

A list of our KPIs, is set out below for the indicated periods below:

(₹ in million, unless otherwise specified)

Particulars	As at and for the Fiscal ended			As at and for the nine months period ended	
	March 31, 2021	March 31, 2022	March 31, 2023	December 31, 2022	December 31, 2023
Financial					
Asset Under Management (AUM) ⁽¹⁾	133,271.0	147,777.9	172,228.3	165,664.6	198,651.6
Disbursements ⁽²⁾	35,447.1	39,919.3	59,026.1	39,453.6	49,040.6
Profit After Tax	3,401.3	4,448.5	5,643.3 [#]	4,040.6	5,478.8
Average yield on Loan Book (%) ⁽³⁾	13.2%	12.8%	12.8%	12.8%*	14.0%*
Average cost of borrowings (%) ⁽⁴⁾	8.2%	7.2%	7.0%	7.0%*	7.6%*
Spread (%) ⁽⁵⁾	5.0%	5.6%	5.8%	5.8%*	6.4%*
Operating Expenses / Average Total Assets (%) ⁽⁶⁾	2.1%	2.5%	3.1%	2.9%*	3.3%*
Cost to Income Ratio (%) ⁽⁷⁾	35.8%	36.3%	38.1%	36.7%	36.2%
Return on Total Assets (%) ⁽⁸⁾	2.6%	3.2%	3.6%*	3.6%*	4.2%*
Return on Equity (%) ⁽⁹⁾	13.5%	15.2%	16.5%*	16.1%*	18.4%*
Gross NPA to AUM (%) ⁽¹⁰⁾	1.1%	1.5%	1.2%	1.8%	1.4%
Net NPA to AUM (%) ⁽¹¹⁾	0.7%	1.1%	0.8%	1.3%	1.0%
Net worth ⁽¹²⁾	26,927.6	31,466.3	36,976.0	35,556.8	42,491.0
Debt to Net worth ratio ⁽¹³⁾	3.9	3.4	3.3	3.3	3.1
CRWAR (%) ⁽¹⁴⁾	44.1%	45.4%	42.7%	44.9%	39.7%
Operational					
Number of branches ⁽¹⁵⁾	310	332	469	415	487
Number of States ⁽¹⁶⁾	20	20	20	20	20

* Annualised

[#] Prior to taking into account the exceptional items.

(1) Represents aggregate of future principal outstanding and overdue principal outstanding, if any, for all loan assets under management which includes loan assets held by Company as of the last day of the relevant year or period as well as loan assets 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.

(2) Represent the aggregate of all loan amounts extended to our customers in the relevant year or period.

(3) Average yield on Loan Book is calculated as interest income on loans and advances divided by the average gross loan book.

(4) Average cost of borrowings is the simple average of finance cost outstanding at the first and last day of the financial year.

(5) Spread is calculated as average yield on loan book minus average cost of borrowings including assignment

(6) Operating Expenses / Average Total Assets (%) is the ratio of operating expenses to average total assets

(7) Cost to income ratio (%) is calculated as operating expenses to total income minus finance cost

(8) Return on Total Assets (%) is calculated as profit after tax divided by average total assets

(9) Return on Equity (%) is calculated as profit after tax divided by average total equity

(10) Gross NPA to AUM is calculated as the ratio of Gross NPA to AUM as on the last date of the relevant period.

(11) Net NPA to AUM is calculated as the ratio of Net NPA to AUM as on the last date of the relevant period.

(12) Net worth includes equity share capital plus other equity excluding capital reserve on amalgamation

(13) Debt to Net Worth Ratio is calculated as the ratio of total borrowings to net worth as on the last day of the relevant period.

(14) CRWAR (Capital to Risk Weighted Assets Ratio) is calculated as Tier I and II capital divided by weighted average of funded and non-funded items after applying risk weights as assigned by RBI

(15) Number of branches represents aggregate number of branches of our Company as of the last day of relevant period.

(16) Number of states represents aggregate number of states of our Company as of the last day of relevant period

For reconciliation of certain non-GAAP measures, see “Selected Statistical Information – Non-GAAP Reconciliation” on page 234. For details of our other operating metrics disclosed elsewhere in this Red Herring Prospectus, see “Our Business”, “Selected Statistical Information” and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” beginning on pages 151, 215 and 335, respectively.

Our Company shall continue to disclose the KPIs disclosed hereinabove in this section on a periodic basis, at least once in a year (or for any lesser period as determined by the Board of our Company), for a period of one year from the date of listing of the Equity Shares on the Stock Exchanges pursuant to the Offer, or until utilization of Offer Proceeds, whichever is later, or for such other period as may be required under the SEBI ICDR Regulations.

Description on the historic use of the KPIs by our Company to analyze, track or monitor the operational and/or financial performance of our Company

In evaluating our business, we consider and use certain KPIs as presented above, as a supplemental measure to review and assess our financial and operating performance. The presentation of these KPIs are not intended to be considered in isolation or as a substitute for the Restated Consolidated Financial Information. We use these KPIs to evaluate our financial and operating performance. Some of these KPIs are not defined under Ind AS and are not presented in accordance with Ind AS. These KPIs have limitations as analytical tools. Further, these KPIs may differ from the similar information used by other companies and hence their comparability may be limited. Therefore, these metrics should not be considered in isolation or construed as an alternative to Ind AS measures of performance or as an indicator of our operating performance, liquidity, profitability or results of operation. Although these KPIs are not a