



CIN : L65100DL1994PLC061287

Fusion Finance Limited

(Formerly known as Fusion Micro Finance Limited)

Letter No. FFL/SEC/2024-25/SE-115

Date: 16.11.2024

The Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block Bandra Kurla Complex, Bandra (E), Mumbai - 400 051 Scrip Code: FUSION	The Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Mumbai - 400 001 Scrip Code: 543652
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Sub: Submission of Earnings Presentation of Q2-H1 FY2024-25

Dear Sir/Ma'am,

Pursuant to Regulation 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Earnings Presentation with respect to Unaudited Financial Results for Quarter and Half Year ended on September 30, 2024.

The same is also available on the website of company i.e. www.fusionfin.com.

Request you to take the same on records.

Thanking you,
Sincerely,

For Fusion Finance Limited
(Formerly Fusion Micro Finance Limited)

DEEPAK MADAAN
Digitally signed by
DEEPAK MADAAN
Date: 2024.11.16
12:23:38 +05'30'

Deepak Madaan
Company Secretary & Chief Compliance Officer
Membership No. A24811
Place: Gurugram



Fusion Finance Limited

Investor Presentation Q2 FY25

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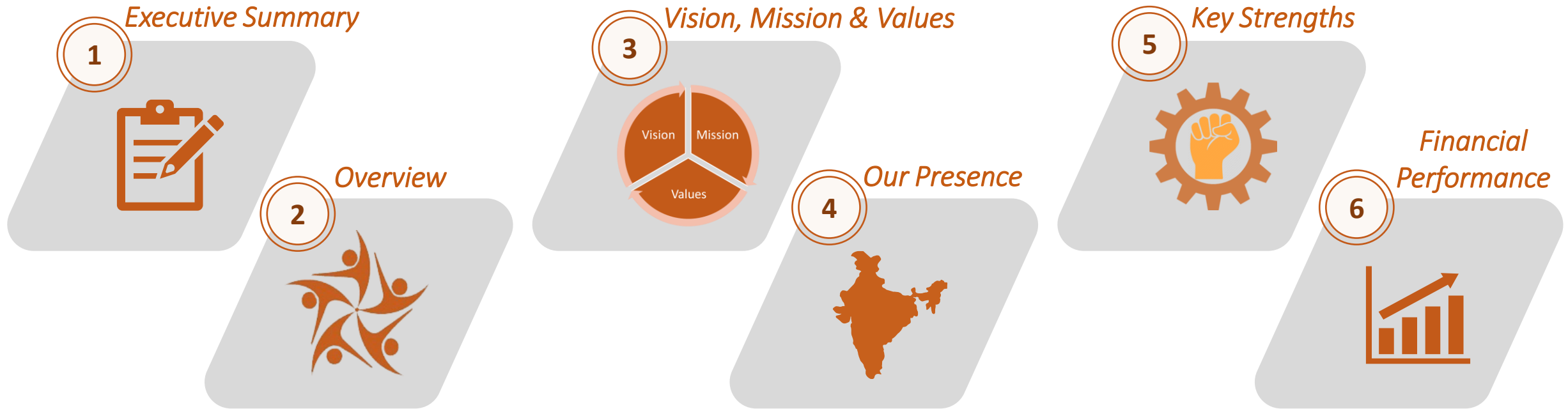
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- ✿ **Customer Leverage, coupled with stagnant household income impacted by inflation**
 - ✿ Customers have taken multiple loans
 - ✿ Significant rise in overall customer indebtedness levels
 - ✿ High food inflation has adversely impacted household expense levels and as a result debt serviceability

- ✿ **MF working model, JLG discipline & Credit culture**
 - ✿ Dilution of JLG culture and credit discipline
 - ✿ Low center meeting attendance leading to door-step Collections
 - ✿ Unauthorised illegal agencies fraudulently propagating loan waiver schemes to innocent customers have impacted collections

- ✿ **Customer migration**
 - ✿ Macro-economic factors impeding livelihood generation leading to customers migrating away from home
 - ✿ Unforeseen climatic conditions / natural disasters through the entire year in various parts of the country have also added to the customers' woes

- ✿ **Field Attrition**
 - ✿ Micro Finance sector continues to see high entry level staff attrition





Challenging quarter due to industry wide headwinds , leading to drop in collection efficiencies and impact on other operating metrics. Implemented immediate corrective measures including tighter customer selection criteria, strengthened collections infra and building out management team including new COO. Healthy CRAR of 24.39% and robust liquidity of ₹1,793 Cr...On track to raise Equity via Rights Issue of up to ₹550 Cr.

MSME vertical is scaling up well with AUM at ₹620 Cr, portfolio level secured mix at 78%

AUM

₹11,571 Cr

Disbursement

₹1,661 Cr

NIM

11.48%

PAT

₹ (305.04) Cr

Network

22 States
483 Districts
1463 Branches

✿ Strengthened Management Team

- ✿ Onboarded new COO

✿ Strengthened Collections Infrastructure

- ✿ New Collections Head
- ✿ Improved analytics and planning for state specific events
- ✿ Ramped up dedicated field team for collections
- ✿ Tele calling set up for pan India, both for welcome call and early buckets recovery & to assist in hard bucket collections
- ✿ Recalibrated staff incentives for better alignment with collections

✿ Tightened customer onboarding criteria beyond MFIN directive

- ✿ Loan Exposure
- ✿ No. of lenders
- ✿ Repayment Behaviour

✿ Driving Center Meeting discipline across all branches

- ✿ Piloted Customer Loyalty Program, incentivizing customers for attendance and digital payments

✿ Focused efforts on reduction of field attrition

- ✿ Customer/RO metric, now at ~380 from erstwhile ~540
- ✿ Extensive engagement via in-person events and L&D initiatives

✿ Introduction of Branch Quality Ops resource for better control and bandwidth rationalization

Performance Highlights

Key Metrics	Q2'25	Q2'24	YoY	Q1'25	QoQ
Total Income (₹ Cr)	703.71	571.26	23.19% ↑	706.68	0.42% ↓
NII (₹ Cr)	397.29	304.54	30.46% ↑	396.55	0.19% ↑
NIM	11.48%	11.12%	36 bps ↑	11.64%	16 bps ↓
Cost to Income	40.41%	36.41%	400 bps ↑	38.39%	202 bps ↑
PPOP (₹ Cr)	283.84	241.79	17.39% ↑	297.75	4.67% ↓
Net worth (₹ Cr)	2,522.67	2,576.93	2.11% ↓	2,818.64	10.50% ↓

Customer Leverage & PAR

Timeline / Relationship #	Unique to Us ever + now	Us+1	Us+2	Us+3	Us+4	Us+ >= 5	Us+ >= 3	Us+ >= 4
Customer Composition*								
Mar'24	30.9%	19.7%	17.8%	14.6%	10.5%	6.4%	31.5%	16.9%
Sep'24	33.3%	26.0%	19.0%	11.9%	5.7%	4.0%	21.7%	9.7%

PAR 0+	Us+ >= 3	Us+ >= 4
Sep'24	23.0%	29.9%

All India 0+ PAR at 14.9%

Fusion Customers*		
Timelines Bucket	Sep'24	Mar'24
<40k	78%	77.8%
40k-60k	17.7%	19.0%
60k-100k	4.3%	3.2%
>100k	0.0%	0.0%
Total	100%	100.0%

Fusion Customers having MFI Exposure*		
Timelines Bucket	Sep'24	Mar'24
<40k	33.6%	30.7%
40k-60k	15.1%	14.8%
60k-100k	23.6%	22.3%
>100k	27.7%	32.2%
Total	100.0%	100.0%

Top 5 State	Collection Efficiency (Inc Arr) - Q2'25
Uttar Pradesh	93.5%
Bihar	93.5%
Odisha	88.0%
Madhya Pradesh	88.8%
Tamil Nadu	89.5%
All India	91.0%

*PR data Source : Equifax


Data calculations done on all Fusion customers

(₹ Cr)

Particulars	Q2'25	Q2'24	Q1'25	H1'25	FY 24
Opening ECL [A]	644.06	328.38	354.54	354.54	312.66
- Provisions as per ECL [B]	693.00	75.28	347.92	1,040.92	361.08
Reversals (on account of write-off) [C]	196.44	103.42	58.40	254.84	319.20
Closing ECL [D = A+B-C]	1,140.62	300.24	644.06	1,140.62	354.54
Impairment [F]	693.00	75.28	347.92	1,040.92	361.08
Credit Cost (Provisions) / % of Avg. On-Book Loan Portfolio*	6.55%	0.85%	3.28%	10.11%	3.87%
Bad-Debt Recovery [G]	3.31	10.41	4.49	7.80	26.81
Net P&L Impact [F – G]	689.69	64.87	343.43	1,033.12	334.27
Net P&L Impact – % of Avg. On-Book Loan Portfolio*	6.51%	0.73%	3.24%	10.04%	3.58%

* Non-annualized

Slab	Loans (Gross) (₹ Cr)	ECL (₹ Cr)	Loans (Gross) (%)	ECL (%)
- Stage I	8,911.33	163.87	86.69%	1.84%
- Stage II	401.41	239.72	3.90%	59.72%
- Stage III	967.22	737.03	9.41%	76.20%
Total	10,279.96	1,140.62	100.00%	11.10%
- GNPA (Stage III)				9.41%
- NNPA (Net Stage III)				2.41%

 Total management overlay as on Sep 30, 2024 is ₹59.5 Cr



Diversified

Organically diversified
since inception

Client Growth

~20% over last 5 Years

AUM Growth

~34% over last 5 years

Technology

On Cloud since 2013

Robust Liability Management

Marquee Investor

Warburg Pincus - 2018

Ratings

A+/ Stable (ICRA)
A+/ Negative (CRISIL)
A/ Negative (CARE)

IPO

Nov 2022

New Product

Started MSME in 2019





Vision:

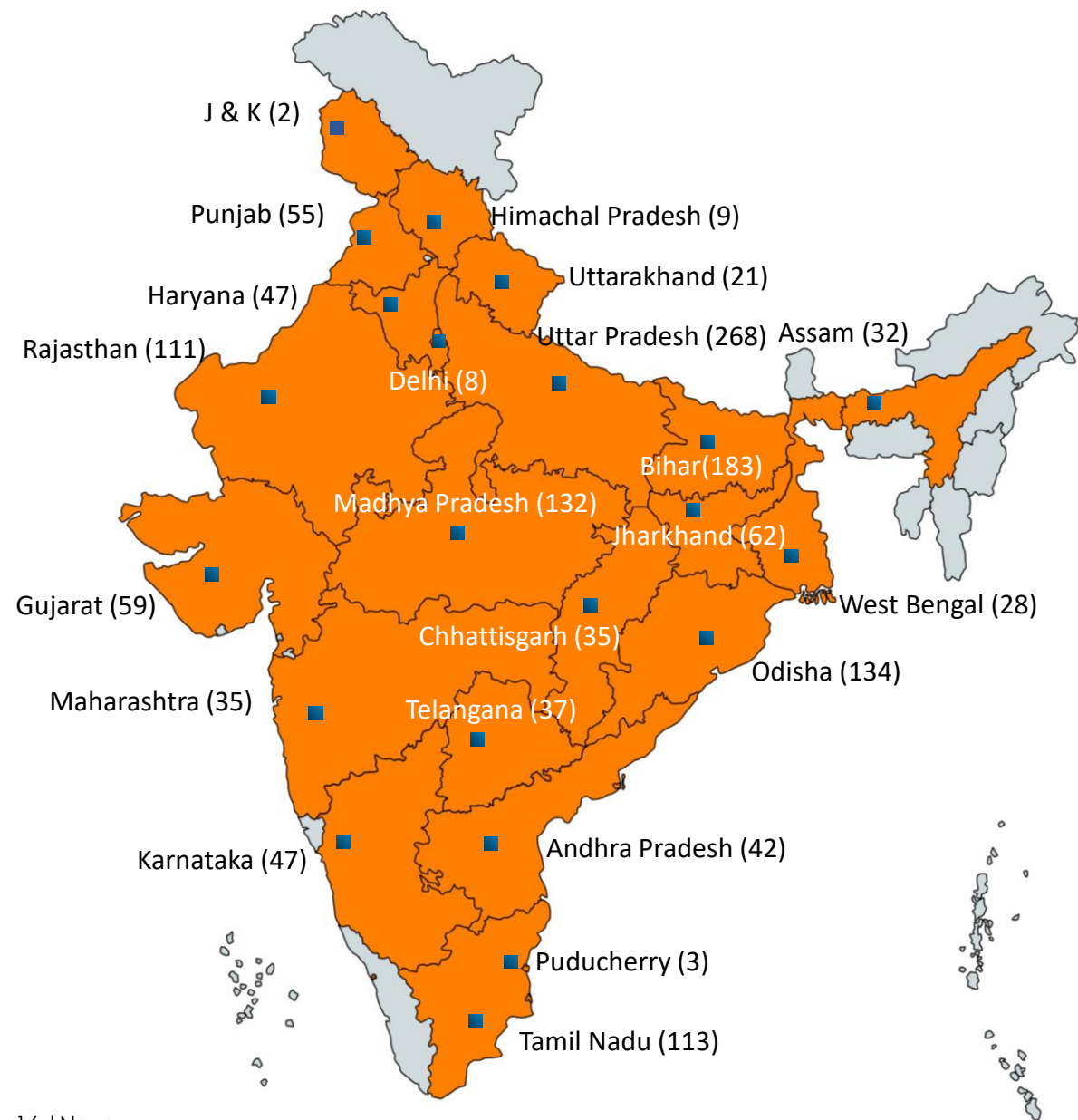
“Fusion Finance with a social vision and business orientation aims to provide underprivileged women with economic opportunities to transform the quality of their lives.”



Mission:

“A self-sustainable financial institution which leverages the distribution network to channel other products and services.”





	FY 10-15	FY 16	FY24	H1 FY 25
States	5	9	22	22
Districts	38	88	453	483
Branches	75	173	1297	1463
AUM (₹ Cr)	295	647	11,476	11,571





Diversification

Liability Management



Consistency

Digital Orientation



People



Operational Prudence

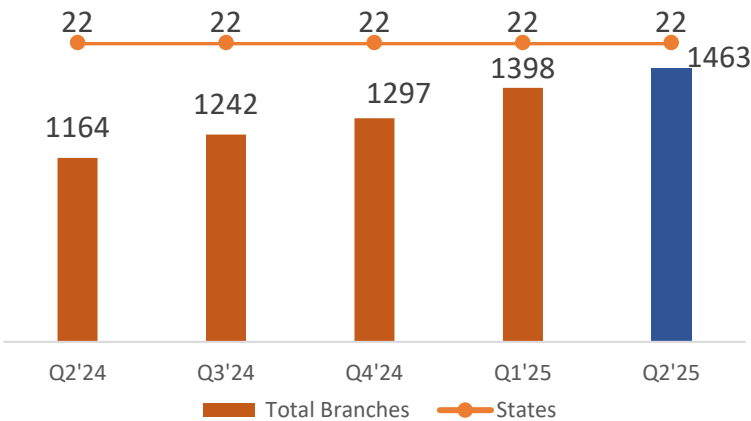
Strong Governance



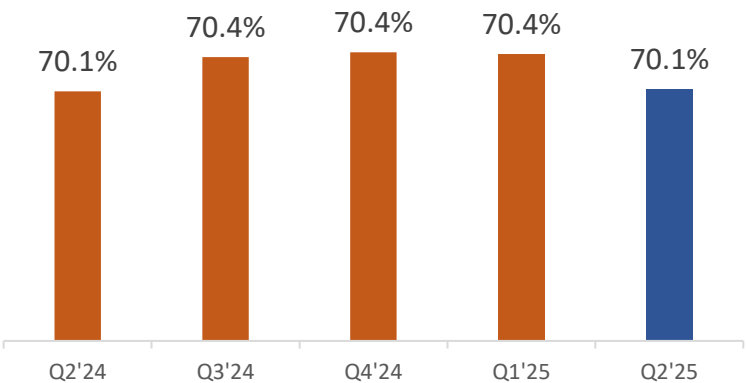
Key Strengths : Diversification

QoQ

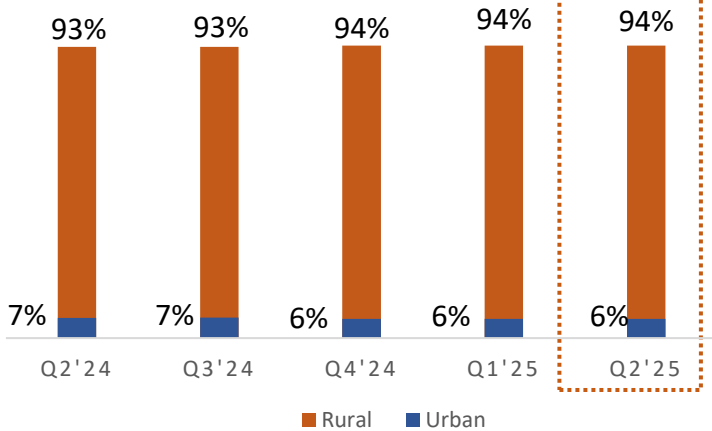
Network Distribution



Top 5 states concentration

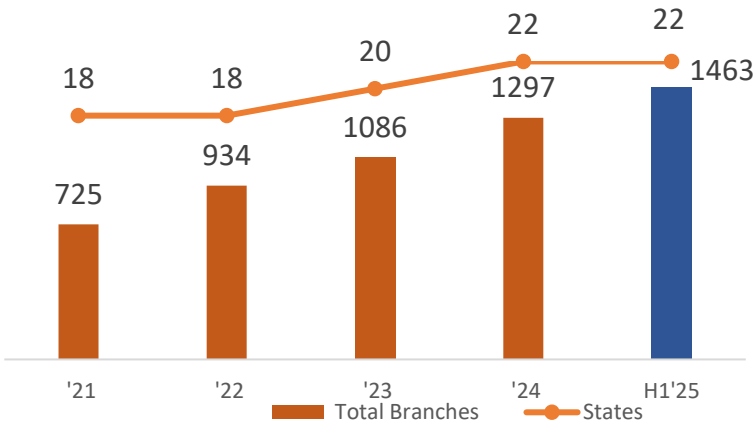


Rural vs Urban Presence

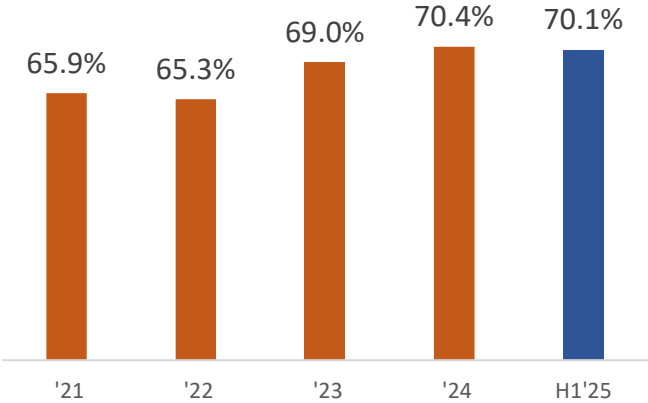


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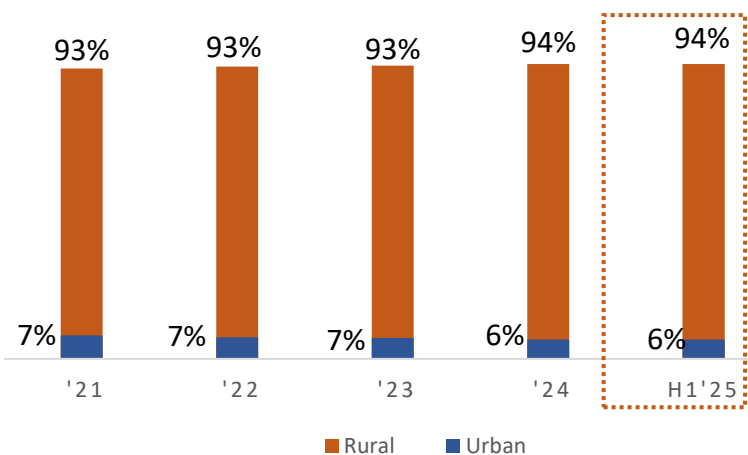
Network Distribution



Top 5 states concentration



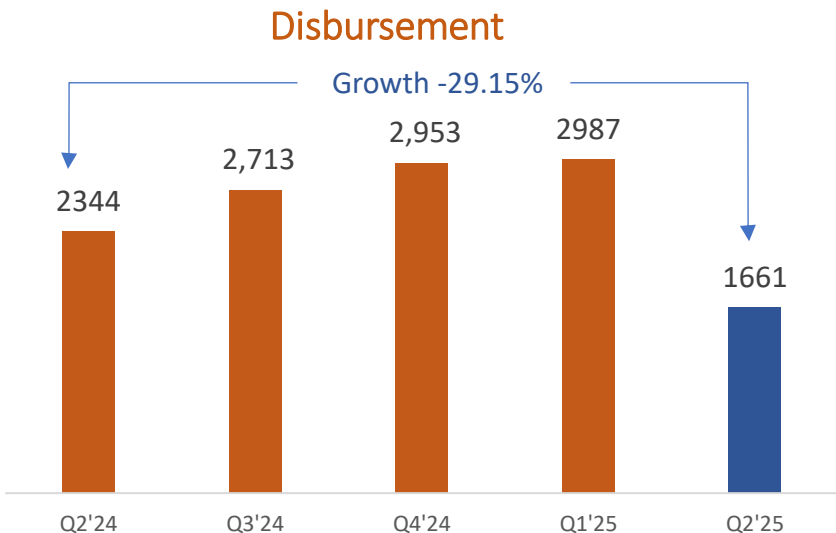
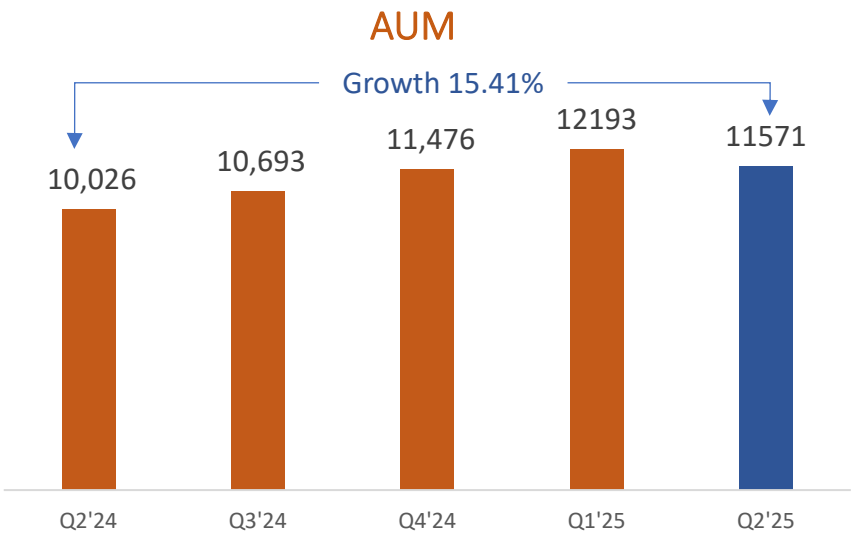
Rural vs Urban Presence



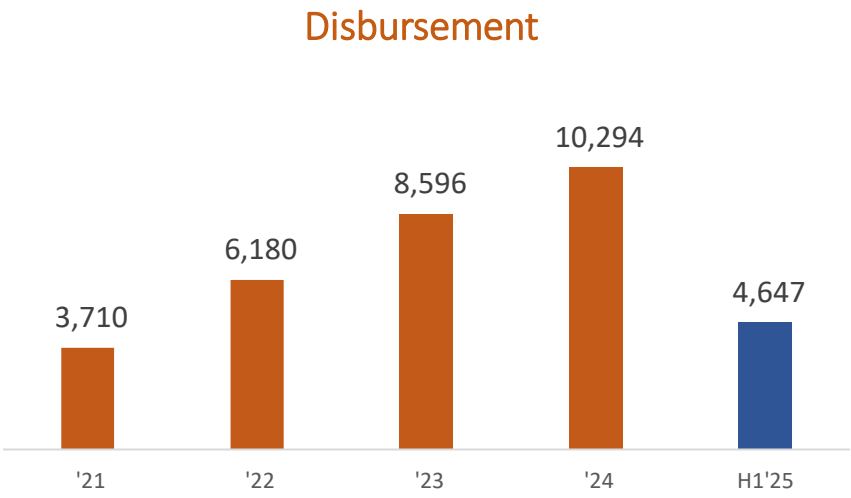
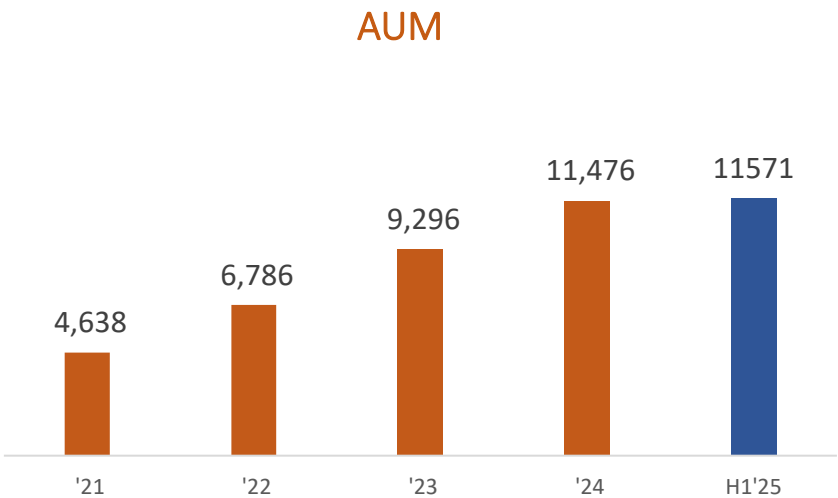
Key Strengths : Consistency

QoQ

(₹ Cr)

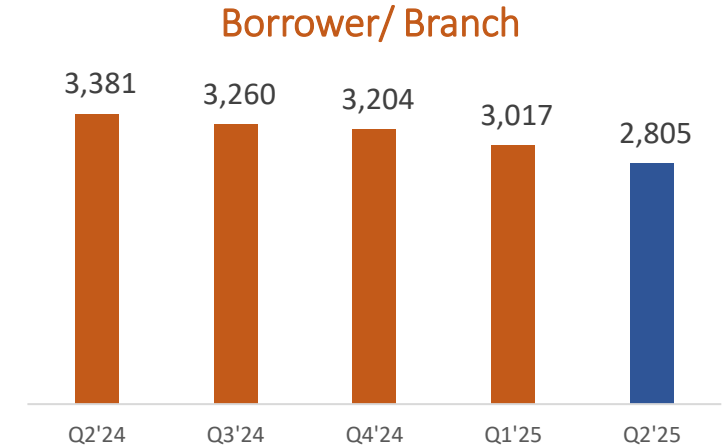
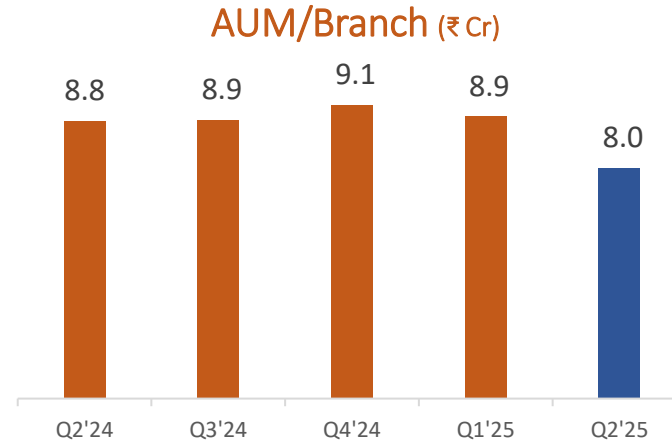
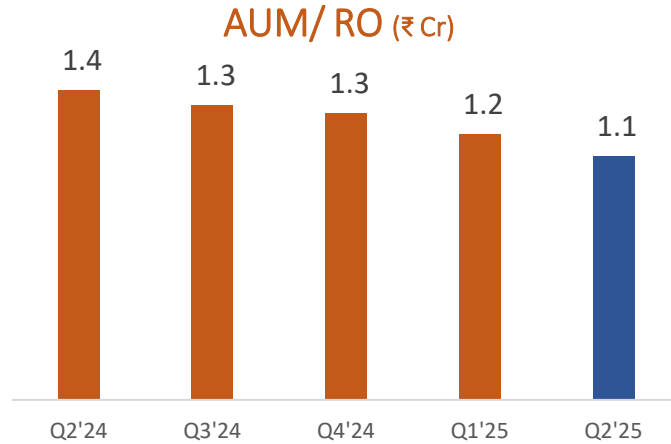


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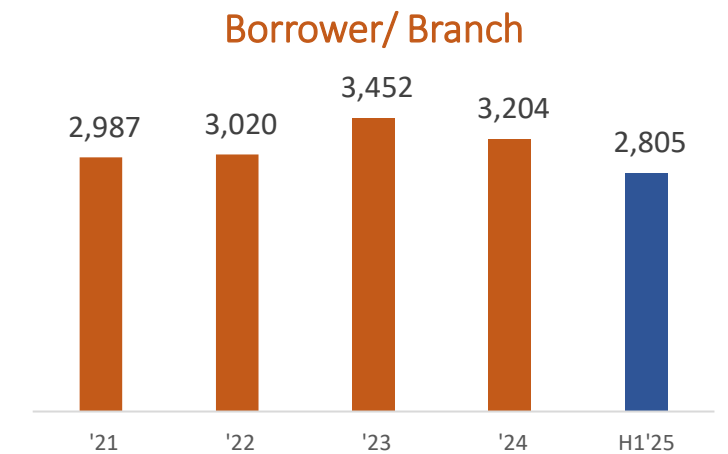
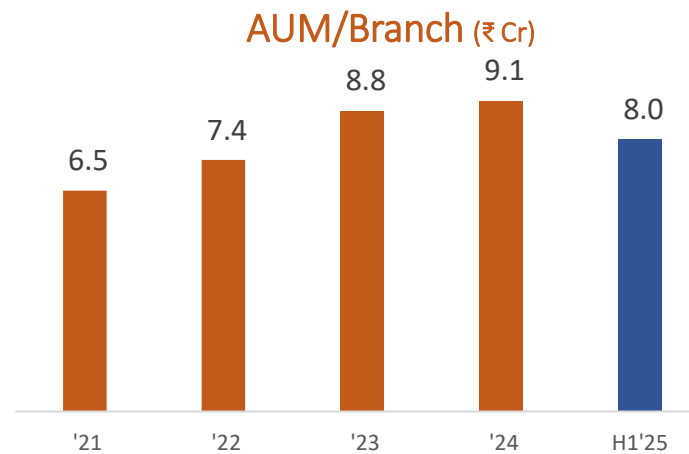
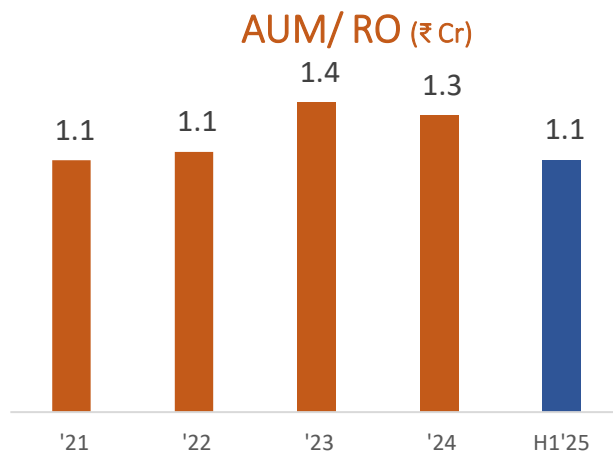


Key Strengths : Consistency (Contd...)

QoQ



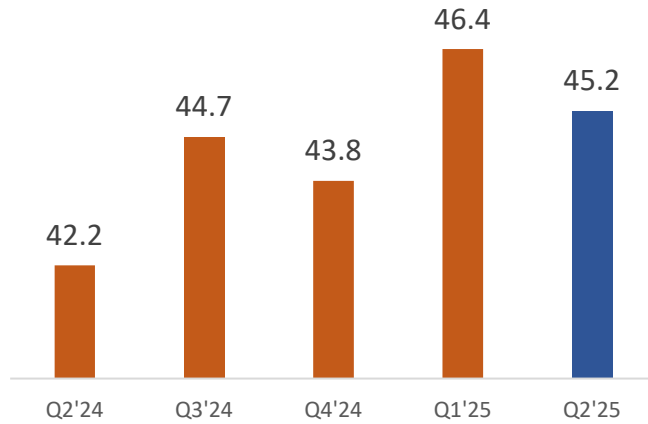
YoY



Key Strengths : Operational Prudence

QoQ

Avg. Ticket Size (₹ K)

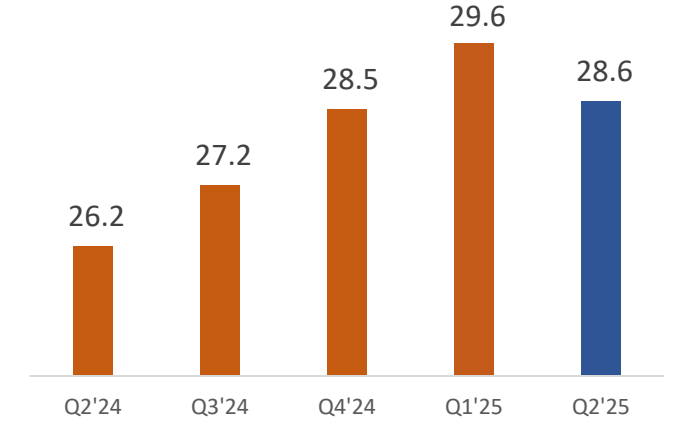


Active Borrowers (Lakh)

Growth 4.2%

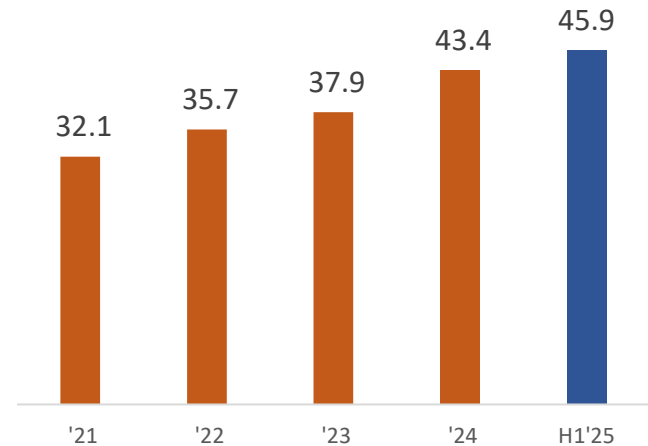


Avg. OS / Borrower (₹ K)



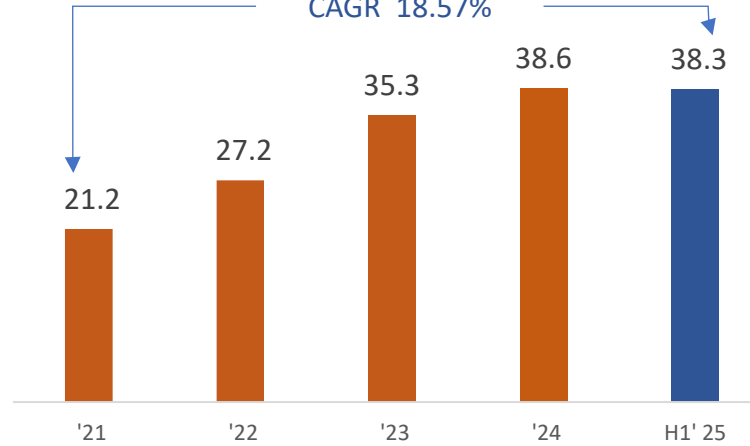
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Avg. Ticket Size (₹ K)

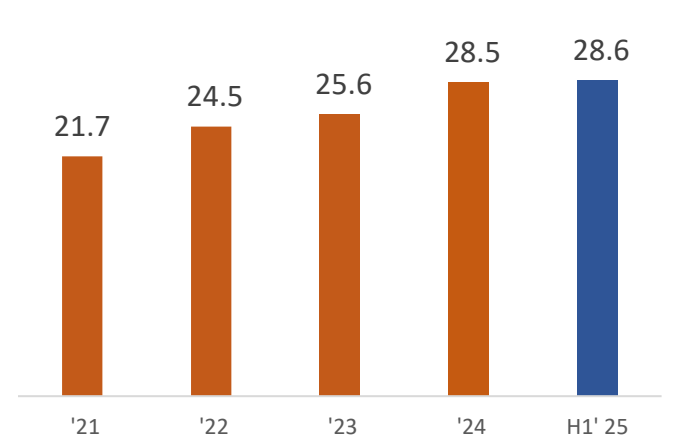


Active Borrowers (Lakh)

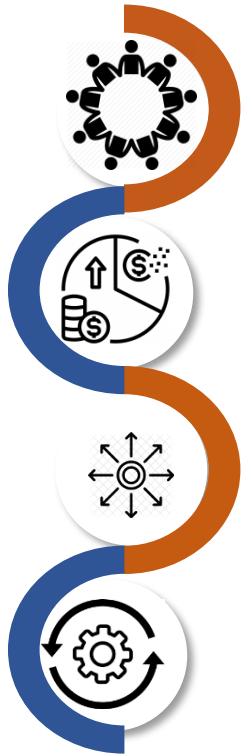
CAGR 18.57%



Avg. OS / Borrower (₹ K)



Branch Vintage (Years)	Mar'23		Mar'24		Jun'24		Sep'24	
	Branches	POS Contribution	Branches	POS Contribution	Branches	POS Contribution	Branches	POS Contribution
<1 Yrs	121	4%	181	4%	270	6%	278	7%
1 - 2 Yrs	190	14%	121	7%	106	6%	100	4%
2 - 3 Yrs	118	11%	190	15%	200	15%	233	16%
> 3 Yrs	590	71%	708	74%	727	73%	755	73%
Grand Total	1019	100%	1200	100%	1303	100%	1366	100%



Stable and experienced core management team with an average tenure of almost 8 years

Strong second line with diverse experience with a healthy balance of home-grown and new talent

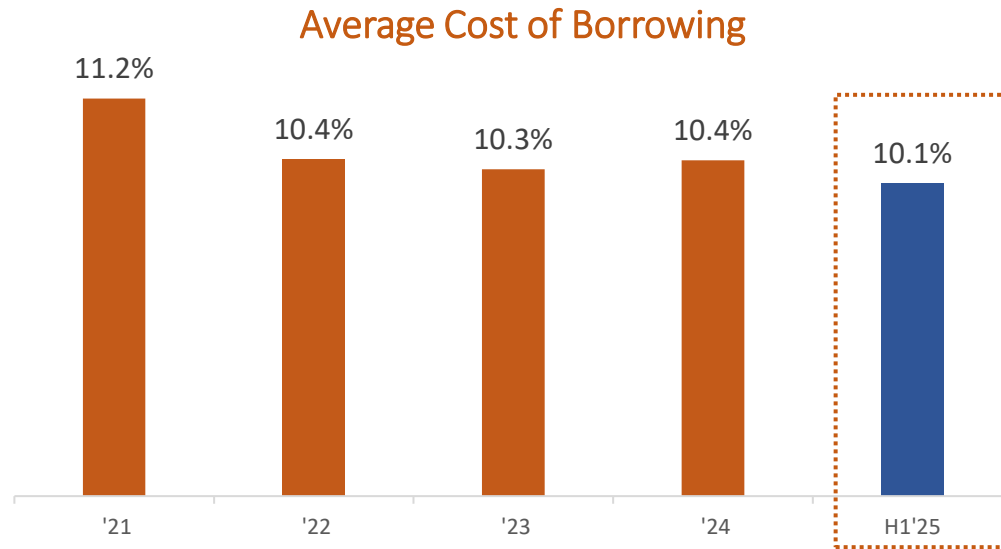
Performance driven culture with differentiated rewards for high performers

Improving the employee stickiness by deepening connect, further strengthening reward mechanisms and capability development

Improved gender diversity quotient driven by hiring of women in field roles

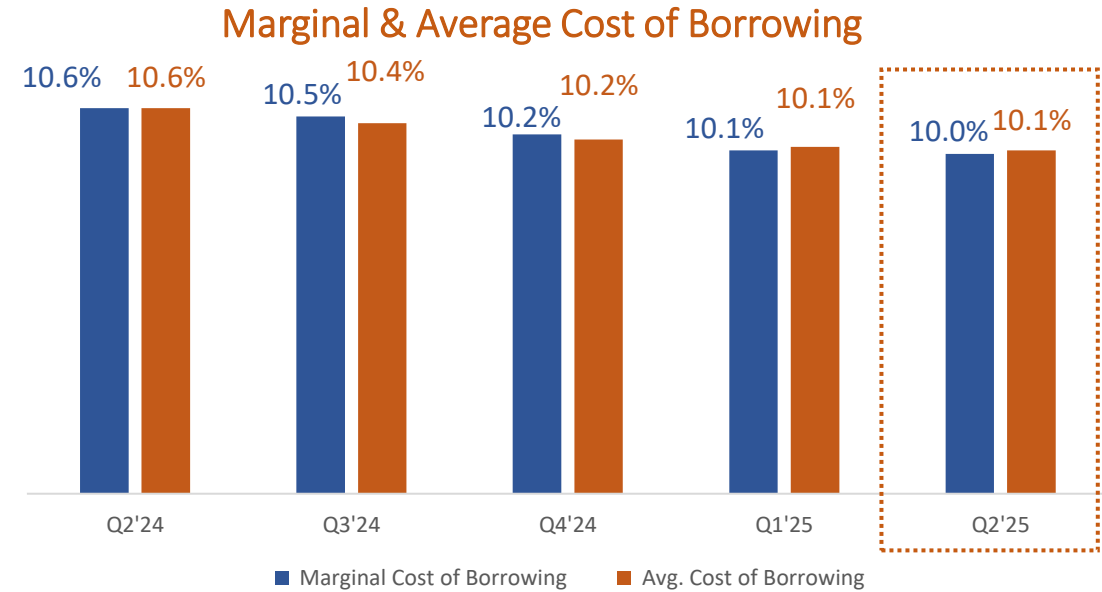
Team Size
>16k
Pan India

Key Strengths : Liability Management



YoY

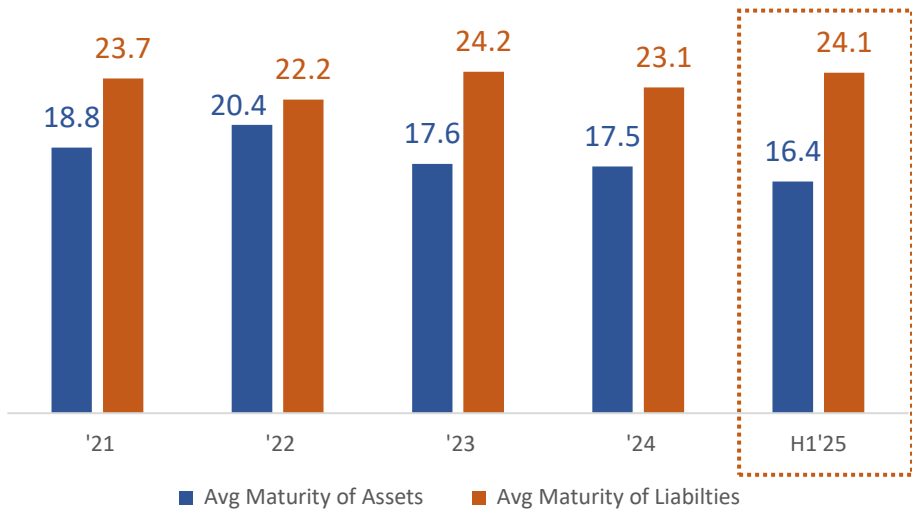
QoQ



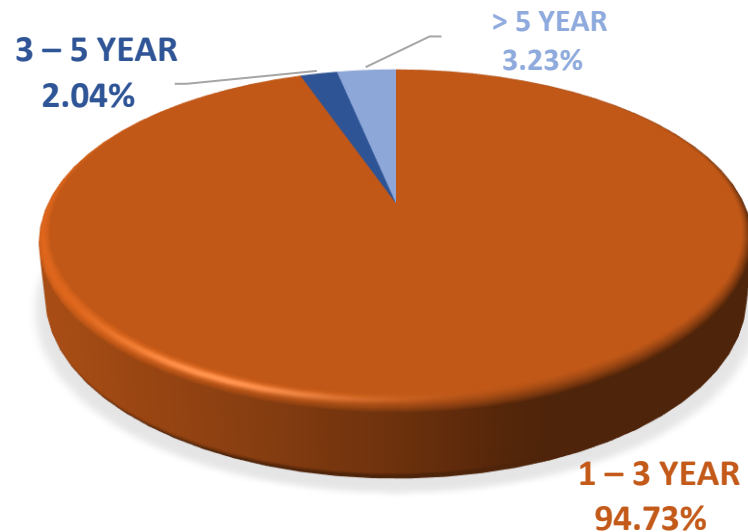
Institutions / Banks	Q2FY25	Q1FY25	FY24	FY23	FY22	FY21
Public Sector Banks	29.3%	28.5%	29.4%	25.8%	21.4%	13.3%
Development Financial Institutions - Domestic	6.5%	7.1%	8.3%	7.8%	11.7%	13.3%
Private Sector Banks	39.2%	40.3%	42.4%	37.5%	36.5%	36.4%
Foreign-Banks	18.4%	17.4%	14.4%	12.9%	13.7%	16.4%
Non-Banking Financial Institutions	2.8%	3.3%	3.6%	9.5%	8.8%	7.1%
Foreign Portfolio Investors	1.7%	1.8%	1.9%	6.5%	7.9%	13.5%
Development Financial Institutions - Foreign	2.1%	1.6%	-	-	-	-
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

Key Strengths : Liability Management (Contd...)

Positive ALM (Months)



Loan Maturity



 **Sanctions in hand**
₹1,495 Cr

Stable Liquidity Position

Details	For the Month			Jan'25 to Mar'25
	Oct-24	Nov-24	Dec-24	
Opening Cash & Equivalents (A)	1,793	1,934	2,025	2,031
Loan Recovery [Principal + Interest] (B)*	863	785	788	2,163
Equity Infusion (C)				550
Total Inflow D= (A + B + C)	2,656	2,719	2,813	4,744
Borrowing Payment [Principal + Interest] (E)	592	576	666	1,600
Direct Assignment [Principal + Interest] (F)	130	117	116	314
Total Outflow G = (E + F)	722	693	782	1,914
Closing Cash & equivalents H = (D - G)	1,934	2,026	2,031	2,830

* Loan Recovery taken as 90% of scheduled demand

Rating Instrument	Rating Agency	Ratings
Long-term debt	CRISIL	A+/- Negative
	CARE	A / Negative
NCD	ICRA	A+/- Stable
Commercial Paper (CP)	CRISIL	A1+
Grading	CART	MFI 1
Comprehensive MFI Grading (COCA)	M-CRIL	M2C1
Client Protection Certification	M-CRIL	Gold Level

Technology – Infrastructure

- ✿ Early Cloud adoption
- ✿ Scalable
- ✿ Open API Architecture

“Touch & Tech” Strategy

Business Outcome

Advanced Customer Interface

- ✿ UPI Collections
- ✿ Realtime Credit Check

Customer Experience



- ✿ Digital onboarding since 2019
- ✿ Cashless disbursement at **99.81%** in Q2 FY25

Operational Efficiency



- ✿ Loan Approval TAT at **5.2 days**

Scalability & Optimization of Resources



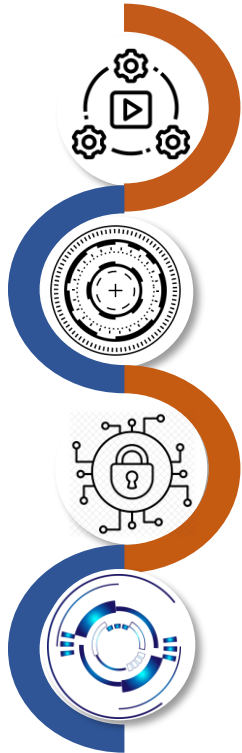
- ✿ Branches increased to **1463** in Q2 FY25 with presence in **22 States & 483 Districts**

Safe & Secure

- ✿ Email Security
- ✿ EDR (Endpoint Detection & Response)
- ✿ Device Encryption
- ✿ Data Classification & Data Loss Prevention

Awarded ISO 27001:2013





Robotic Process Automation facilitating

- Automated credit decisioning
- Driving operational efficiency

Continuous investment in core technology

Continue to invest in cyber resilience framework

Envisioning future ready Tech framework

- Monolithic → Microservices Architecture

Develop Technology Solutions
To proactively access opportunities



Leverage Robotics
To automate manual & repetitive jobs



**DIGITAL
TRANSFORMATION
DRIVE**

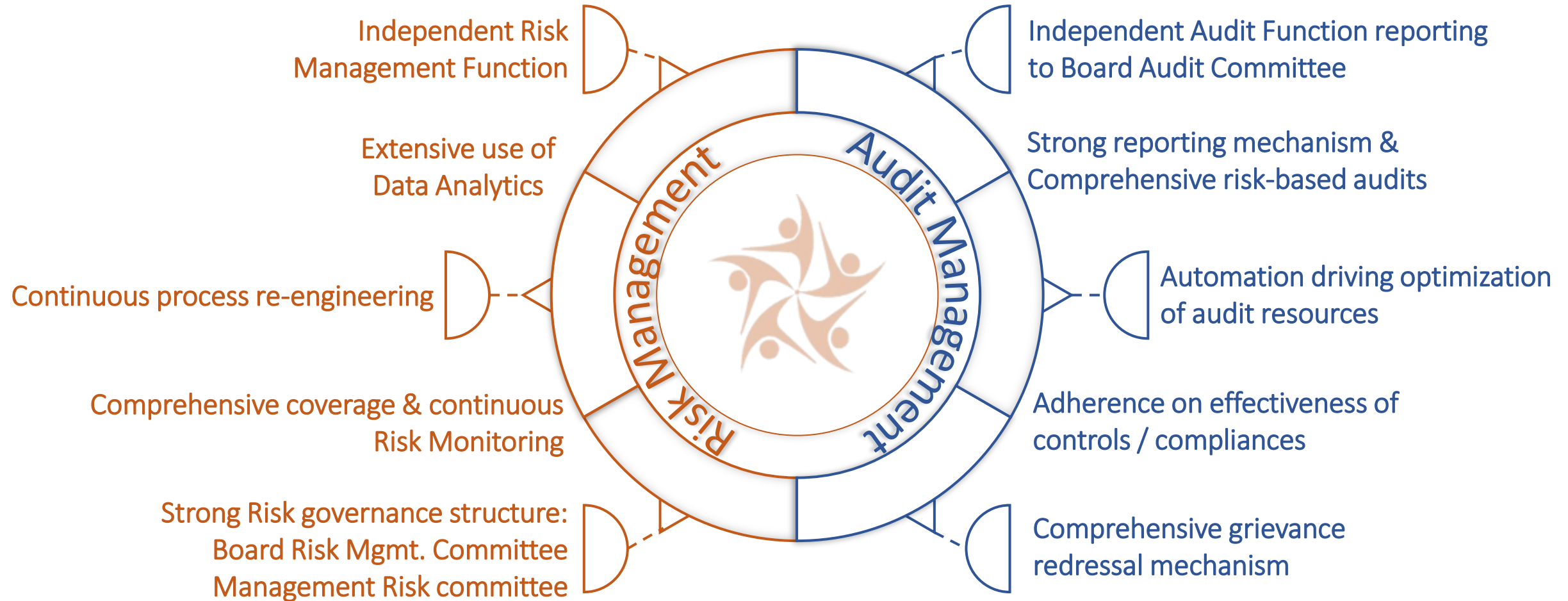
Leverage System Intelligence
To provide early delinquency signal



Utilize Machine Learning
To build prediction models



Key Strengths : Strong Governance



ESG - seeking to be a responsible Financial Institution

Responsible approach towards environment , community and employees as well as towards internal governance standards

Continuous Engagement with Community and Employees



Under 20 CSR programs, 211 activities implemented and covered 148 districts across 21 states and UTs , touching 43K+ lives.



Under the CSR program Shiksha, over 300+ students are currently undergoing screening . So far, 100 students have received the scholarship , with the remaining disbursements scheduled for Q3 and Q4.



33 financial literacy awareness sessions were conducted benefiting 4274 rural people to enhance their knowledge on various aspects of financial management across 11 states



Currently, 3 mobile medical vans are operating across 3 States., providing regular check ups for over 7K+ individuals in 52 villages.



Provided support to over 2K+ families during relief effort , benefitting a total of over 9K+ individuals across 9 states.

Governance Standards



50% board comprising independent directors including 2 women directors



Special veto powers for Head of Audit for new area approval



Risk Management Committee to review management policies in relation to various risks and regulatory compliance issues



Awarded a score of 96% on the Code of Conduct Assessment (CoCA) for MFIs in India by M-CRIL⁽¹⁾

Awarded the Gold Level Certification by M-CRIL⁽²⁾ according to the new Client Protection Certification Framework promoted by SPTF and CERISE



Dedicated ALM committee to monitor maturity schedule of financial liabilities & assets

Successful assessment by BNP Paribas against seven dimensions of Universal Standards for Social and Environmental Performance Management (USSEPM) showcasing our continued focus & progress on key parameters like social strategy, leadership commitment, client-centricity, client protection and human resource development.

1. Rated 96% on the Code of Conduct Assessment for MFIs in India, based on indicators of transparency, client protection, governance, recruitment, client education, grievance redress and data sharing, by M-CRIL, a global leader in the financial rating of microfinance institutions
2. Gold level certification is awarded based on the Total score achieved in 83 Indicators with compliance $\geq 95\%$ by M-CRIL and approved by SPTF and CERISE



20

CSR Programs



211

CSR Activities



43,234

(34,879 in Q2)

Lives Touched



21

States & UTs



148

Districts



23

Aspirational
Districts



14

Partnership
with NGOS



88

Branding &
Visibility



1,217

Employees
Participation



407

External
Stakeholders





Profit and Loss Statement

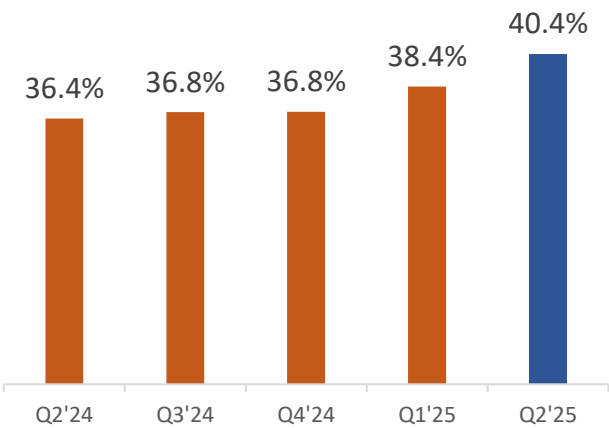
Profit & Loss Statement (₹ Cr)	Q2'25	Q2'24	YoY %	Q1'25	QoQ %	H1'25	H1'24	YoY%
Revenue from operations								
- Interest income	626.08	496.80	26.02%	621.28	0.77%	1,247.36	975.80	27.83%
- Other revenue from operations	65.47	49.84	31.36%	67.04	(2.34)%	132.51	101.91	30.03%
Total revenue from operations	691.55	546.64	26.51%	688.32	0.47%	1,379.87	1,077.71	28.04%
- Other income	12.16	24.62	(50.61)%	18.36	(33.77)%	30.52	46.33	(34.12)%
Total income	703.71	571.26	23.19%	706.68	(0.42)%	1,410.39	1,124.04	25.48%
Expenses								
- Finance costs	227.36	191.01	19.03%	223.41	1.77%	450.77	374.49	20.37%
- Employee benefit expense	140.47	99.28	41.49%	135.40	3.74%	275.87	197.12	39.95%
- Depreciation and amortization expense	2.85	2.09	36.36%	2.36	20.76%	5.21	3.85	35.32%
- Other expenses	49.19	37.09	32.62%	47.76	2.99%	96.95	71.40	35.78%
- Impairment of financial instruments	694.05	76.20	810.83%	348.47	99.17%	1,042.52	152.13	585.28%
Total expenses	1,113.92	405.67	174.59%	757.40	47.07%	1,871.32	798.99	134.21%
Profit/(loss) before tax	(410.21)	165.59	(347.73)%	(50.72)	-	(460.93)	325.05	(241.80)%
- Tax expense	(105.17)	39.90	(363.58)%	(15.10)	-	(120.27)	78.90	(252.43)%
Profit/(loss) after tax for the period/year	(305.04)	125.69	(342.69)%	(35.62)	-	(340.66)	246.15	(238.40)%
Net interest income	397.29	304.54	30.46%	396.55	0.19%	793.84	598.61	32.61%
PPOP	283.84	241.79	17.39%	297.75	(4.67)%	581.59	477.18	21.88%

Balance Sheet

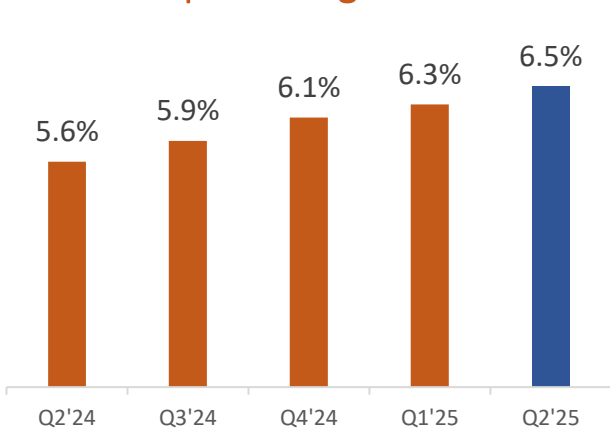
Financial Position (₹ Cr)	Q2'25	Q2'24	YoY %	Q1'25	QoQ%
Financial and Non-financial assets					
- Cash & Other Bank Balances	1,793.06	1,400.43	28.04%	1,590.00	12.77%
- Bank balances other than cash and cash equivalents	57.50	60.70	(5.27)%	60.43	(4.85)%
- Loans (Net of Impairment Loss Allowance)	9,139.34	8,694.71	5.11%	10,250.59	(10.84)%
- Investments	2.02	2.02	2.48%	2.02	2.48%
- Current and deferred tax assets	284.27	117.51	141.91%	169.97	67.25%
- PPE, Right of use asset and Intangible assets & Capital WIP	31.88	23.83	33.78%	28.64	11.31%
- Trade Receivables, Derivative financial & Other financial assets	135.85	97.35	39.55%	124.44	9.17%
- Other non-financial assets	36.68	35.20	4.20%	28.14	30.35%
Total assets	11,480.65	10,431.75	10.05%	12,254.23	(6.31)%
Financial and Non-Financial liabilities					
- Debt securities	181.22	537.14	(66.26)%	195.60	(7.35)%
- Borrowings (other than debt securities)	8,406.51	6,907.55	21.70%	8,874.02	(5.27)%
- Subordinated liabilities	53.58	83.21	(35.61)%	53.48	0.19%
- Trade payables & Derivative financial instrument	57.90	75.15	(22.95)%	65.66	(11.82)%
- Other financial liabilities	163.77	209.18	(21.71)%	179.89	(8.96)%
- Current tax, Provisions & Other non-financial liabilities	95.00	42.59	123.06%	66.94	41.92%
Total liabilities	8,957.98	7,854.82	14.04%	9,435.59	(5.06)%
Total equity	2,522.67	2,576.93	(2.11)%	2,818.64	(10.50)%
Total liabilities and equity	11,480.65	10,431.75	10.05%	12,254.23	(6.31)%

QoQ

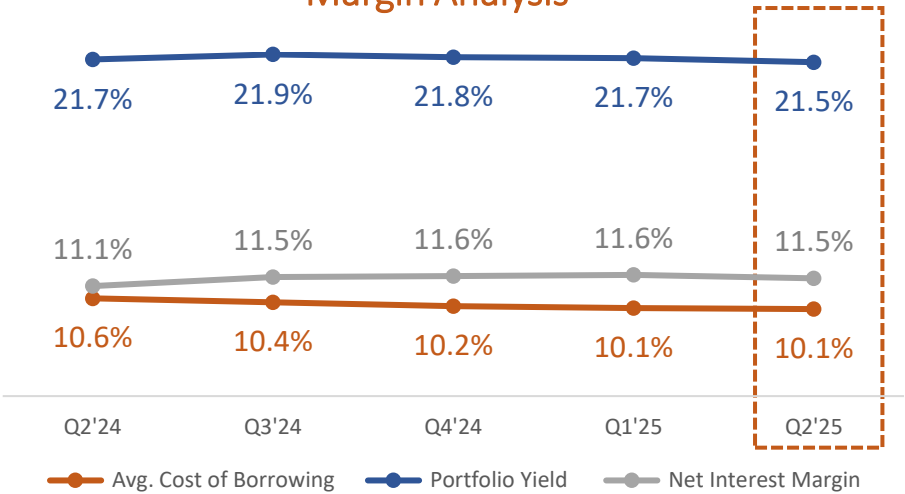
Cost to Income



Opex to Avg. AUM

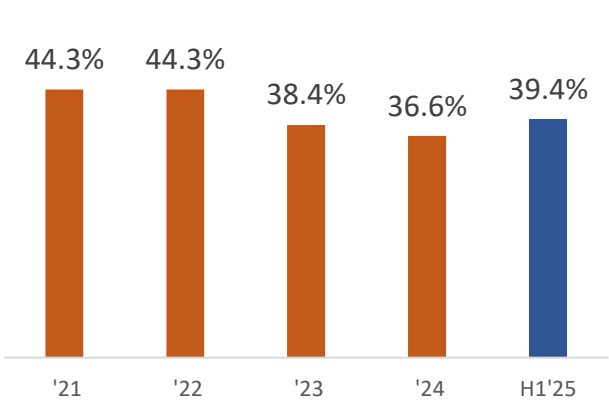


Margin Analysis

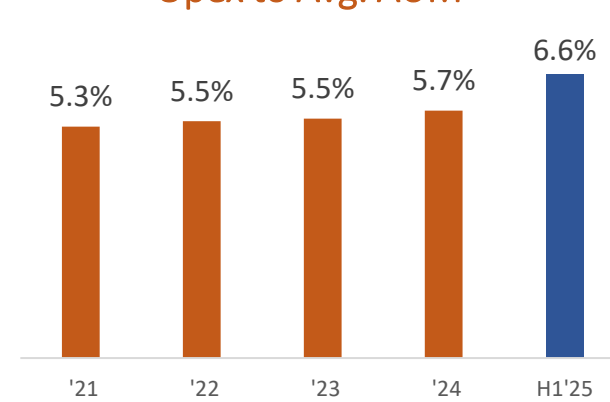


YoY

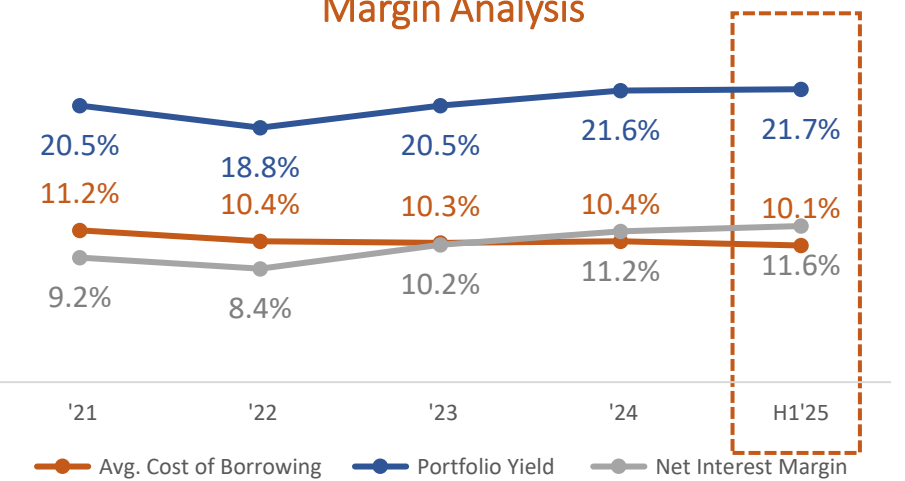
Cost to Income



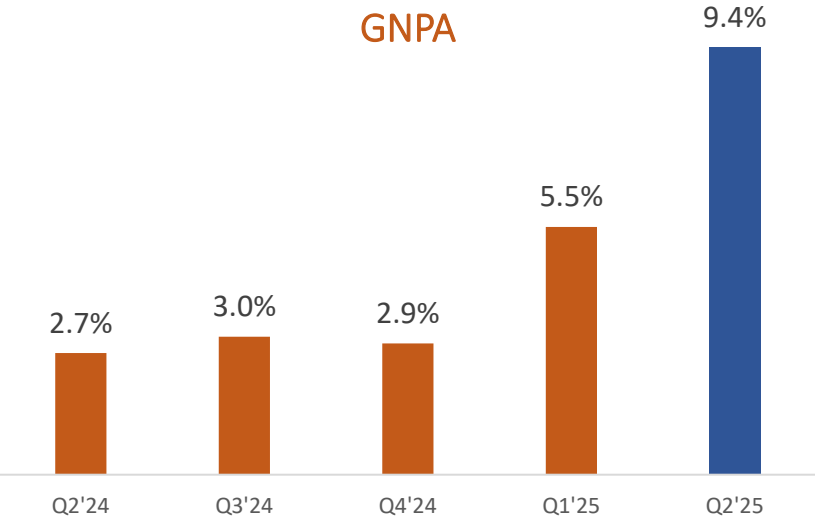
Opex to Avg. AUM



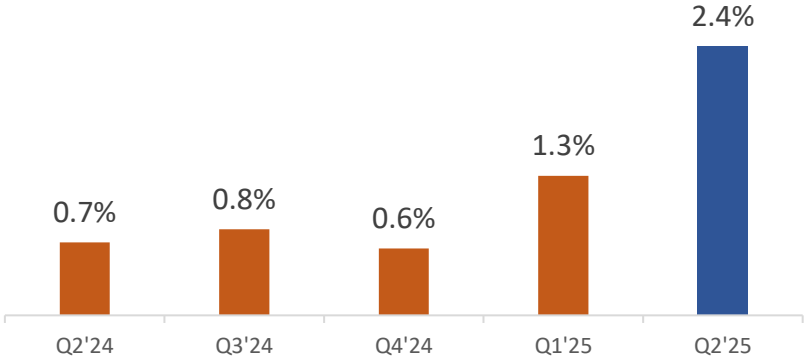
Margin Analysis



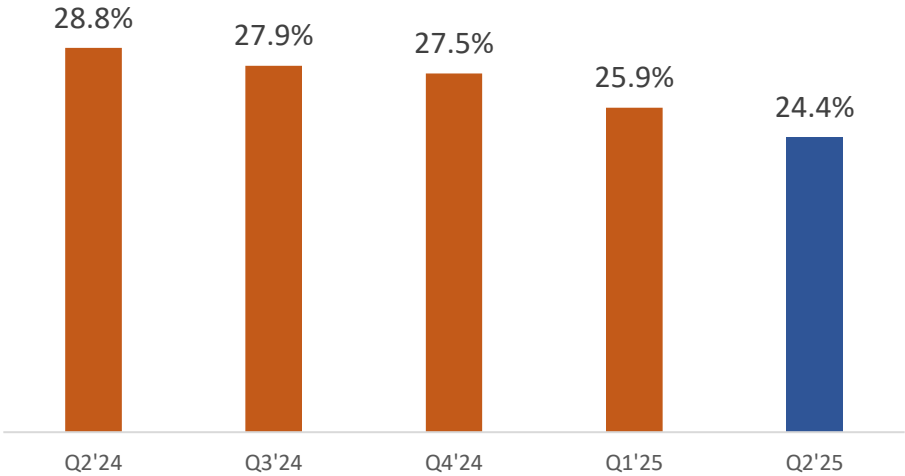
GNPA



NNPA



CRAR



- ❁ MSME vertical launched in Dec 2019 as a dedicated business unit to address the ‘missing middle’
- ❁ Building credit assessment capability ...nucleus of our MSME strategy
- ❁ Clear focus on mapping adjacencies and potential thereof
- ❁ Branch led distribution strategy, Direct sourcing
- ❁ Cashflow based lending to micro enterprise in informal segment only for business purpose (non salaried)
- ❁ Ability to underwrite Imperfect Collateral & Rural Properties

Business Update	H1 FY 25
Clients	19,656
AUM (₹ Cr)	620.16*
States	9
Branches	97
Team	1,129

Launched in house MSME Platform –
“FINDOST”

* Including ₹12.22 Cr. is BC portfolio

Highly Experienced Board with Strong Governance



Devesh Sachdev
Promoter, MD & CEO

- 26+ years of experience in Service/ Financial Services industry
- Holds a Post-Graduate Certificate from XLRI, Jamshedpur and has also completed HBS Accion Program from Harvard Business School, USA
- Ex- Chairperson of the governing board of Microfinance Institutions Network



Kenneth Dan Vander Weele
Nominee Director

- Served on the board of Creditaccess Grameen and Muthoot Microfinance, among others
- Over 30+ years of experience
- Holds a PhD from the Oxford Centre for Mission Studies, Open University



Namrata Kaul
Independent Director

- Over 34 years of experience working with companies like Grindlays Bank and Deutsche Bank
- Currently on the board of Havells India, and Schneider Electric among others



Narendra Ostawal
Nominee Director

- Managing Director, Head of India at Warburg Pincus
- 20+ years of experience
- Previously worked with 3i India and Mckinsey & Company
- Holds a PGDM in business management from IIM Bangalore



Ratna Dharashree Vishwanathan
Independent Director

- Over 35 years of experience working with the Government of India, MFIN, and Oxfam India among others
- Currently, on the board of Moneyboxx Finance Limited, and Dilip Buildcon Limited



Puneet Gupta
Independent Director

- Dr. Puneet Gupta, with nearly 30 years of experience in private equity and fintech, founded SimpliLend and is an adjunct professor at IMT Ghaziabad.
- He holds a PhD from IIT Delhi, an MBA from Kellogg, and serves on the boards of UTI Pension and NCDEX eMarkets.

Stable & Experienced Management Team



Sunil Mundra
COO – MFI
2024



Kamal Kumar Kaushik
COO- MSME
2019



Sanjay Mahajan
CIO
2023



Gaurav Maheshwari
CFO
2016



Deepak Madaan
CCO
2013



Ankush Ahluwalia
CBO
2015



Sanjay V Choudhary
CRO
2020



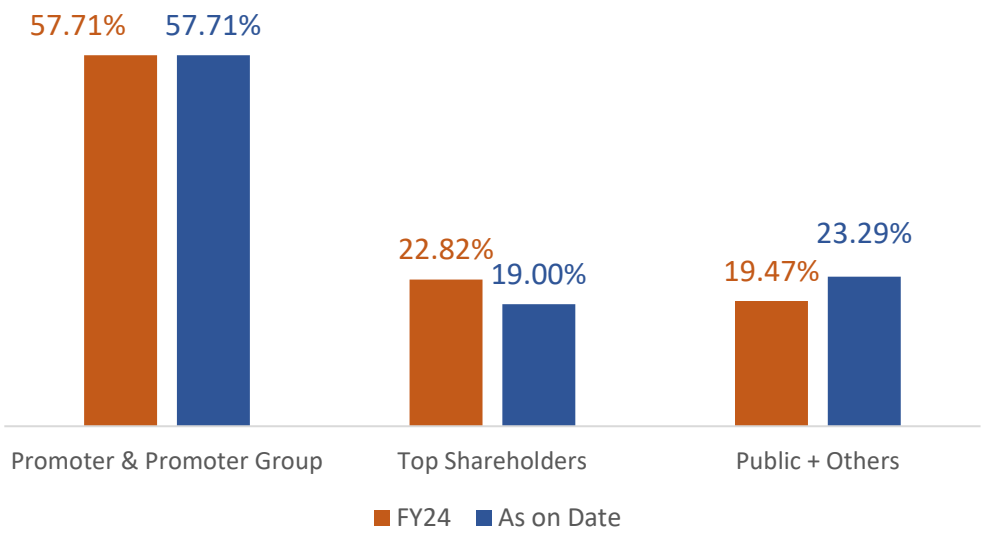
Satish Mani
CVO
2015



Pooja Mehta
CHRO
2022



Vikas Jajoo
CAO
2024



Category	Top Share Holders (As on date)
Foreign Investment Co.	BOFA SECURITIES EUROPE SA
Alternate Investment Fund	NUVAMA PRIVATE INVESTMENTS TRUST
Alternate Investment Fund	AIONIOS ALPHA FUND
Mutual Fund	NIPPON LIFE INDIA TRUSTEE LTD
Mutual Fund	HDFC MUTUAL FUND
Mutual Fund	ICICI PRUDENTIAL BANKING AND FINANCIAL SERVICES FUND
Mutual Fund	ADITYA BIRLA SUN LIFE TRUSTEE PRIVATE LIMITED
Insurance Co	RELIANCE GENERAL INSURANCE COMPANY LIMITED
Insurance Co	FUTURE GENERALI INDIA LIFE INSURANCE CO. LTD
Insurance Co	KOTAK MAHINDRA LIFE INSURANCE COMPANY LTD.
Insurance Co	HDFC LIFE INSURANCE COMPANY LIMITED
Body Corporate	BOFA SECURITIES EUROPE SA

Recent Awards & Accolades

✿ Fusion bags the
“Best Education Support Initiative of the Year”
award at Global CSR & ESG Awards 2024.

✿ Fusion’s Project “Shiksha” has been instrumental
in changing lives of 500+ students across 15 states



✿ Fusion wins
“Best Social Welfare Initiative of the Year”
award at 11th Edition Corporate Social Responsibility
Summit & Awards 2024 by UBS Forums.



Abbreviations

AUM	Asset Under Management
PAT	Profit After Tax
NIM	Net Interest Margin
ROE	Return on Equity
ROA	Return on Assets
ECL	Expected Credit Loss
CRAR	Capital Risk Adequacy Ratio
GNPA	Gross Non-Performing Assets
NNPA	Net Non-Performing Assets
NII	Net Interest Income
PPOP	Pre-Provision Operating Profit before tax
COB	Cost of Borrowing
CAGR	Compound Annual Growth Rate
Opex	Operating Expenses
YoY	Year on Year
QoQ	Quarter on Quarter
Cr	Crore
L	Lakh
Mn	Million
K	Thousand
FY	Financial Year
Bps	Basis points

H	Half Yearly
Q	Quarter
ALM	Asset Liability Management
TAT	Turn Around Time
API	Application Programming Interface
UPI	Unified Payments Interface
ISO	International Organization for Standardization
GLP	Gross Loan Portfolio
MFIN	Micro Finance Industry Network
SRO	Self Regulatory Organization

- **AUM** represents the aggregate of principal outstanding for all loans including the assigned portfolio as of the last day of the relevant period/year
- **Net Interest Income** represents interest income on loan portfolio for the relevant period/year reduced by finance costs for such period/year
- **Yield** represents interest income as a percentage of average outstanding owned portfolio for the relevant period/year
- **Cost of Borrowing** represents finance cost as a percentage of average outstanding borrowings for the relevant period/year
- **Net Interest Margin** represents the difference between the Yield and Cost of Borrowing for the relevant period/year
- **Return on Assets** represents profit for the relevant period/year as a percentage of average gross AUM/total assets for such period/year
- **Return on Equity** represents profit for the relevant period/year as a percentage of average equity for such period/year
- **Pre-Provision Operating Profit** represents the sum of profit before tax for the relevant period/year and impairment on financial instruments for such period/year
- **Debt to Equity ratio** represents our total borrowings divided by total equity attributable to shareholders as of the last day of the relevant period/year. Total borrowings represent the aggregate of debt securities, subordinate liabilities, borrowings (other than debt securities) as of the last day of the relevant period/year
- **Marginal Cost of Borrowing** represents the weighted average (XIRR) cost of borrowings as a percentage of borrowings availed for the relevant period/year.
- **Cost to Income ratio** represents operating expenses (which comprises the aggregate of employee benefits expense, depreciation and amortization and other expenses) as a percentage of total income less finance costs for the relevant period/year
- **Gross NPA** represents our portfolio of Stage III Assets as of the last day of the relevant period/year
- **Net NPA** represents Stage III Assets (Gross NPAs) as of the last day of the relevant period/year as reduced by ECL on Stage III Assets for such period/year.



Thank You

*For Investor queries contact:
Mr. Deepak Madaan | Email: investor.relations@fusionfin.com | +91-9289224563*