

PRODUCTIVITY RATIOS

The following table sets forth, for the periods indicated, certain productivity ratios for our Company:

	As of/for the year ended			As of/ for the nine months ended	
	March 31, 2021	March 31, 2022	March 31, 2023	December 31, 2022	December 31, 2023
Number of branches and sales offices ⁽¹⁾	310	332	469	415	487
Number of on-roll employees ⁽²⁾	2,310	2,769	3,663	3,360	3,885
Number of off-roll employees ⁽³⁾	1,513	1,342	1,955	1,847	1,875
Live accounts (including assigned and co-lent accounts) ⁽⁴⁾	182,471	204,135	233,228	222,346	255,683
AUM per branch and sales office ⁽⁵⁾ (₹ in million)	429.9	445.1	367.2	399.2	407.9
AUM per employee ⁽⁶⁾ (₹ in million)	57.7	53.4	47.0	49.3	51.1
Disbursement per branch and sales office ⁽⁷⁾ (₹ in million)	114.3	120.2	125.9	95.1	100.7
Disbursement per employee ⁽⁸⁾ (₹ in million)	15.3	14.4	16.1	11.7	12.6
Live accounts per branch and sales office ⁽⁹⁾	588.6	614.9	497.3	535.8	525.0
Live accounts per employee ⁽¹⁰⁾	79.0	73.7	63.7	66.2	65.8

(1) Number of branches and sales offices:- Represents aggregate number of branches and sales offices (launched and opened in last quarter of FY2023) of our Company as of the last day of relevant period. The number of branches does not include regional offices and corporate offices.

(2) Number of on-roll employees represents aggregate number of employees of our Company as of the last day of relevant period.

(3) Number of off-roll employees represents aggregate number of employees of our Subsidiary as of the last day of relevant period.

(4) Live Accounts (including assigned and co-lent accounts):- Represent the aggregate number of loan accounts outstanding as of the end of the relevant year or period including loan accounts which have been transferred by our Company by way of assignment and are outstanding as of the last day of the relevant year or period.

(5) AUM per branch and sales office represents AUM as of last day of the relevant period divided by number of branches and sales offices. Branches does not include regional offices and corporate offices. The AUM per branch and sales office decreased in FY2023 and the nine months ended December 31, 2023 as compared to FY2022 and the nine months ended December 31, 2022, respectively, due to the launch and opening of sales offices in last quarter of FY2023.

(6) AUM per employee represents AUM as of the last day of the relevant period divided by number of on roll employees.

(7) Disbursement per branch and sale office represents disbursements in the relevant period divided by number of branches and sales offices. Branches does not include regional offices and corporate offices. The disbursement per branch and sales office decreased in FY2023 and the nine months ended December 31, 2023 as compared to FY2022 and the nine months ended December 31, 2022, respectively, due to the launch and opening of sales offices in last quarter of FY2023.

(8) Disbursement per employee represents disbursements in the relevant period divided by number of on roll employees.

(9) Live accounts per branch and sale office represents live accounts as of the last day of the relevant period divided by number of branches and sales offices. Branches does not include regional offices and corporate offices. Live accounts per branch and sales office decreased in FY2023 and the nine months ended December 31, 2023 as compared to FY2022 and the nine months ended December 31, 2022, respectively, due to the launch and opening of sales offices in last quarter of FY2023.

(10) Live accounts per employee represents live accounts as of the last day of the relevant period divided by number of on roll employees.

Our sales offices were launched and opened in the last quarter of FY2023. The following table sets forth, for the periods indicated, certain productivity ratios for our Company, excluding the sales offices which were opened in new locations:

	As of/for the year ended			As of/for the nine months ended	
	March 31, 2021	March 31, 2022	March 31, 2023	December 31, 2022	December 31, 2023
Number of branches ⁽¹⁾	310	332	394	415	393
Number of on-roll employees ⁽²⁾	2,310	2,769	3,611	3,360	3,814
Number of off-roll employees ⁽³⁾	1,513	1,342	1,950	1,847	1,839
Live accounts (including assigned and co-lent accounts) ⁽⁴⁾	182,471	204,135	233,191	222,346	254,264
AUM per branch ⁽⁵⁾ (₹ in million)	429.9	445.1	437.1	399.2	503.3
AUM per employee ⁽⁶⁾ (₹ in million)	57.7	53.4	47.7	49.3	51.9
Disbursement per branch ⁽⁷⁾ (₹ in million)	114.3	120.2	149.8	95.1	122.7
Disbursement per employee ⁽⁸⁾ (₹ in million)	15.3	14.4	16.3	11.7	12.6
Live accounts per branch ⁽⁹⁾	588.6	614.9	591.9	535.8	647.0
Live accounts per employee ⁽¹⁰⁾	79.0	73.7	64.6	66.2	66.7

(1) Number of branches:- Represents aggregate number of branches of our Company as of the last day of relevant period. The number of branches does not include regional offices and corporate offices.

(2) Number of on-roll employees represents aggregate number of employees of our Company as of the last day of relevant period.

(3) Number of off-roll employees represents aggregate number of employees of our Subsidiary as of the last day of relevant period.

(4) Live Accounts (including assigned and co-lent accounts):- Represent the aggregate number of loan accounts outstanding as of the end of the relevant year or period including loan accounts which have been transferred by our Company by way of assignment and are outstanding as of the last day of the relevant year or period.

(5) AUM per branch represents AUM as of last day of the relevant period divided by number of branches. The number of branches does not include regional offices and corporate offices.

(6) AUM per employee represents AUM as of the last day of the relevant period divided by number of on roll employees.

(7) Disbursement per branch represents disbursements in the relevant period divided by number of branches. The number of branches does not include regional offices and corporate offices.

(8) Disbursement per employee represents disbursements in the relevant period divided by number of on roll employees.

(9) Live accounts per branch represents live accounts as of the last day of the relevant period divided by number of branches. The number of branches does not include regional offices and corporate offices.

(10) Live accounts per employee represents live accounts as of the last day of the relevant period divided by number of on roll employees.