recover dues. As the Indian economy was impacted by the COVID-19 pandemic and our overall business was impacted negatively with a slowdown both in our disbursements and collections, particularly during the second wave of COVID-19 during FY2021, we further refined our disbursements policy, with a view to minimizing delinquencies. For instance, we focused more on salaried customers and conducted additional due diligence on customers to assess the impact of COVID-19 on their employment. Such measures helped in the improvement of our collection efficiencies. See "*Management's Discussion and Analysis of Financial Condition and Results of Operations - Significant Factors Affecting our Results of Operations - General Economic Conditions in India and the impact of the COVID-19 outbreak*" on page 338.

Once a loan is classified as an NPA we use a combination of legal strategies including SARFAESI, arbitration or reconciliation camps to recover our dues. We believe that our effective credit risk management policies and framework is reflected in our portfolio quality indicators such as high repayment rates and low rates of GNPAs and NNPAs across business and economic cycles. As of March 31, 2021, March 31, 2022, March 31, 2023, December 31, 2022 and December 31, 2023, our GNPAs accounted for 1.1%, 1.5%, 1.2%, 1.8% and 1.4% (as a result of the reclassification of Stage 3 loans in accordance with the November 12 Circular as discussed below), respectively, of our Retail AUM, while our Net Retail NPAs accounted for 0.7%, 1.1%, 0.8%, 1.3% and 1.0%, respectively, of our Retail AUM, respectively. For details, see "*Selected Statistical Information*" on page 215.

On November 12, 2021, the RBI issued the November 12 Circular which clarified that the classification of borrower accounts as special mention accounts or NPAs will be on a day-end position basis and accounts can only be upgraded from an NPA to a 'standard' asset after the clearance of all overdues (in other words, only if the entire arrears of interest and principal are paid by the borrower). Following the November 12 Circular, from a reporting perspective, we classified our Stage 3 assets into: (a) Stage 3a loans not more than 90 days past due and (b) Stage 3b loans more than 90 days past due. Our Stage 3b loans are comparable to our NPA for the previous period/years and our Stage 3a loans have been classified as a result of the November 12 Circular with effect from November 12, 2021. As a result of the reclassification of Stage 3 loans, our GNPAs as of March 31, 2022, March 31, 2023 and December 31, 2023 of ₹2,143.5 million (1.5% of our Retail AUM), ₹1,997.7 million (1.2% of our Retail AUM) and ₹2,778.5 million (1.4% of our Retail AUM), respectively, includes loan assets of ₹395.4 million (0.3% of our Retail AUM), ₹70.5 million (less than 0.1% of our Retail AUM) and ₹59.1 million (less than 0.1% of our Retail AUM) of not more than 90 days past due which have been classified as NPA according to the November 12 Circular, respectively. Our Own Book GNPA as of March 31, 2022, March 31, 2023 and December 31, 2023 of ₹1,825.7 million (1.5% of our Own Book AUM), ₹1,625.9 million (1.2% of Own Book AUM) and ₹2,308.1 million (1.4% of our Own Book AUM), respectively, includes loan assets of ₹328.1 million (0.3% of our Own Book AUM), ₹58.9 million (less than 0.1% of our Own Book AUM) and ₹52.2 million (less than 0.1% of our Own Book AUM) of not more than 90 days past due which have been classified as NPA according to the November 12 Circular, respectively.

Access to diversified and cost-effective long-term financing with a disciplined approach to asset liability and liquidity management

Our treasury department is responsible for ensuring that our capital requirements are met alongside asset liability management, managing the cost of our borrowings, liquidity management and control, diversifying fund raising sources, and investing surplus funds in accordance with the criteria set forth in our investment policy. Over the years, we have secured financing from a variety of sources including term loans; proceeds from loans assigned; proceeds from the issuance of NCDs; refinancing from the NHB; and subordinated debt borrowings from banks, mutual funds, insurance companies and other domestic and foreign financial and development finance institutions to meet our capital requirements. We assign loans through direct assignment to banks and financial institutions, which enables us to optimize our cost of borrowings, funding and liquidity requirements, capital management and asset liability management. As of December 31, 2023, we had borrowing relationships with the NHB, 23 banks, nine mutual funds, three insurance companies, one development finance institution and one NBFC (that have invested in our NCDs).

The diverse sources of fund allow us to maintain more cost-effective long-term financing. The following table sets forth, for the period ends indicated, a breakdown of our tenure and weighted average tenure of funds:

Particulars	**As of**				
	March 31, 2021	**March 31, 2022**	**March 31, 2023**	**December 31, 2022**	**December 31, 2023**
Composition of Total Borrowings					
Percentage of short-term borrowings(1)	1.8%	0.7%	0.0%#	-	-
Percentage of long-term borrowings(2)	98.2%	99.3%	100.0%	100.0%	100.0%
Weighted average tenure of outstanding borrowings (including securitization and assignment)(3)	104 months	105 months	107 months	107 months	116 months

Note:
 # Less than 0.1%
(1) Short term borrowing means all borrowing with original repayment tenure in 1 year.
(2) Long term borrowing means all borrowings with original repayment tenure of more than 1 year.
(3) Weighted average tenure of borrowings represents the simple average of the number of months until principal amount is due, weighted by the principal amount outstanding as of the last day of relevant period or year.