum with a focused segment-wise approach and continued investments in the ecosystem.



## Deposits

- Digital FD: 30,000 customers acquired, ₹350 Cr book, with a steady ₹3 Cr daily run rate
- Focus on retail CASA; improved the ratio to 21%
- Low cost infra SBOs; converted 60 IF branches, mobilizing ₹16 Cr from 15K granular customers

Increased focus on branch and employee productivity, with emphasis on expanding SBOs and enhancing customer experience



## Other Initiatives

- MSME disbursements at ₹10 Cr/month with a ₹30 Cr book along with digital & paperless journey; currently ~20% of the book is self funded through CASA
- Supply Chain Finance scaled to ₹250+ Cr
- New CIB, IB & MB launched for better CX

Scale MSME business across 200+ branches targeting ₹50 Cr/month with 15% CASA, alongside launching secured credit cards and products via strategic partnerships

**Seasoned management**, backed by robust corporate governance

Vertical business heads **spearheading the SSFB's growth proposition**. Visible transition in the portfolio mix

Agility in operations – Robust **Middleware Technology on Finacle CBS Platform**

Enabling swift digital partner onboarding to broaden product offerings – **Currently Digital FD sourced ~INR 3 Cr/day**

**Diversified** and **customized product** offerings increasing customer retention

Offering **comprehensive banking solutions** to customers, ensuring long-term engagement and loyalty

Transitioning from **unsecured** to a well-diversified **secured** lending model

**FY22 (67%-33%) → FY24 (59%-41%) → FY25 (50%-50%)**

Serving the **aspiring middle class section** of the society

Currently serving **3.4 Mn customers**

Targeting **1% of Indian Households** (~3.5 Mn customers) by 2025

Transitioning from **micro-lending** to **micro-banking** for low-income households

Market potential: **1.2 Bn Customers** (Income slab - upto 5.0L pa)

Robust **Credit underwriting process** using advanced analytics and **Credit Life and Credit Guarantee Cover**

**Over 98%** of IF portfolio covered under CGFMU

**Deeper penetration** with **Extensive branch network** in identified Micro markets across India

Conversion of asset focused branches to full-service branches

Launched **Double Joy Deposits (DJD)**, **Pilot Secured Credit Card**



# KEY MILESTONES

## Suryoday 2.0

As on Mar 2025  
Gross Advances / Deposit crosses INR 10,000 Cr  
Vikas Loan portfolio crosses INR 3,000 Cr  
Customer Base – 3.4 Mn / Branch Network - 710  
Introduced MSME, SCF, Digital FD & Pilot Secured Credit Card

**2024 &  
Beyond**

## IPO & COVID Tailwinds

Gross Advances crosses INR 5,000 Cr  
Customer Base 2.1 Mn  
Operating 550+ branches  
Listed on NSE & BSE - IPO size of INR 581 Cr  
Introduced Micro Home Loan, Micro LAP

**2018 -  
2022**

**2023**

## Year of Reset

Stabilized operations to pre-pandemic levels  
Started Two-wheeler product segment  
Introduced Assisted Digital FD creation journey  
Branch Network - 577  
IT transformation programme

## SFB License

Gross Advances crosses INR 1,000 Cr with 0.75 Mn customer base  
Operating 200+ branches  
Commenced SFB operations and CV, HL & LAP

**2013 -  
2017**

**2008 -  
2012**

## Commencement

Incorporation of Suryoday Micro Finance  
Received RBI license for NBFC & commenced  
MFI operations in Pune

# EMPOWERING SOLUTIONS: BEYOND MICRO LENDING

## Asset Portfolio

### Inclusive Finance (50%)

JLG  
(41%)

Vikas Loans  
(59%)

#### Expanding Beyond Micro Lending

Customer profile - Good credit score  
with retail bureau track

Vikas loans –  
Transitioning from JLG to Retail;

Launched MSME

CGFMU Coverage + Product Diversification + Social security schemes (PMJJY, PMSBY)

### Retail Assets (50%)

#### Mortgage

Housing Loans

LAP

Micro mortgage

#### Vehicle Financing

CV

Used CV

TW

#### Others

FIG

Partnerships

Supply Chain Finance

## Liabilities Portfolio

TD, RD & Long-Term Deposit

CASA

Bulk Deposits

Digital FD

## Other Products/ Services

OD

Pilot Secured Credit Card

Payment Solutions

Digital Banking

FY25



Total no of customers  
**3.4 Mn**



Effective Yield on Advances  
**18.8 %**

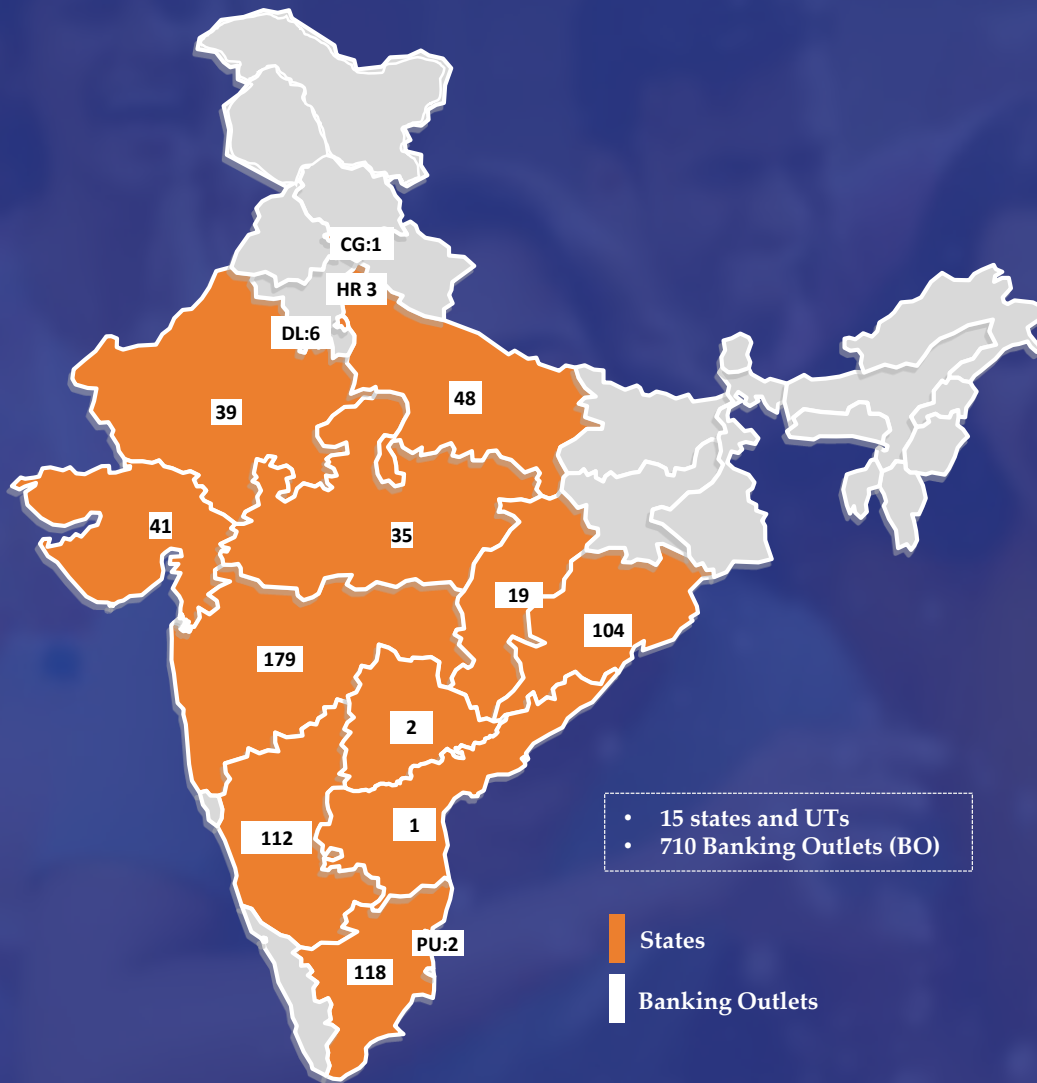


Cost of Funds  
**7.8 %**

Over 98% of IF portfolio (JLG & Vikas Loan) is covered under CGFMU

Secured Book (50%)

# STRONG FOOTHOLD: COVERING 2/3RD OF INDIA



## Branch Distribution

Particulars	March'25	March'24
Asset focused outlets	126	392
Liability focused outlets*	387	109
Rural Centers	197	194
<b>Total</b>	<b>710</b>	<b>695</b>

Note: \*Includes Composite Branches

## Geographical Mix of the Branches

Outlets	Asset Focused	Liability Focused	Rural Centers	Total
Maharashtra	74	47	58	179
Tamil Nadu	63	23	32	118
Karnataka	73	16	23	112
Odisha	29	10	65	104
Uttar Pradesh	34	3	11	48
Gujarat	36	5	0	41
Rajasthan	37	1	1	39
Madhya Pradesh	25	5	5	35
Others	16	16	2	34
<b>Total</b>	<b>387</b>	<b>126</b>	<b>197</b>	<b>710</b>

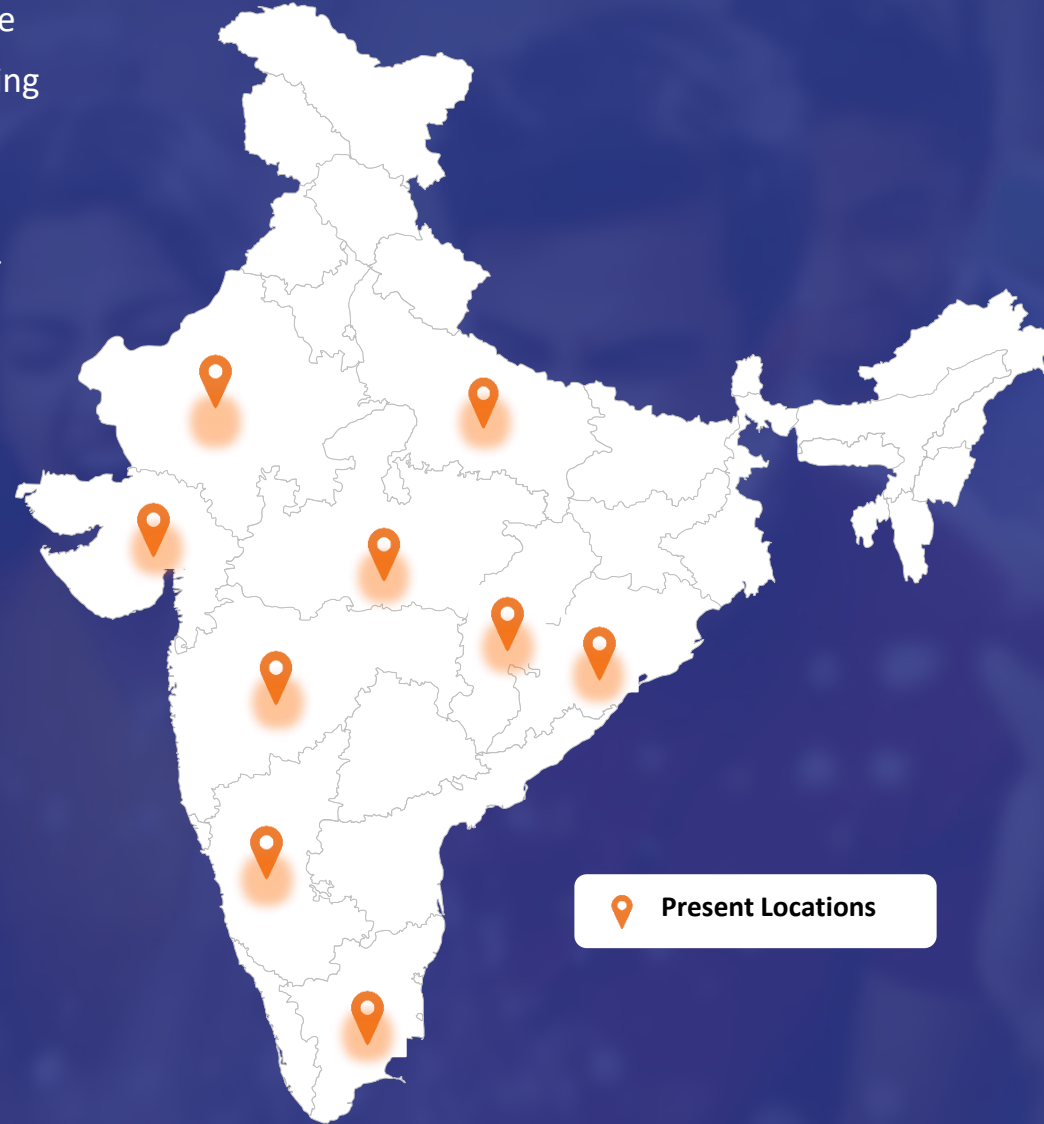
Note: Some of the rural centers branches are full fledged asset branches

# 03

## Asset Portfolio



# INCLUSIVE FINANCE: BEYOND MICRO-LENDING



 Present Locations

Vikas Loan Share

**59.5%**

of IF Gross Advances

Average Ticket Size

**₹42,000 /**  
**₹79,000**

JLG/VL

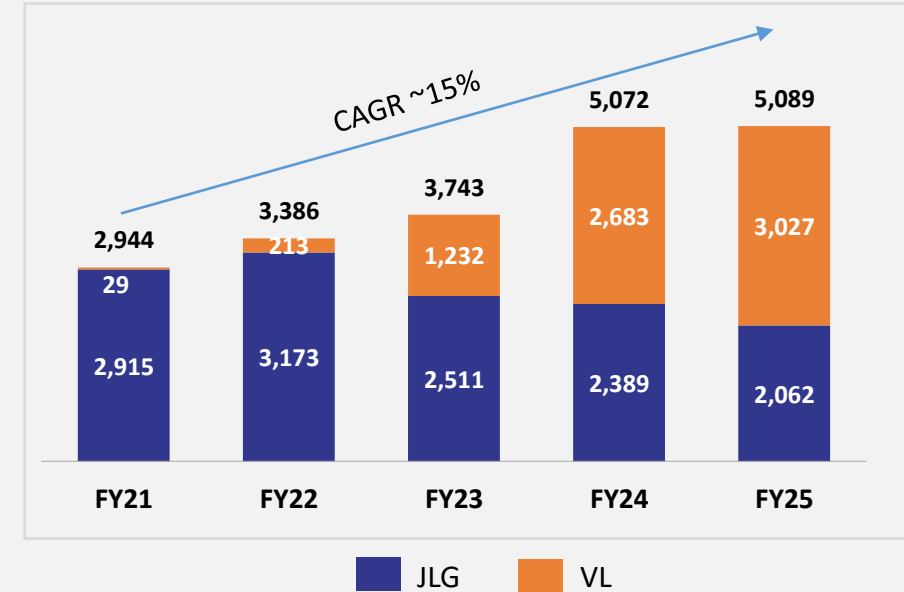
VL UPI Collections

**40 %**

# INCLUSIVE FINANCE: SHIFTING GROUP TO INDIVIDUAL

Product Description		
Parameter	JLG	Vikas Loans
Customer Segment	Urban/ Semi Urban	Urban/ Semi Urban
Products	Group Loans	Individual Loans
Geography	Tier 1&2	Tier 1&2
Distribution	In-house/ BC Partnerships	In-house
Collection	In-house/ Collection Agency	In-house/ Collection Agency
Average Ticket Size	INR 42,000	INR 79,000

Gross Advances (INR Cr)



Over 98% of IF portfolio (JLG & Vikas) is covered under CGFMU scheme as on Mar'25

As of Mar'25, GNPA includes INR ~628 Cr which is covered and claimable under CGFMU of which ~INR 460 Cr is receivable

Product	Gross Advances (INR Cr)	GNPA (INR Cr)	Total Provision* (INR Cr)	NNPA (INR Cr)	Receivable under CGFMU (INR Cr)	GNPA	NNPA	PCR
JLG	2,061.6	358.9	133.6	225.3	460.5	17.4%	11.7%	37.0%
VL	3,027.4	335.5	119.6	216.0		11.1%	7.4%	35.7%
IF (Total)	5,089.0	694.4	253.1	441.3		13.6%	9.1%	36.5%

# MORTGAGES: FOCUSED APPROACH

SSFB offers **comprehensive mortgage offerings** - Housing & MSME Loans catering to Semi-prime and urban affordable customer segment

**Business Strategy:** Focus on retail & secured MSME lending. Deepening portfolio in existing markets. Transitioning VL to Micro LAP loans Target the semi-prime customers

**Large untapped market:** LAP and Micro mortgages are the key growth segments. SSFB goes beyond value of the collateral and focuses on cash flows and serviceability of the borrower

**Hybrid Distribution Model:** Balanced mix of Direct & Outbound sourcing channel

**Efficiency and speed:** Centralized Credit Underwriting for large ticket loans. Digital Solutions for retail customers to improve TAT



Gross Advances

**₹2,100Cr+**

Disbursements

**~₹1,000Cr**

Team Strength

**700+**  
Employees

Touchpoints

**100+**  
locations

Micro Mortgage

Loan Against Property

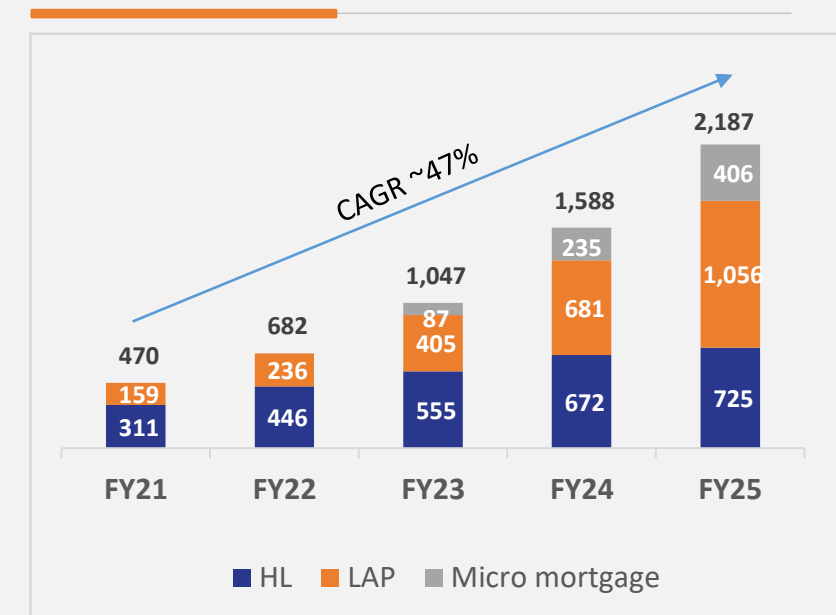
Housing Loans

**SSFB's Focus Areas**

# MORTGAGES : SUSTAINABLE GROWTH

Product Description			
Parameter	Micro Mortgages (Pragati Loans)	Housing Loans (Kushal Loans)	LAP
Customer Segment	Affordable / Semi Urban	Semi Prime / Urban Affordable	Semi Prime / Urban Affordable
Products	Home Loans – Resale / Self construction	Home loans– Resale/Builder & Secured Business Loan	Business purpose/
Geography	Tier 2 & 3	Tier 1 & 2	Tier 1 & 2
Distribution	100% In-house	Hybrid – In-house, Connectors & DSA's	Hybrid – In-house, Branches, Connectors & DSA's
Collection	Sourcing Team	Sourcing & Dedicated Collection Team	Sourcing & Dedicated Collection Team
Average Ticket Size	Rs 6 Lakhs	Rs 21 Lakhs	Rs 27 Lakhs

## Gross Advances (Rs. Cr)



Product	Gross Advances* (INR Cr)	GNPA (INR Cr)	Total Provision (INR Cr)	NNPA (INR Cr)	GNPA	NNPA	PCR
HL	725.2	3.1	2.1	1.0	0.4%	0.1%	68.9%
LAP	1,056.0	7.5	3.5	3.9	0.7%	0.4%	47.2%
Micro-Mortgages	406.1	1.1	0.2	0.9	0.3%	0.2%	15.0%
Mortgage (Total)	2,187.3	11.6	5.8	5.8	0.5%	0.3%	50.0%

Figures may not add up due to rounding off \*Excludes ARC

# VEHICLE FINANCING: MONETIZING ON LARGE OPPORTUNITY

1

SSFB is diversifying business through various products under Vehicle Financing Portfolio – CV, TW, Used CV & Car loans

2

Expanding in the rural space, catering the Tier 3 & Tier 4 locations and focusing on going more granular retail base with higher yields

3

Building a Retail franchise by offering customized products and digital Solutions

4

Data driven underwriting through automatically validating customer information and reduce TAT to 4 hours

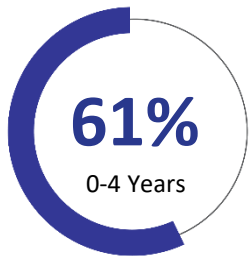
5

Partnerships for Two-wheelers to effectively leverage distribution channels and expand into new geographies

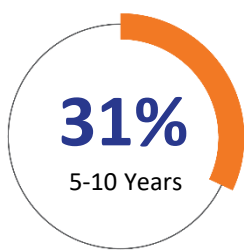
6

Reducing the acquisition cost by launching pre-approved sub product segments like Top-up loans, etc

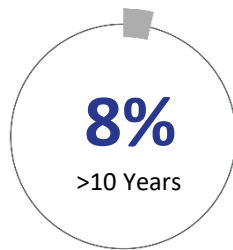
## Large CV Market INR 5.6 Lakh Crore



**Future Opportunity**  
(61% - 3.5 Lakh Cr)



**Suryoday Focus Area (39% - 2.1 Lakh Cr)**



Customers

**7,000+**  
Active Clients

Disbursements

**₹900Cr +**

Team Strength

**300+**  
Employees

Touchpoints

**85+**

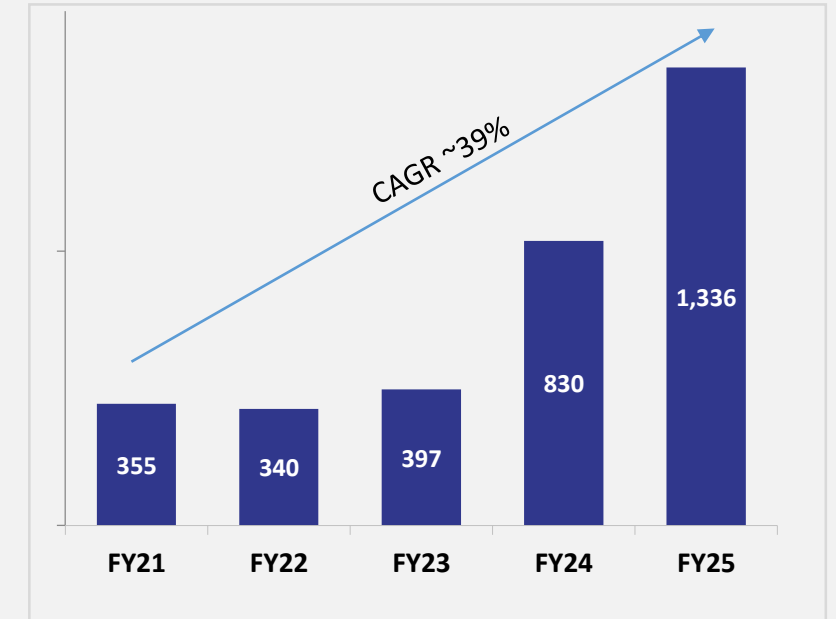


Source: SIAM; Internal Estimates

## VEHICLE: ACCELERATED GROWTH OVER LAST 3 YEARS

Portfolio description		
Parameter	Commercial Vehicles	Two Wheelers
Customer Segment	Urban / Semi Urban	Urban / Semi Urban
Products	Used and New CVs	New Two Wheelers
Geography	Tier 2 & 3	Tier 1, 2 & 3
Distribution	Hub & Spoke	Dealer & Partnerships
Collection	Sourcing & Collection Team	Sourcing Team
Avg. Ticket Size	Rs 13 Lakhs	Rs 0.85 Lakhs

### Gross Advances\* (INR Cr)



\*Includes CV, Two-wheeler, Car loans

Product	Gross Advances* (INR Cr)	GNPA (INR Cr)	Total Provision (INR Cr)	NNPA (INR Cr)	GNPA	NNPA	PCR
Vehicles	1,336.2	2.3	0.4	1.9	0.17%	0.14%	16.4%

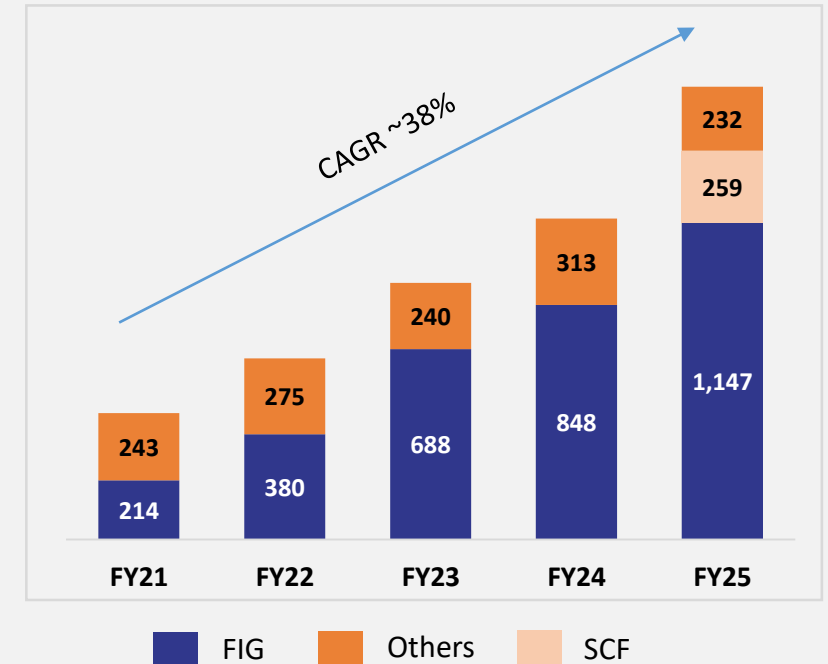
Portfolio description			
Parameter	FIG	Supply Chain Finance	Others
Customer Segment	NBFCs/ Corporates	SME/ MSME	Retail/ MSME
Products	Corporate Lending	Vendor Financing	Individual Lending/ Bill Discounting
Distribution	Corporates	Digital + Direct	Digital

**\*Others Include: Partnerships & Digital Partners**

Product	Gross Advances (INR Cr)	GNPA (INR Cr)	Total Provision (INR Cr)	NNPA (INR Cr)	GNPA	NNPA	PCR
FIG	1,147.3	11.7	11.7	0.0	1.0%	0.0%	100%
Supply Chain Finance	259.4	0.0	0.0	0.0	0.0%	0.0%	0.0%
Others	232.1	13.9	5.9	8.1	6.0%	3.6%	42.1%

Figures may not add up due to rounding off

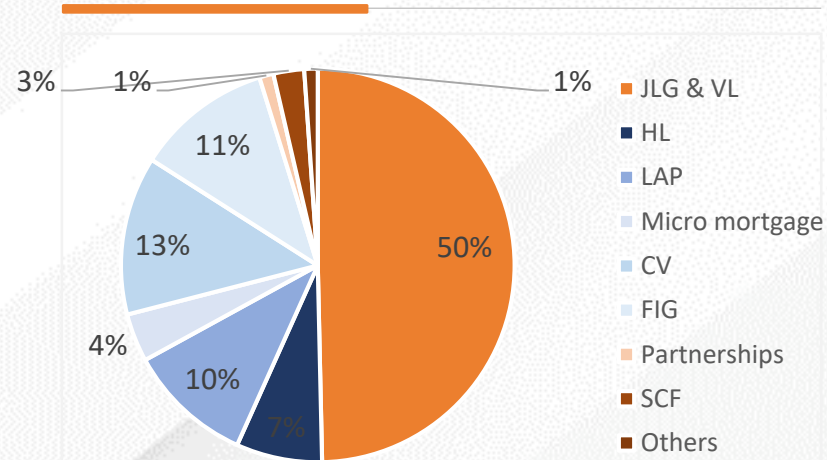
Gross Advances (INR Cr)



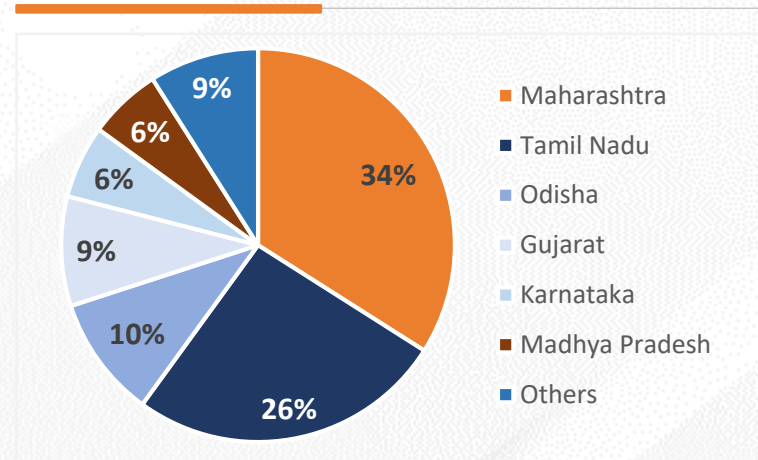
# ASSET BUSINESS UPDATE – Q4 & FY25

Particulars (INR Cr)	JLG	VL	HL	LAP	Micro Mortgage	Vehicles	FIG	Partnership	SCF	Others	Total
Gross Advances – (₹ Cr)	2,062	3,027	725	1,056	406	1,336	1,147	119	259	113	<b>10,251</b>
Disbursement – Q4 FY25 (₹ Cr)	162	661	51	203	74	277	336	65	272	0	<b>2,101</b>
Disbursement – FY25 (₹ Cr)	1,603	2,000	210	562	216	916	1,025	81	375	1	<b>6,989</b>
CE % - Q4FY25 (Current Bucket)	98.1	98.8	99.3	99.2	98.6	98.8	100.0	97.8	100	-	<b>98.7</b>
CE % - Q4FY25 (1 EMI Adjusted)	82.1	85.6	97.7	97.6	96.4	97.8	99.4	95.0	100	-	<b>87.7</b>

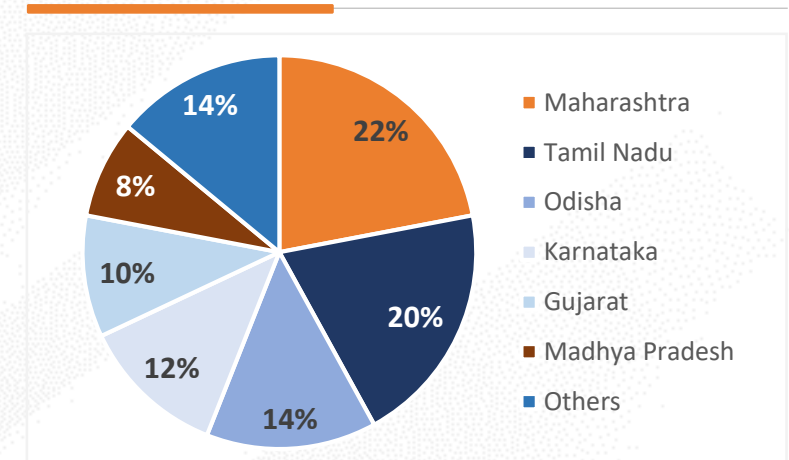
**Portfolio Mix – Product Wise**



**Regional Portfolio Mix (Overall)**



**Regional Portfolio Mix (IF)**



Collection Efficiency (one EMI adjusted) = Collected amount / Amount due for the month (across all buckets)  
- Collected amount excludes collection from ARC, Write Offs, Pre-Closure, Excess Payment

Figures may not add up due to rounding off

Post-COVID, the bank opted for CGFMU cover in FY23 at a time when the credit costs were less than 3%, as part of its risk management strategy in respect of the Inclusive Finance portfolio given that the microfinance sector witnesses cyclicity.

As of Mar'25, the bank has paid cumulative premium of ~ Rs. 155 Cr.

Over 98% of the IF book is covered under the credit guarantee scheme.

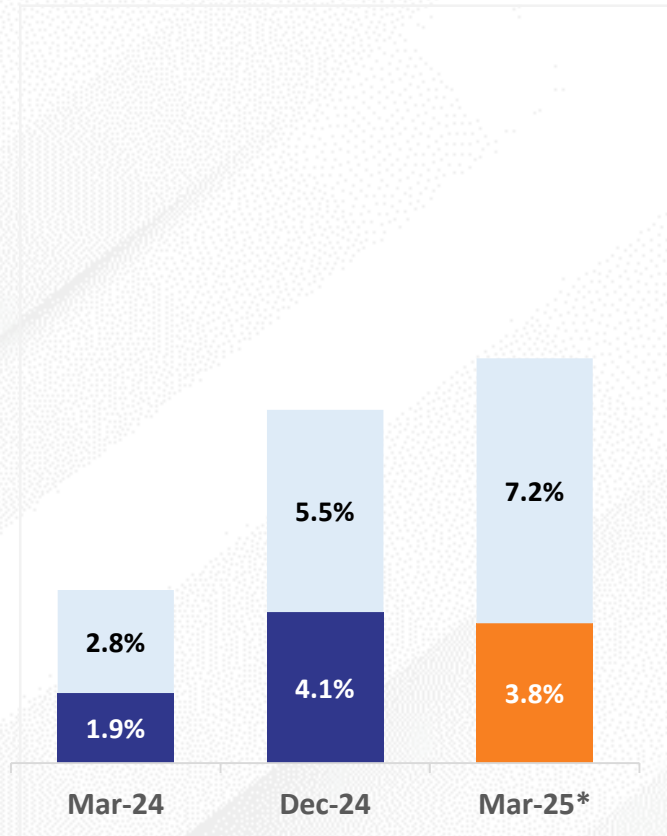
In Q1FY25, a claim of Rs. 32 Cr was made and fully received

IF	Book (Cr)	GNPA (Cr)	Total Provision* (Cr)	PCR %	NNPA (Cr)	Eligible CGFMU Claim Receivable (Cr)
CGFMU	4,936.0	628.0	171.0	27.2%	441.3	460.5
Non CGFMU	153.0	66.4	66.4	100.0%	0.0	0.0
<b>Total</b>	<b>5,089.0</b>	<b>694.4</b>	<b>237.4</b>	<b>34.2%</b>	<b>441.3</b>	<b>460.5</b>

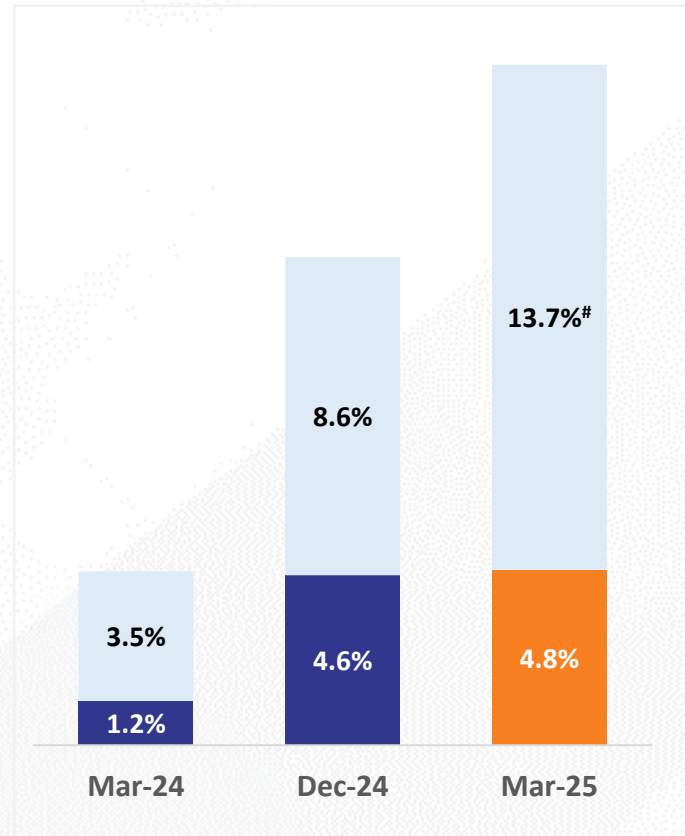
**We will continue to cover ~100% of the eligible portfolio under the CGFMU scheme to mitigate eventualities**

# PORTFOLIO PERFORMANCE

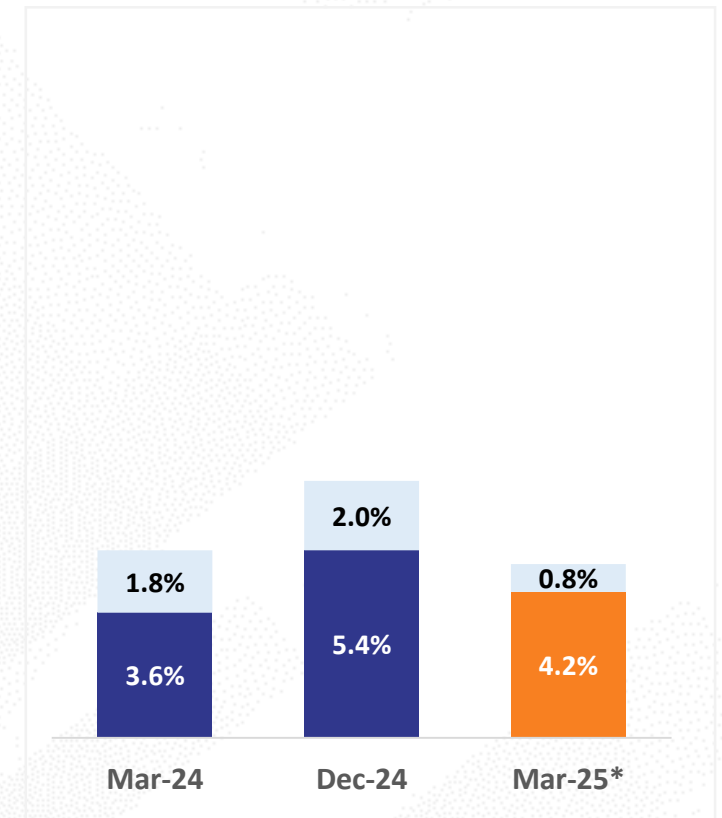
SSFB – PAR 30+



IF – PAR 30+



Retail Assets – PAR 30+

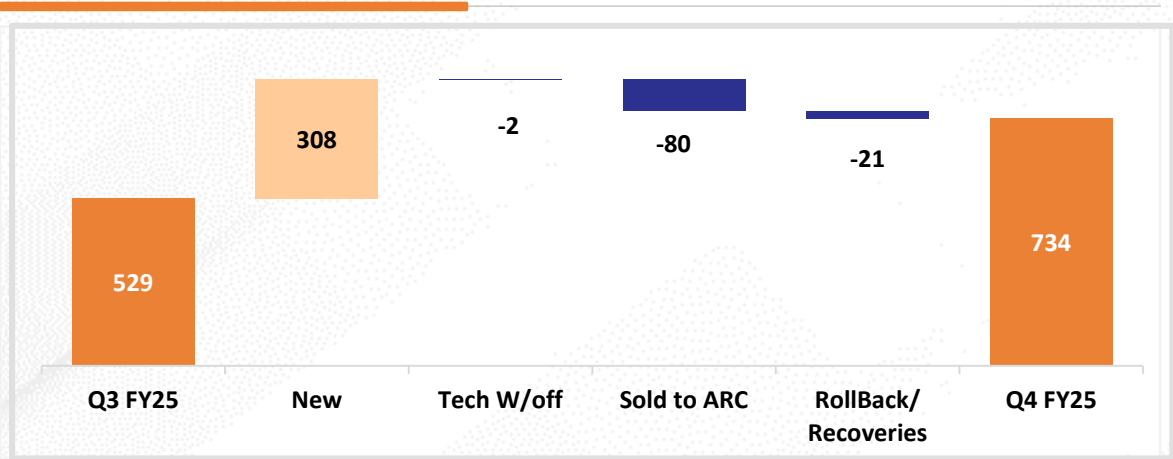


PAR 90+

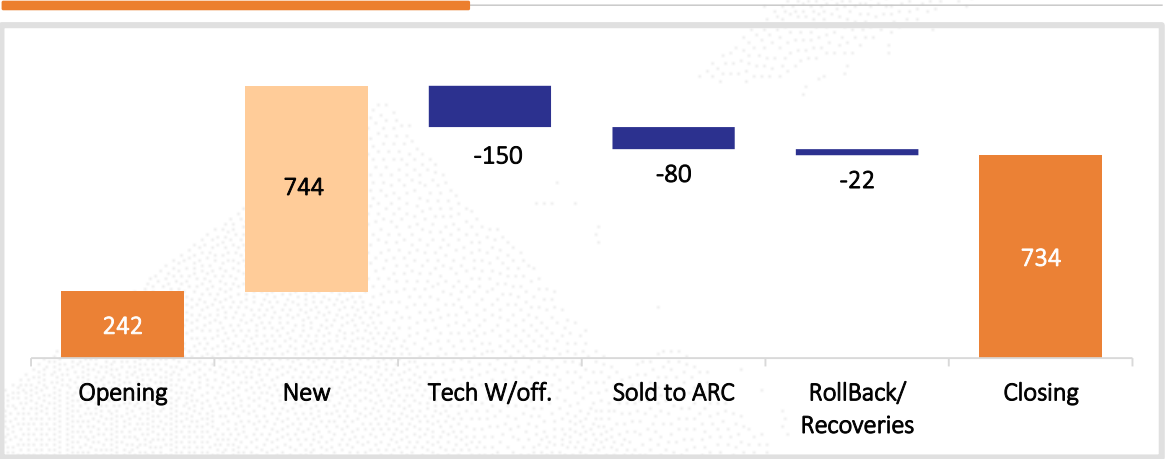
# GNPA ASSET QUALITY & CREDIT COST

All numbers in ₹ crores, unless otherwise indicated

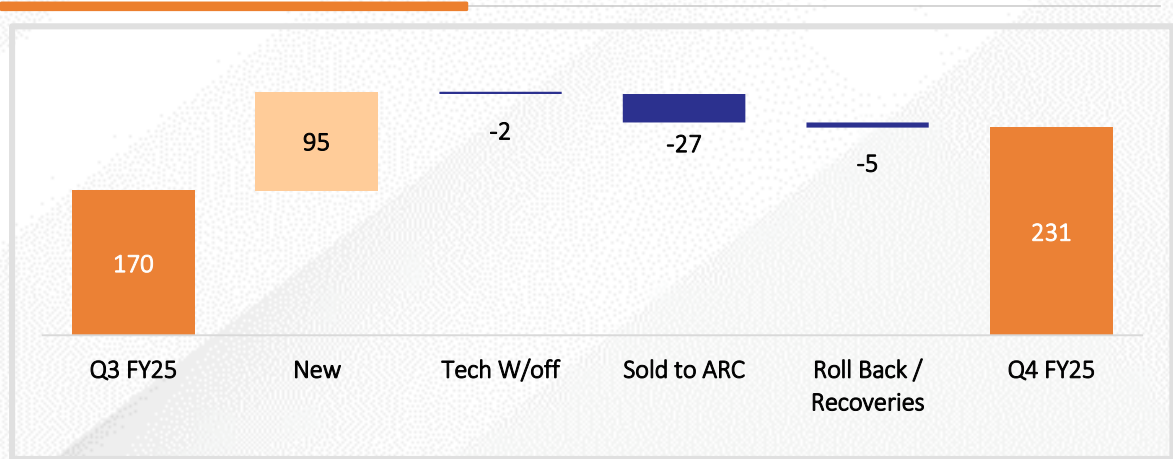
### GNPA Q3 FY25 to Q4 FY25 Movement



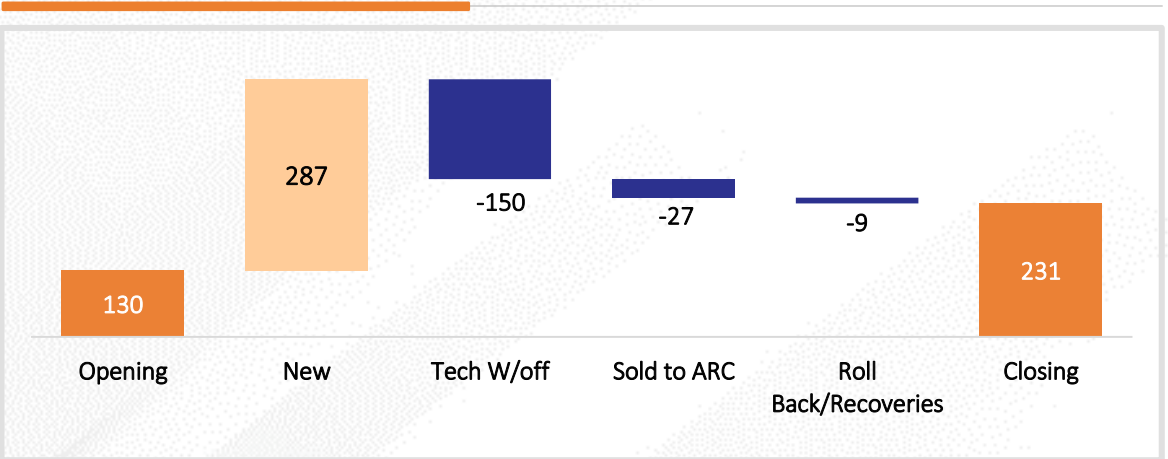
### GNPA FY25 Movement



### Provisions Q3 FY25 to Q4 FY25 Movement



### Provisions FY25 Movement\*



\* Excludes Floating Provision of INR 37 Cr

# 04

## Liability Portfolio



# DEPOSIT LANDSCAPE



## Key Highlights



Deposits  
**₹ 10,580 Cr**



Customers  
**1.6+ Mn**  
Unique Clients



Team Strength  
**950+ Employees**



Touchpoints  
**125+ Branches**



## Product Offerings



Traditional Deposit  
Products – CASA, TD



Pilot Secured Credit Card



QR Linked Current Account



Specialised Current Account  
Services / Escrow products



Long term deposit products –  
Double Joy Deposits (DJD)



## Acquisition Channels



### Smart Banking Outlets

- Targeted business focus within radius of ~2kms
- 2 Staffed branch reducing OPEX cost



### Digital Banking

- Upgraded Digital banking stack
- Offerings through partnerships with Fintechs
- Gained significant momentum during FY25
- Expected to scale rapidly resulting in low CAC



### Asset Customers

- Mining on existing asset customers
- Focus on offering full-fledged banking services in asset focused branches



### Branch Banking

- Traditional touchpoints
- Catering to urban and semi-urban market



## Customer Profiling



### Aspiring Middle Class

Goal based saving products, Exclusive offers, Easy-to-use banking services



### Senior Citizens

Higher rates on deposits, low-cost banking services



### HNI

Exclusive lifestyle and wellness benefits, faster query resolution and priority services at branches/doorstep

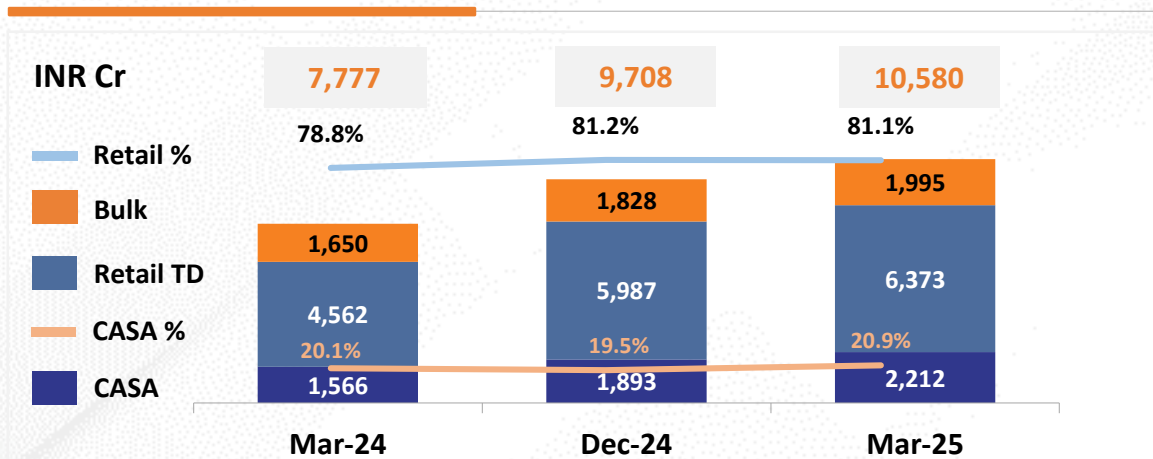


### TASC

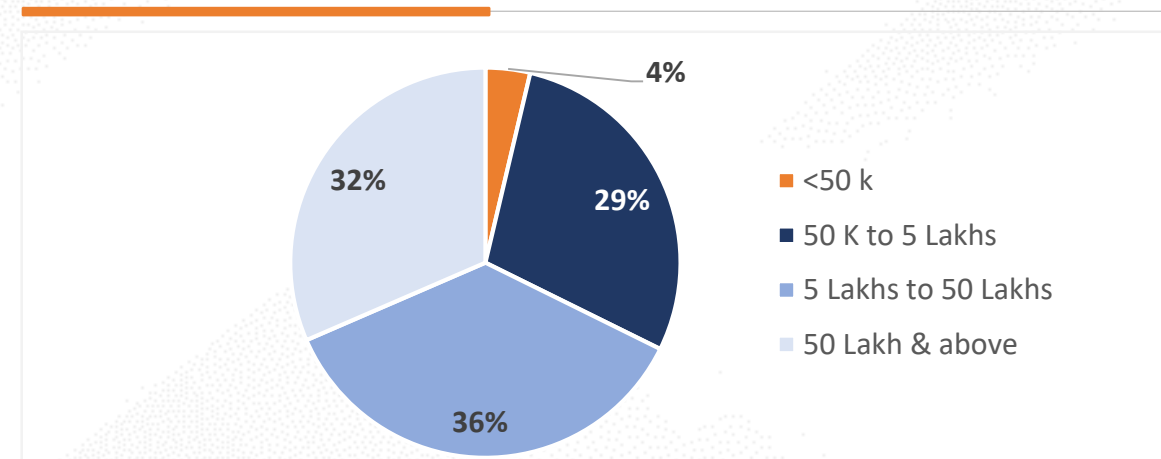
Higher Interest rates and CMS

# DEPOSIT UPDATE

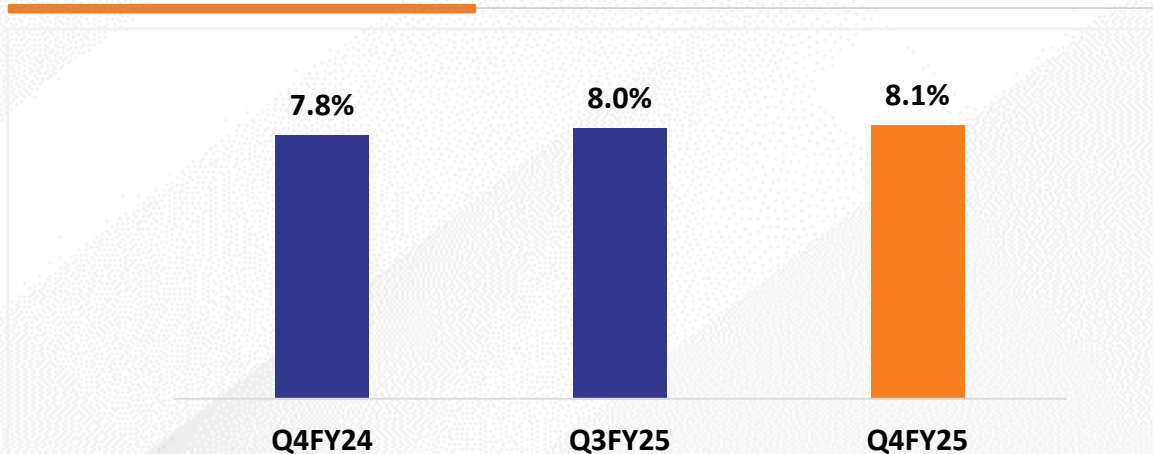
## Deposits



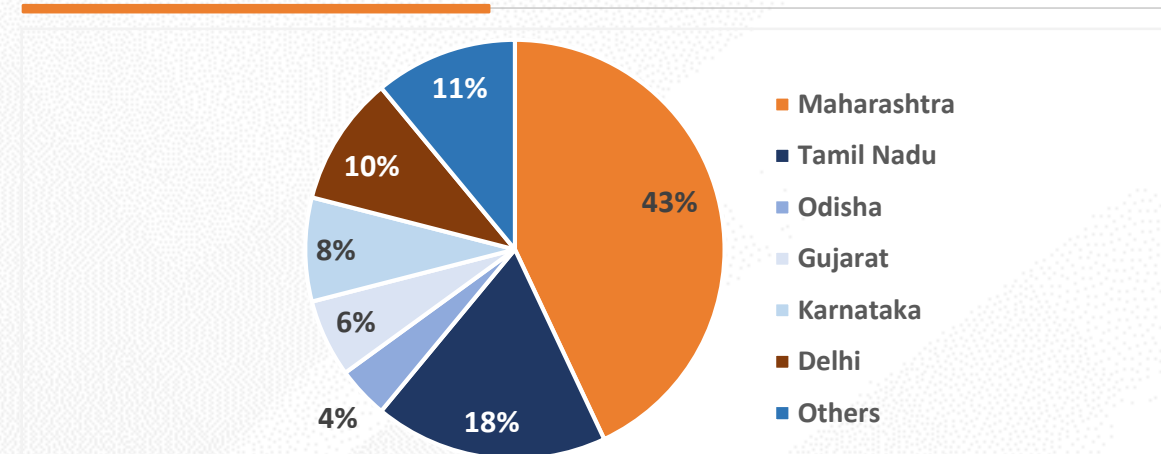
## Retail Deposit (Incl CASA) Average Ticket Size



## Cost of Deposits

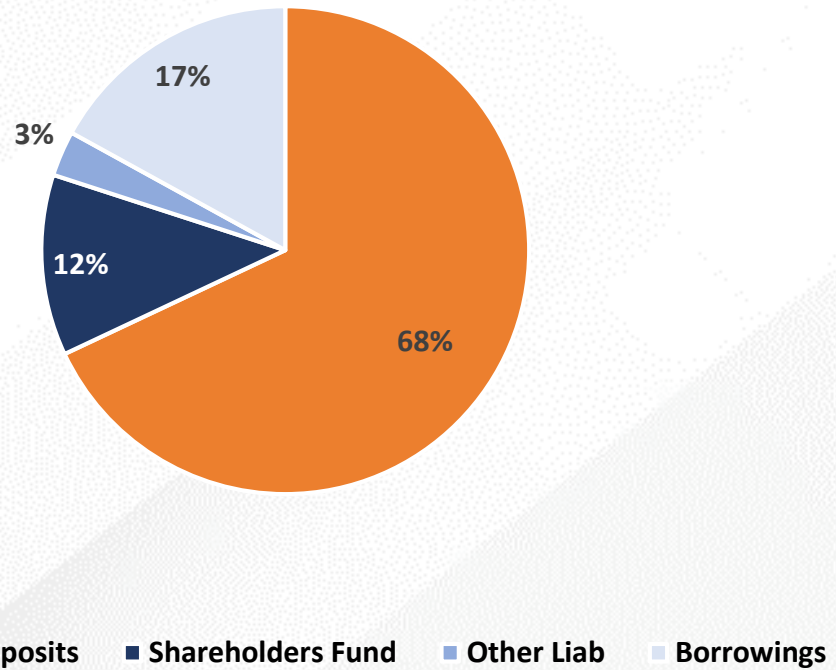


## Geographic diversification of Deposits

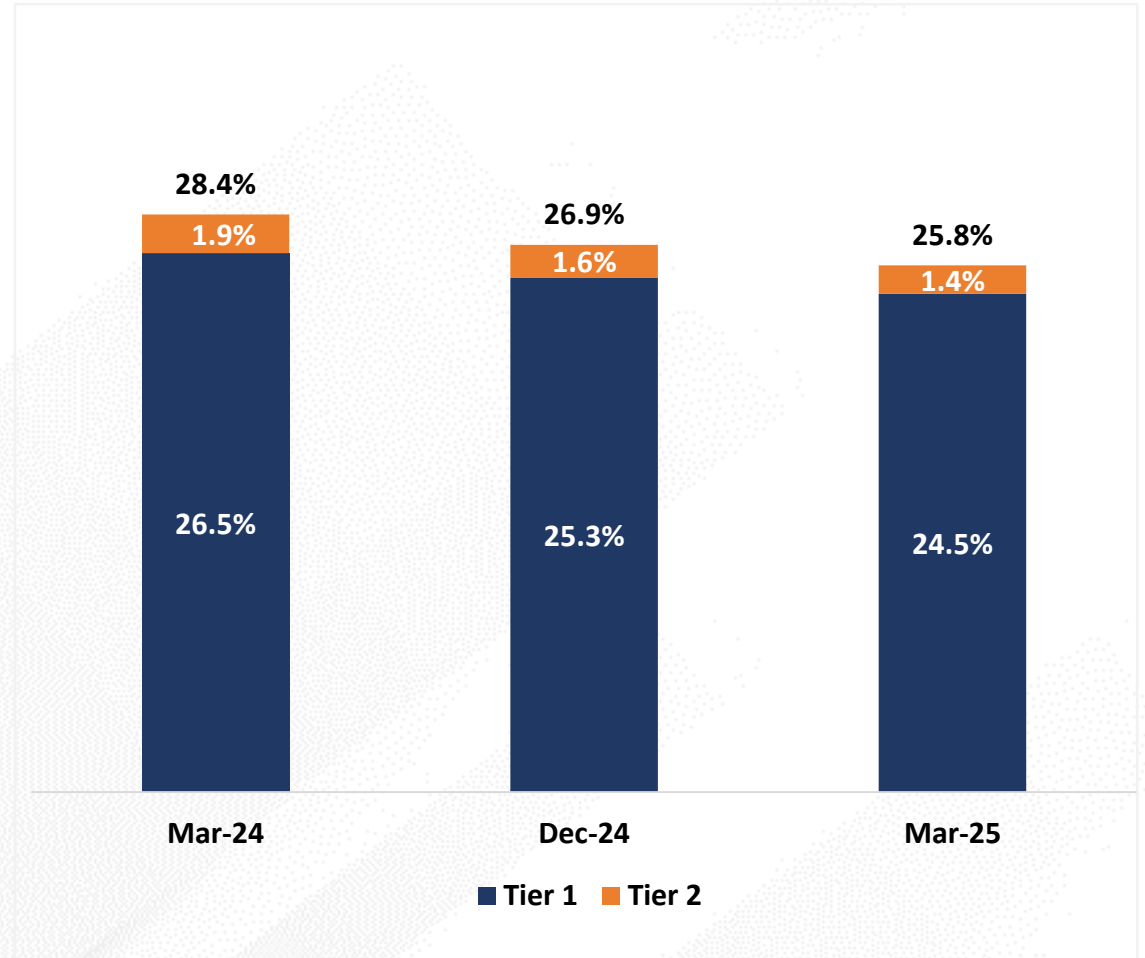


Continue to mobilize CASA and Focus on driving digital sourcing of deposits to further enhance retail granular deposit base  
As on Mar 2025, deposits garnered through digital channels stood at ~ INR 350 Cr, Daily deposit sourcing run rate ~INR 3 Cr

## Balance Sheet Mix



## Capital Adequacy Ratio % (CRAR)



# PRUDENT RISK MANAGEMENT PRACTICES



1

Extensive use of analytics to create curated customer base

2

On-field credit underwriting complements the pre-approved base

3

Use of BREs for funding MSMEs through digital channels

4

Continuous and holistic review of loan portfolio in sensitive geographies

5

Sharp focus on evolving risks through well designed key risk indicators

6

Monitoring against cyber threats through well equipped security operations center (SOC)

7

Automation of security operations through SOAR



Two-level credit feeders – analytics and on-field intelligence - resulting in sharper credit underwriting



Digital BREs resulting in STP for eligible loans. Periodic review of BREs and credit policy for continuous improvement



Mix of implementable preventive and corrective actions on ground based on loan portfolio review



Mitigated risks through continuous monitoring of key indicators as well as through deployment of mitigating controls



Focus on cyber security and cyber resilience

# 05

## Financial & Key Ratios Q4 & FY25



## FINANCIALS – BALANCE SHEET

Particulars (INR Cr)	Mar-25	Mar-24	Y-o-Y	Dec-24	Q-o-Q
<b>Capital and Liabilities</b>					
Capital	106.3	106.2	0.1%	106.3	0.0%
Reserves and Surplus	1,820.8	1,698.8	7.2%	1,854.0	-1.8%
Deposits	10,579.6	7,777.3	36.0%	9,707.6	9.0%
Borrowings	2,710.3	2,443.0	10.9%	1,956.0	38.6%
Other Liabilities and Provisions	397.4	352.5	12.7%	302.6	31.3%
<b>Total</b>	<b>15,614.4</b>	<b>12,377.7</b>	<b>26.1%</b>	<b>13,926.5</b>	<b>12.1%</b>
<b>Assets</b>					
Fixed Assets	290.1	168.8	71.9%	287.1	1.1%
Cash and Bank	1,709.4	1,180.1	44.9%	852.3	100.6%
Investments	3,137.5	2,599.3	20.7%	3,067.7	2.3%
Advances*	9,974.3	8,078.0	23.5%	9,326.6	6.9%
Other Assets	503.0	351.6	43.1%	392.9	28.0%
<b>Total Assets</b>	<b>15,614.4</b>	<b>12,377.7</b>	<b>26.1%</b>	<b>13,926.5</b>	<b>12.1%</b>

## FINANCIALS – P&L ACCOUNT

Particulars (INR Cr)	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Interest Earned	470.6	444.7	5.8%	487.8	-3.5%	1953.7	1588.7	23.0%
Interest Expended	225.9	173.9	29.9%	219.6	2.9%	847.6	626.5	35.3%
<b>Net Interest Income</b>	<b>244.7</b>	<b>270.8</b>	<b>-9.6%</b>	<b>268.3</b>	<b>-8.8%</b>	<b>1106.1</b>	<b>962.2</b>	<b>15.0%</b>
Other Income	60.1	64.7	-7.1%	39.6	51.9%	217.3	219.4	-1.0%
<b>Net Total Income</b>	<b>304.8</b>	<b>335.5</b>	<b>-9.2%</b>	<b>307.8</b>	<b>-1.0%</b>	<b>1323.4</b>	<b>1181.6</b>	<b>12.0%</b>
<b>Operating Expenses</b>	<b>238.0</b>	<b>193.4</b>	<b>23.0%</b>	<b>217.7</b>	<b>9.3%</b>	<b>861.6</b>	<b>675.1</b>	<b>27.6%</b>
Employee Expense	115.8	108.5	6.7%	105.1	10.2%	444.2	360.8	23.1%
Other Expense	122.2	85.0	43.9%	112.7	8.5%	417.3	314.3	32.8%
<b>Operating Profit</b>	<b>66.8</b>	<b>142.0</b>	<b>-53.0%</b>	<b>90.1</b>	<b>-25.9%</b>	<b>461.8</b>	<b>506.5</b>	<b>-8.8%</b>
CGFMU Expense	20.1	13.7	46.9%	18.7	7.6%	72.6	52.6	38.0%
<b>Operating Profit After CGFMU</b>	<b>46.6</b>	<b>128.3</b>	<b>-63.7%</b>	<b>71.4</b>	<b>-34.6%</b>	<b>389.2</b>	<b>453.9</b>	<b>-14.3%</b>
Provisions and Contingencies	93.4	48.2	94.0%	33.6	177.9%	245.4	166.3	47.5%
<b>Net Profit Before Tax</b>	<b>-46.8</b>	<b>80.2</b>	<b>NA</b>	<b>37.7</b>	<b>NA</b>	<b>143.8</b>	<b>287.6</b>	<b>-50.0%</b>
Tax	-13.0	19.3	NA	4.4	NA	28.9	71.6	-59.7%
<b>Profit After Tax</b>	<b>-33.8</b>	<b>60.8</b>	<b>NA</b>	<b>33.3</b>	<b>NA</b>	<b>115.0</b>	<b>216.0</b>	<b>-46.8%</b>

Figures may not add up due to rounding off

## FINANCIALS – KEY METRICS

Particulars (INR Cr)	Unit	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Gross Advances	₹ Cr	10,251	8,650	18.5%	9,563	7.2%	10,251	8,650	18.5%
Disbursement	₹ Cr	2,101	2,340	-10.2%	1,467	43.2%	6,989	6,919	1.0%
Deposits	₹ Cr	10,580	7,777	36.0%	9,708	9.0%	10,580	7,777	36.0%
Retail Deposit to Total Deposit	%	81.1%	78.8%	237 bps	81.2%	-2 bps	81.1%	78.8%	237 bps
CASA Ratio	%	20.9%	20.1%	77 bps	19.5%	141 bps	20.9%	20.1%	77 bps
Yield	%	17.4%	20.0%	-255 bps	18.3%	-83 bps	18.8%	20.2%	-135 bps
NIM	%	7.8%	10.1%	-230 bps	8.4%	-65 bps	9.0%	9.8%	-87 bps
Cost of Deposits	%	8.1%	7.8%	32 bps	8.0%	11 bps	8.0%	7.6%	33 bps
Cost of Borrowings	%	8.0%	6.7%	125 bps	7.0%	100 bps	7.1%	6.7%	35 bps
Cost of Funds	%	8.1%	7.4%	62 bps	7.8%	30 bps	7.8%	7.3%	43 bps
Cost to income	%	84.7%	61.7%	2295 bps	76.8%	788 bps	70.6%	61.6%	901 bps
GNPA Ratio	%	7.2%	2.8%	436 bps	5.5%	163 bps	7.2%	2.8%	436 bps
NNPA Ratio	%	4.6%	0.8%	376 bps	3.1%	145 bps	4.6%	0.8%	376 bps
PCR (Excluding Technical Write offs)	%	37.7%	71.2%	-3345 bps	44.7%	-701 bps	37.7%	71.2%	-3345 bps
Book Value Per Share (BVPS)	₹	181.3	169.9	6.7%	184.4	-1.7%	181.3	169.9	6.7%

Figures may not add up due to rounding off

06

Way Forward



### ADVANCES

To grow by 30% - 35%

### DEPOSITS

To grow by 40% - 45%

### ASSET MIX

Secured mix of 55%

### ASSET QUALITY

GNPA <5% / NNPA <3%  
INR 280 Cr receivable from CGFMU in FY26 depends on the timing of claim

### RETURNS

ROA to be 1.5% to 1.6%  
ROE to be 11% to 12%

*As of March'25 GNPA (INR 734 Cr), NNPA (INR 457 Cr), against which INR 460 Cr is receivable under CGFMU scheme.  
INR 280 Cr in FY26 depending on the timing of claim and rest in FY27*



**1**

**Sustaining focus on Individual Loans with continued coverage under government-backed insurance schemes**

**2**

**Capitalizing on the growth of the MSME segment**

**3**

**Driving deeper market penetration and continued momentum of secured products like mortgage & CV, resulting to 55% secured mix for balanced lower-risk growth**

**4**

**Focused growth via segmented CA, digital SA, and hybrid (digital & low cost branch led) FD strategy**

**5**

**Accelerating our digital journey to offer various products through partner like secured credit card & credit on UPI**

**6**

**Investing in middle management to build a core layer and fostering performance-driven culture with long-term impact**

**7**

**Positioning as the preferred banker for the aspiring middle class**

07

## CSR Initiatives



# BEYOND BANKING

The CSR activities for the Bank are mostly undertaken by 'Suryoday Foundation'. Currently 6 programs are under implementation. A total of 77,679 beneficiaries have been covered in FY25 across these programs



Health Interventions  
with focus on women  
and adolescent girls  
"Spandan"



Quality Education  
for all children  
"Vidya"



Financial Capability  
of Domestic Workers  
"Adhira"



Financial Capability  
for Students  
"Ujjwal"



Financial Capability  
for Parents  
"Swayamshree"



Supplementary  
Livelihoods  
"Udyojika"

## Responsibility towards Community



**Delhi House Society Sewa Ashram** is aimed at addressing the unique challenges faced by single, abandoned, and underprivileged mothers.

30 women are enrolled in our program, receiving comprehensive support in several key areas like Job & Employment Support, Health Support, & Skill Development

## BEYOND BANKING

In FY25, the bank has conducted CSR activities with other Implementing agencies too, **Rotary Club of Madras**. Which collaborated with the Greater Chennai Corporation, launched the Mobile Health Clinic/ Dental Unit Project to provide accessible dental care to school children and Urban communities in Chennai. This project aims to promote oral health awareness, detect early dental problems, and provide timely treatment for 13,519 beneficiaries covering 80 Schools and 43 UPHC & UCHC



### Responsibility towards Community



**Kanavu Trust**, constructed New Bathroom Complex for Sarva Seva Matriculation school, Cuddalore, Tamil Nadu which consists of 16 Urinals for each male and female & 5 Toilets for each male and female.

# GLOSSARY

Terminology	Definition
AUM	Assets Under Management
CASA	Current Account Savings Account
CBS	Core Banking System
CGFMU	Credit Guarantee Fund for Micro Units
CTI	Cost-To-Income
CV	Commercial Vehicles
DSA	Direct Selling Agent
ETB	Existing-To-Bank
FIG	Financial Institutions Group
GNPA	Gross Non Performing Assets
HL	Housing Loans
IF	Inclusive Finance
JLG	Joint Liability Group
LAP	Loan Against Property
MFI	Microfinance Institution
MHL	Micro Home Loan

Terminology	Definition
NNPA	Net Non Performing Assets
NPA	Non Performing Assets
NTB	New-To-Bank
PAR	Portfolio at Risk
PAT	Profit After Tax
PBT	Profit Before Tax
PCR	Provision Coverage Ratio
PMJJY	Pradhan Mantri Jeevan Jyoti Bima Yojana
PMSBY	Pradhan Mantri Suraksha Bima Yojana
Pre-POP	Pre-Provision Operating Profit
RoA	Return on Asset
RoE	Return on Equity
SA	Savings Account
SBO	Smart Banking Outlets
SFB	Small Finance Bank
TAT	Turnaround Time

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