

products for the periods indicated:

	For FY ended March 31,						For the nine months ended December 31,			
	2021		2022		2023		2022		2023	
	Amount	% of Total Income	Amount	% of Total Income	Amount	% of Total Income	Amount	% of Total Income	Amount	% of Total Income
	(₹ in million, except percentages)									
Life insurance business	47.6	0.3%	51.3	0.3%	84.8	0.4%	59.7	0.4%	254.2	1.3%
Non-life insurance business	98.9	0.6%	66.6	0.4%	84.5	0.4%	46.9	0.3%	220.3	1.2%
Total	146.5	0.9%	117.9	0.7%	169.3	0.8%	106.6	0.7%	474.5	2.5%

Treasury Functions

Our treasury department is responsible for our capital requirements and asset liability management, liquidity management and control, diversifying fund raising sources, managing interest rate risk and investing surplus funds in accordance with the criteria set forth in our investment policy. Our effective asset liability management strategies have allowed us to maintain positive asset-liability mismatch across all the maturity buckets as of March 31, 2021, March 31, 2022, March 31, 2023 and December 31, 2023. We have obtained financing from a variety of sources including term loans and cash credit/ working capital facilities; proceeds from loans assigned; proceeds from the issuance of NCDs; refinancing from the NHB; and subordinated debt borrowings from banks, mutual funds and insurance companies 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. We also widen our source of funds by partnering with other banks for co-lending arrangements, which utilize the banks' low cost of funds to cater for a larger customer base, see “– Our Strategy – Optimize our borrowing costs and reduce operating expenses further” on page 161 for further details. Our treasury and finance team periodically submit their reports to our asset liability management committee, which submits its findings to our Board.

Our financings are typically secured against our assets. Since the security we provide is on a *pari-passu* basis to all lenders (except to NHB, which is on exclusive charge basis), we are required to obtain no-objection letters/ *pari-passu* letters for the perfection of security from all our lenders (except NHB) every time we raise a new secured borrowings which is time consuming.

With the approval and consent from our secured lenders we have appointed a security trustee in respect of our banking arrangements. We have appointed Beacon Trusteeship Limited as a security trustee with effect from September 23, 2021. The appointment of a security trustee not only reduces the need for individual approvals and consents from our lenders but also enables the security trustee to monitor our assets that are provided as security.

The following table sets forth the breakdown of our total borrowings by sources of funds as of the date indicated:

	As of March 31,						As of December 31,			
	2021		2022		2023		2022		2023	
	Amount	% of Total Borrowings	Amount	% of Total Borrowings	Amount	% of Total Borrowings	Amount	% of Total Borrowings	Amount	% of Total Borrowings
	(₹ in million, except percentages)									
Banks	64,123.2	61.8%	63,586.0	59.6%	65,406.7	53.8%	64,837.2	55.3%	71,413.9	54.4%
NHB	16,980.9	16.4%	23,853.7	22.4%	30,020.6	24.7%	28,033.1	23.9%	35,831.5	27.3%
Redeemable non-convertible debentures	21,403.1	20.6%	17,642.9	16.5%	25,421.3	20.9%	23,594.4	20.1%	23,417.4	17.8%
Subordinated debt	831.9	0.8%	833.4	0.8%	654.7	0.5%	654.8	0.6%	596.0	0.5%
Cash Credit/Overdraft	-	-	750.0	0.7%	-	-	-	-	0.3	0.0%*

Note: *Less than 0.1%

The following table sets forth the breakdown of our total borrowings, including assignment, by fixed and floating rates of interest as of the date indicated:

(₹ in million, except percentages)