

Fusion Finance Limited**Date: 10.08.2026****Letter No. FFL/SEC/2026-27/SE-57**

To,
The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C/1, G Block,
Bandra Kurla Complex, Bandra (East),
Mumbai – 400 051
Symbol: FUSION

To,
The Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai - 400 001

Scrip Code: 543652, 977381, 977412

Sub: Earnings Presentation on Unaudited Financial Results for quarter ended June 30, 2026

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 of the Company for quarter ended June 30, 2026.

The Board Meeting in which the aforesaid Unaudited Financial Results are approved, commenced at 03:15 PM (IST) and concluded at 05:00 PM (IST).

The copy of this letter is also available on the website of the Company viz. www.fusionfin.com.

You are requested to take the above on record.

Thanking you,

For **Fusion Finance Limited**

Vikrant Sadana
Company Secretary & Compliance Officer
Place: Gurugram

Enc.: a/a

Investor Presentation

Q1 FY27

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PRESENTATION PATH



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**Executive
Summary**



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Overview



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Our Presence



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**Business
Overview**



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**Key
Strengths**



06

**Financial
Performance**



Executive Summary

Executive Summary – Q1 FY27

Sustained Profitability

Rs 62 Cr Profit Before Tax

Profit momentum continued with ~67% QoQ growth from Rs 37 Cr in Q4 FY26

11.93 % NIM

~49 Bps QoQ improvement

Rs 102 Cr PPOP

Operating efficiency driven ~10% QoQ growth from 93 Cr in Q4 FY26

Rs 7,702 Cr AUM

AUM grew ~4.0 % QoQ from 7,407 Cr in Q4 FY26

Strong Asset Quality

Rs 40 Cr Credit cost

~29% decline in credit cost from 56 Cr in Q4 FY26
7th Straight quarter of Credit cost reduction

2.51% GNPA

~70 bps QoQ improvement from 3.21% in Q4 FY26

99.76 % Avg. CE (MFI)

~10 bps QoQ improvement from 99.66% in Q4 FY26
Net Forward flow rate <0.1% in Q1 FY27

Strong Capital & Liquidity

36.95% CRAR

~49 bps QoQ growth from 36.46% in Q4 FY26
Well Capitalized Balance sheet

Rs 1,880 Cr Liquidity

~1,600 Cr of fresh borrowing drawn in Q1 FY27

2.3 times D/E

Maintained healthy gearing with disciplined capital management

Prudent Disbursement Strategy

Rs 1,783 Cr Disbursements

~ 88% YoY growth from 950 Cr in Q1 FY26, 85% of customers with <2 lenders, reflecting high portfolio quality & disciplined lending

36% New Customers

~ 2.76 lacs loans disbursed.

5.1 Cr AUM Per Branch

~ 6% increase in AUM per branch QoQ

Key Growth Drivers

Focused initiatives to accelerate profitable growth and strengthen our franchise



Technology Enablement

- Deploying next generation LOS and LMS platforms to boost process efficiency.
- Automated end-to-end Call centre to improve operational efficiency.
- Scaled customer engagement through AI-powered platform, driving 6Mn+ customer interactions, and proving the model can grow efficiently.



Geographical Expansion

- Entering new markets while rationalizing the existing branch network.
- Scaling the MSME franchise in Tamil Nadu as a priority market.
- Leverage the existing MFI branch footprint to drive MSME sourcing and disbursements, enabling capital-efficient growth and strong operating leverage.



Strengthened Risk Framework

- Leading industry-wide deleveraging with risk guardrails calibrated tighter than industry norms.
- Redesigned the underwriting architecture to improve credit quality, collection efficiencies, and strengthen portfolio performance.



Product Expansion

- Received approval under the Credit Guarantee Scheme (CGS MFI 2.0), unlocking lower cost of fund and more competitive pricing proposition to accelerate customer acquisition and business growth.

Fusion Finance – Q1 FY27 Snapshot

₹7,702 Cr

↑~4% QoQ

AUM



₹1,783 Cr

↑~88% YoY

Disbursement



₹458 Cr

↑~7% QoQ

Total Income



11.9%

↑~49 Bps QoQ

NIM



₹102 Cr

↑~10% QoQ

PPOP



₹40 Cr

↓~29% QoQ

Credit Cost



₹62 Cr

↑ 67% QoQ

PBT



3.0%

↑~108 Bps* QoQ

ROA



10.0%

↑~378 Bps* QoQ

ROE



2.51%

↓~70 Bps QoQ

GNPA



36.95%

CRAR



2,521 Cr

Net Worth



2.3

D / E



1,512

Branches



₹61 K

ATS (MFI)



* Excludes recognition of deferred tax assets (DTA) of ₹ 76.8 Cr in Q4 FY26.

FY26: A Year of Stabilization

FY27 Onwards: Building a Foundation for Sustainable Growth

FY26

Year of Stabilization



Portfolio Recalibration

Tightened underwriting and strengthened credit guardrails for healthier growth

Asset Quality Recovery

Marked improvement in collection performance and reduction in delinquencies

Stronger Leadership & Governance

Enhanced leadership team, risk oversight and institutional capabilities

Capital Reinforced

Rights Issue to strengthen capital base and liquidity position

Operational Discipline

Sharper processes, digital enablement and focus on sustainable profitability



FY27

Foundation for Sustainable Growth

Strong Capitalization

Robust Capital Base to Support Sustainable Growth

Strengthened Risk Framework

Industry-wide deleveraging combined with enhanced risk management and next-generation underwriting

Technology Enablement

Capabilities Technology driven Operating Leverage

Growth Momentum

MSME is emerging as a key growth driver, supported by the MFI branch infra and strategic expansion into Tamil Nadu.

New Product

Individual Loan Product with MSME oversight will be launched.

Building an inclusive financial institution driven by purpose, customer trust, and sustainable growth

About Fusion Finance



Established in 2010 as a registered NBFC-MFI



Providing financial services to underserved women in rural and semi-rural India



Customer-centric approach driving financial inclusion in underserved markets.



Well-positioned to broaden its financial product portfolio across high-potential rural markets.

Our 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.

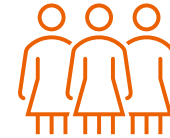
Our Mission



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

Our Business Verticals

Microfinance



Loans to women entrepreneurs through the Joint Liability Group (JLG) model

MSME Loans



Loans against property for MSME's in Tier 3 & 4

Key Milestones

2010

Started operations

2019

Diversified to MSME Loans

2026

Focus on sustainable growth

2017

Achieved AUM of Rs 1,000 Cr

2022-23

Listed on NSE & BSE

Diversified Geographical Presence


20 Lakh+
Active Customers

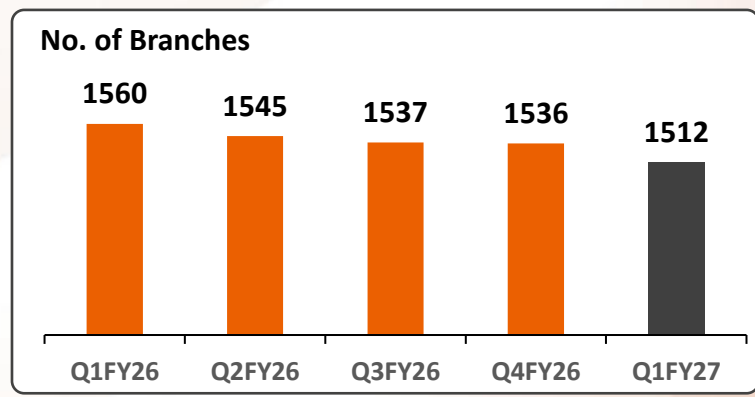
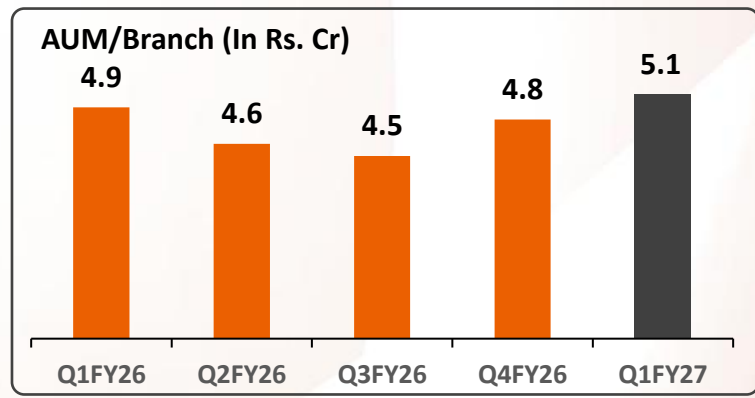
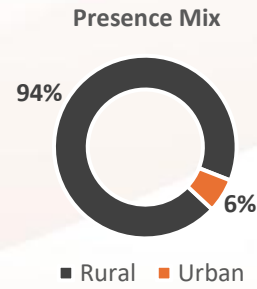
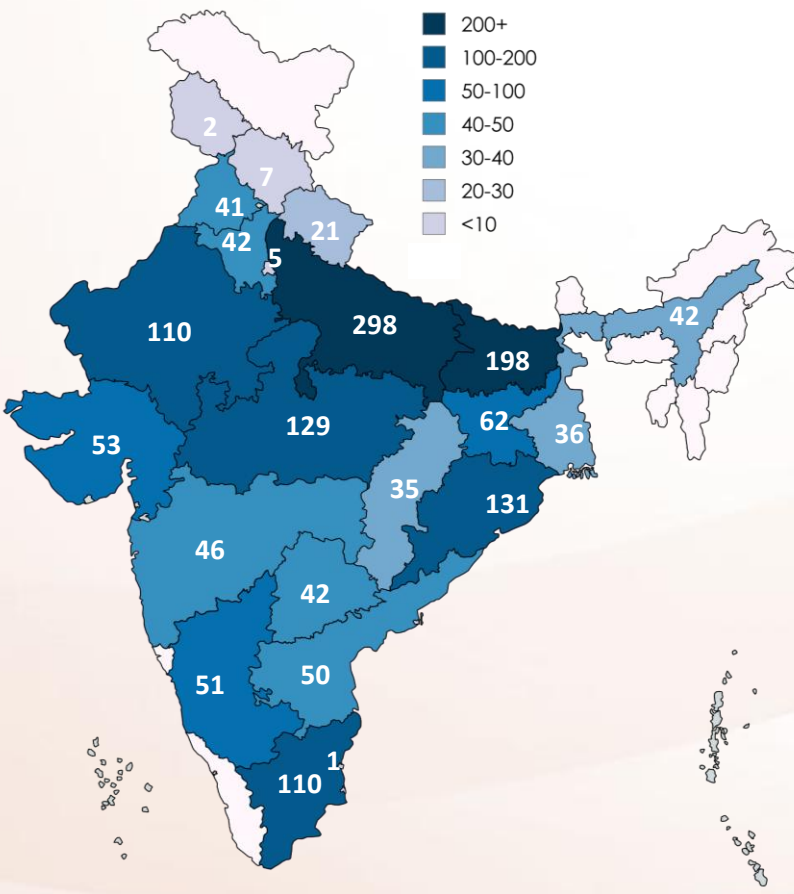

3 Union Territories |
22 States | **489** Districts


1,512
Total No. of Branches


~68%
Top 5 states concentration

Our footprint across India

State wise branches



Plan to open ~50 new branches while rationalizing ~100 existing branches



MFI Business

Book composition || Borrower deleveraging

Timelines	Fusion only	Fusion+1	Fusion+2	Fusion+ ≥ 3
Jun'26	37.7% ↑	33.9% ↑	21.6% ↓	6.8%(4.37% on POS) ↓
Mar'26	37.1%	32.8%	22.4%	7.7% (4.98% on POS)
Mar'25	35.5%	26.8%	19.6%	18.1%
Mar'24	30.9%	19.7%	17.8%	31.5%

Fusion Customers*						
Timelines →	Mar'25	June'25	Sep'25	Dec'25	Mar'26	Jun'26
Bucket ↓						
<=40k	84%	67%	59%	49%	38%	34%
>40k-60k	13%	21%	24%	28%	30%	31%
>60k-100k	4%	12%	16%	23%	32%	35%
>100k	0%	0%	0%	0%	0%	0%
Total	100%	100%	100%	100%	100%	100%

Fusion Customers having MFI Exposure*						
Timelines →	Mar'25	June'25	Sep'25	Dec'25	Mar'26	Jun'26
Bucket ↓						
<=40k	38%	37%	38%	38%	33%	29%
>40k-60k	15%	15%	15%	16%	16%	16%
>60k-100k	24%	25%	25%	24%	24%	25%
>100k	23%	23%	22%	22%	26%	29%
Total	100%	100%	100%	100%	100%	100%

*PR data Source : Equifax
Data calculations done on all Fusion customers

Shifting share of disbursement towards less leveraged customers

	Q4 FY25 (Avg.)	Q1 FY26 (Avg.)	Q2 FY26 (Avg.)	Q3 FY26 (Avg.)	Q4 FY26 (Avg.)	Q1 FY27 (Avg.)
Fusion + 0	42%	43%	41%	44%	46%	51%
Fusion + 1	32%	35%	34%	35%	34%	34%
Fusion + 2	21%	22%	24%	22%	20%	15%
Fusion + 3	5%	0%	0%	0%	0%	0%
Approval rate	13%	14%	24%	25%	30%	25%
Avg. Monthly Customers (#)	70,371	55,739	74,896	84,893	1,10,589	92,124
Avg. Monthly Disbursement (₹ Cr)	354	297	406	506	672	563

Fusion only onboards customers if they are in current bucket for all their MFI loans

Customer segmentation & Cycle wise ATS

Period → Customers ↓	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
New	46%	26%	24%	25%	24%	27%	27%
Existing	54%	74%	76%	75%	76%	73%	73%

Calculations on Disbursement values

Cycle No	FY24	FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
1	41,299	42,772	40,715	41,108	43,107	44,539	45,019
2	53,201	62,836	57,940	59,279	64,311	66,215	65,991
3 +	51,426	68,618	69,936	70,734	71,259	74,877	74,538
Overall	46,797	57,700	55,308	56,414	59,584	60,826	61,127

Disbursement || Cycle wise and Lenders association

Q1 FY27					
Cycle No	Fusion Only	Fusion+1	Fusion+2	Fusion+>=3	Overall
1	24%	10%	1%	0%	36%
2	14%	12%	6%	0%	32%
3 +	12%	12%	7%	0%	32%

Q4 FY26					
Cycle No	Fusion Only	Fusion+1	Fusion+2	Fusion+>=3	Overall
1	21%	11%	5%	0%	37%
2	14%	11%	7%	0%	32%
3 +	11%	12%	8%	0%	31%

Q3 FY26					
Cycle No	Fusion Only	Fusion+1	Fusion+2	Fusion+>=3	Overall
1	19%	11%	5%	0%	35%
2	14%	12%	8%	0%	34%
3 +	11%	11%	9%	0%	31%

Q2 FY26					
Cycle No	Fusion Only	Fusion+1	Fusion+2	Fusion+>=3	Overall
1	13%	8%	3%	0%	25%
2	14%	12%	10%	0%	36%
3 +	13%	14%	12%	0%	39%

Disbursement trend || Quarterly Avg || State wise

All figures in ₹ Cr.

State	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	QoQ %	YoY %	Proportion % (Q1 FY27)
Uttar Pradesh	72	108	129	169	151	-11%	110%	27%
Bihar	59	73	97	134	109	-19%	85%	19%
Odisha	23	35	46	60	46	-23%	100%	8%
Madhya Pradesh	28	31	38	52	48	-8%	71%	9%
Tamil Nadu	13	24	28	33	24	-27%	85%	4%
Jharkhand	18	23	31	42	35	-17%	94%	6%
Other States	83	112	137	183	150	-18%	81%	27%
Total	297	406	506	672	563	-16%	90%	100%

Sustained improvement in current collections

% Net flow	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27
Current to PAR	1.80%	0.57%	0.54%	0.60%	0.25%	0.03%	0.08%

Top 5 State Current CE% on POS (EOM)	Dec'24	Mar'25	Jun'25	Sep'25	Dec'25	Mar'26	Jun'26
Uttar Pradesh	97.99%	98.93%	98.96%	98.93%	99.47%	99.79%	99.77%
Bihar	96.83%	98.21%	98.74%	98.86%	99.44%	99.83%	99.84%
Odisha	96.35%	98.14%	98.05%	98.50%	99.25%	99.76%	99.76%
Madhya Pradesh	97.88%	98.61%	98.29%	98.40%	99.18%	99.64%	99.64%
Tamil Nadu	97.55%	98.42%	98.83%	99.10%	99.56%	99.82%	99.74%
All India	97.58%	98.63%	98.80%	98.81%	99.41%	99.79%	99.76%

CE – Collection Efficiency, calculated as $(\text{closing POS} - \text{Roll forward POS}) / \text{closing POS}$

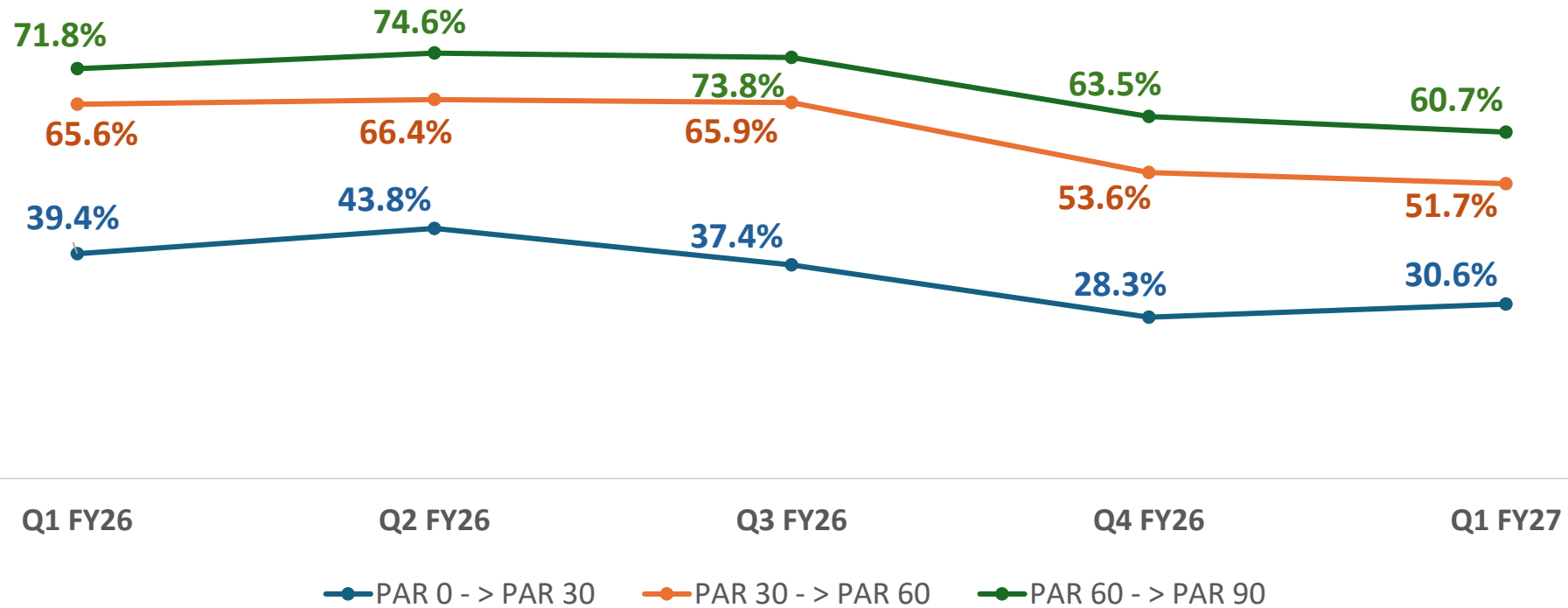
Flow rate on POS – Quarterly Average

EOM – End of Month

Previous EOM CE have been re-calculated on POS

COLLECTIONS

Avg. Monthly Flow Rates and QoQ bucket movement



average monthly flow rates



MSME Business

Product Offerings



SECURED BUSINESS LOAN

- Lending for established businesses, backed by collateral
- Introduced collateral backed Loans upto 25 Lac in Focused States.

Key Metrics

Serving underserved rural & semi-urban entrepreneurs across India

OPERATIONAL METRICS		FINANCIAL METRICS	
	90 Branches 8 States		Rs. 796 Cr. AUM (As at June 30, 2026)
	19K + Active Customers		Rs. 98 Cr. Disbursements (Q1 FY27)
	74 Avg Tenor (Months)		42.5% LTV

Who we lend to



Retail Shop Traders



Wholesalers



Manufacturers



Service Providers

Growth Strategies



Scale secured MSME franchise profitability



Drive cross-sell opportunities across branch network



Real-time payment links & digital servicing



~ 50 MFI branches infra to be used in MSME.



Strategic expansion in Tamil Nadu.



Performance Highlights & Credit Cost

Performance Highlights

All figures in ₹ Cr.

Key Metrics	Q1 FY27	Q4 FY26	QoQ	Q1 FY26	YoY
AUM	7,702	7,407	4%	7,688	0.2%
Disbursement	1,783	2,140	(17%)	950	88%
NII	236	222	6%	268	(12%)
NIM (%)	11.93%	11.44%	49 Bps	10.29%	164 Bps
Total Income	458	430	7%	445	3%
OPEX	206	205	1%	210	(2%)
PPOP	102	93	10%	87	17%
Credit Cost*	40	56	(29%)	179	(78%)
PBT	62	37	67%	(92)	n.m.
PAT	62	114**	(45%)	(92)	n.m.
Net worth	2,521	2,456	3%	1,943	30%

* It includes Credit cost on other financial assets.

** Includes recognition of Deferred Tax Assets (DTA) of ₹ 76.8 Cr in Q4 FY26

Credit Cost

All figures in ₹ Cr.

Particulars	Q1 FY27	Q4 FY26	Q1 FY26	FY 26
Opening ECL [A]	270	353	887	887
- Provisions as per ECL[B]	38	53	178	421
Reversals (on account of write-off) [C]	75	136	486	1,038
Closing ECL [D = A+B-C]	233	270	579	270
Impairment [E]*	38	53	178	421
Credit Cost (Provisions) / % of Avg. On-Book Loan Portfolio**	0.6%	0.9%	2.3%	5.8%
Bad-Debt Recovery [F]	21	21	6	54
Net P&L Impact [E – F]	17	32	172	367
Net P&L Impact – % of Avg. On-Book Loan Portfolio**	0.3%	0.5%	2.3%	5.1%

* Represent Credit Cost on Loan Portfolio

** Non-annualized for quarter ended

Slab	Loans (Gross) (₹ Cr)	Loans (Gross) (%)	ECL (₹ Cr)	ECL (%) Q1 FY27	ECL (%) Q4 FY26
- Stage I	6,426	96.8%	67	1.0%	0.9%
- Stage II	46	0.7%	30	64.5%	71.5%
- Stage III	167	2.5%	136	81.5%	84.4%
Total	6,639	100%	233	3.5%	4.3%
- GNPA (Stage III)				2.5%	3.2%
- NNPA (Net Stage III)				0.5%	0.5%

- ₹ 19.5 Cr management overlay.
- ECL% decline is driven by Stage II and Stage III portfolio mix (Between MSME and MFI); no change in ECL methodology.



Tech Capabilities & ESG

Building AI-Enabled Microfinance Leader

AI is transforming Fusion Finance from excellence in execution to a technology-driven, customer-centric leader.

AI Across Value Chain	Key Strategic Highlights	Current Scale	Long Term Roadmap
Customer Onboarding AI enabled onboarding, multilingual engagement Collections Reminder calls for Pre Due and Overdue, Higher Stage Collections across MFI and MSME Customer Service AI Call Quality Monitoring, improved experience and cost to serve Credit Assessment AI Video PD & Income Assessment (Pilot): faster underwriting, fraud reduction Risk & Fraud Employee and Portfolio Verification: stronger controls and auditability	Superior Customer Experience • AI-first philosophy: automation for repetitive work; people focus on judgement and credit decisions • AI deployed across the full customer lifecycle • Scalable Multilingual AI interactions and engagement • Faster onboarding • Improved call quality and customer sentiment • 24x7 scalable engagement	6 Mn+ AI driven customer interactions 1.1 Mn+ Customers engaged through AI 15K Calls monitored for quality by GenAI 74% Reduction in call charges	FY27 FY30 AI powered underwriting Behavioural credit scoring Predictive delinquency management Hyper personalised customer service Autonomous low-risk credit decisions AI led hiring and onboarding, scalable workforce productivity

Better Risk & Quality Profile



AI-driven fraud detection



Video identity verification



Early warning systems



Continuous portfolio monitoring



Consistent compliance documentation



Real-Time Voter ID Validation

- ✓ 100% real-time validation across all branches
- ✓ Reduces identity fraud



Aadhaar-Based Face Authentication

- ✓ Integrated with government database for live authentications
- ✓ Future-ready: Video KYC for Guarantor under development



Paperless Digital Signing

- ✓ OTP based secure virtual document execution (V-sign) to ensure non-repudiation
- ✓ PAN verification/Form 60 auto generation
- ✓ Automated Receipt Generation Upon payment Collection



Geo-Fencing & Location Intelligence

- ✓ Village level geo-fencing to monitor route planning
- ✓ Distance-based policies for smarter resource deployment
- ✓ Event-based tagging throughout loan lifecycle



AI/ML-Driven Credit Operations

- ✓ Intelligent KYC validation and live face recognition
- ✓ Automated credit decisioning with traffic-light model
- ✓ (e.g., risk grading)
- ✓ Minimizes human bias & enhances underwriting consistency



Omni-Channel Collections Enablement

- ✓ Unified collection interface across digital, AI tele-calling, and field teams
- ✓ AI/ML to identify high-risk customers and guide outreach
- ✓ Personalized nudges via SMS/WhatsApp to improve recovery rates

Digital Onboarding

Key Impact



- Strengthens compliance
- Reduces operational fraud
- Accelerates onboarding with fully digital customer journeys
- Aligns with a field-friendly, frictionless execution mindset

Field Tech Transformation (In Progress)

Key Impact



- Boosts operational productivity
- Enhances credit discipline
- Enables proactive customer engagement
- Drives down costs with intelligent automation



Environmental

Reducing Environmental Impact

- Continued adherence to the IFC Exclusion List
- Sustainable Operations: Expanded digital receipts, SMS confirmations and paperless workflows, reducing paper usage and enhancing efficiency.
- Ensured compliance with India's E-Waste Rules 2022 with compliant disposal via CPCB-registered channels.
- Strengthened customer-centric practices aligned with Cerise+SPTF standards.



Social

Empowering Community & Employees through various Initiatives

- Under 6 CSR programs, 19 activities implemented and covered 16 districts across 12 states and UTs, touching 1593 lives.
- Under Health & Hygiene thematic area, 3 Health camps conducted across 3 states and touched 459 lives
- Under Education and skill development thematic area, 4 FLP conducted across 4 states and touched 348 lives
- Under Relief work covered Sorada locations in Orissa states and touched 92 lives.
- Mandatory training launched.



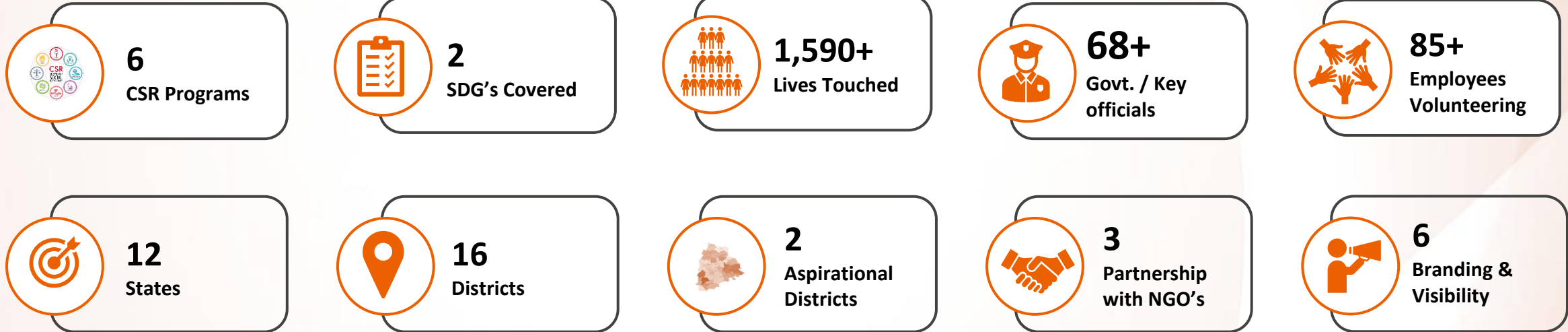
Governance

Responsible business practices through transparency, integrity & accountability

- More than 50% board comprising independent directors including 1 women independent directors
- Risk Management Committee to review management policies in relation to various risks related issues.
- Awarded a score of 96% on the Code of Conduct Assessment (CoCA) for MFIs in India by M-CRIL*.
- Awarded the Gold Level Certification by M-CRIL according to the Client Protection Certification Framework promoted by SPTF and CERISE.
- Received Alpha rating for MIR (Microfinance Institutional Rating) by M-CRIL.
- Dedicated ALM committee to monitor maturity schedule of financial liabilities & assets.

* 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

CSR Footprint : Driving Impact Across Communities



Glimpses of our CSR Programs



Program : Health Camp

Providing basic health care facilities for underserved communities.



Program : Nanhi Pahel

Supporting access to quality early childhood education and holistic development for children up to 5 years of age.



Program : Financial Literacy

Enhancing financial and digital literacy through awareness programs..



Risk Governance & Internal Audit Structure

Risk Governance Framework



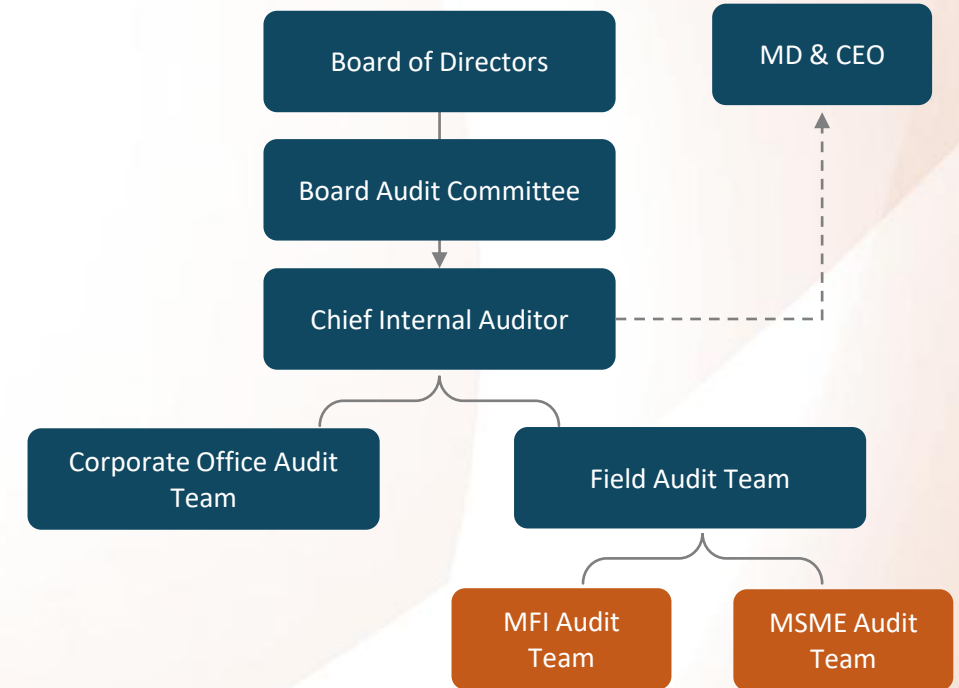
Board Risk Management Committee (BRMC)

- ✿ Board Level Committee chaired by independent director
- ✿ Approves Risk Management Policies & Framework
- ✿ Quarterly review of the Organizational Risk environment
- ✿ Comprehensive coverage of all the risk management areas

Management Risk Committee (MRC)

- ✿ Committee of Senior Management
- ✿ Monthly review of risk areas of all departments
- ✿ Detailed presentation by all departments
- ✿ Strategic actionable are agreed & tracked

Internal Audit Structure



Board

- ✿ Audit Committee chaired by Independent Director
- ✿ Majority of Committee members are independent

Independent Team

- ✿ Independent team structure and reporting
- ✿ Complete access to data, system and information



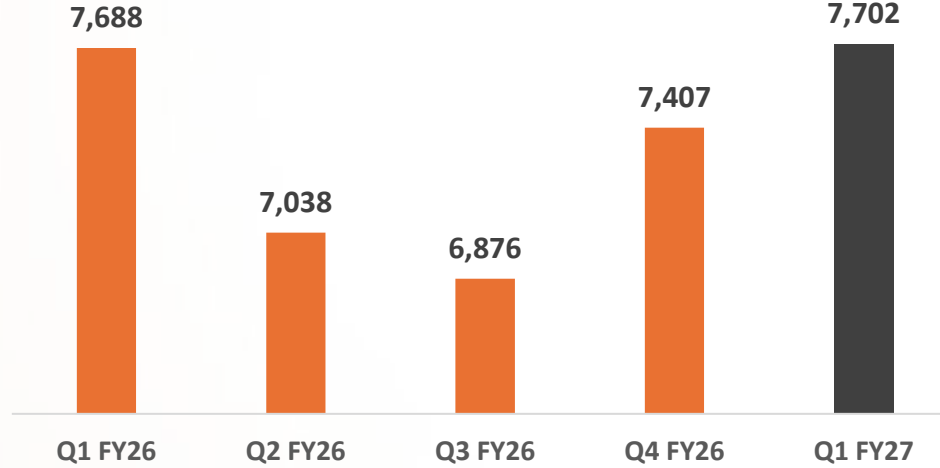
Key Strengths & Liability Management

Key Strengths || Agility across business cycles

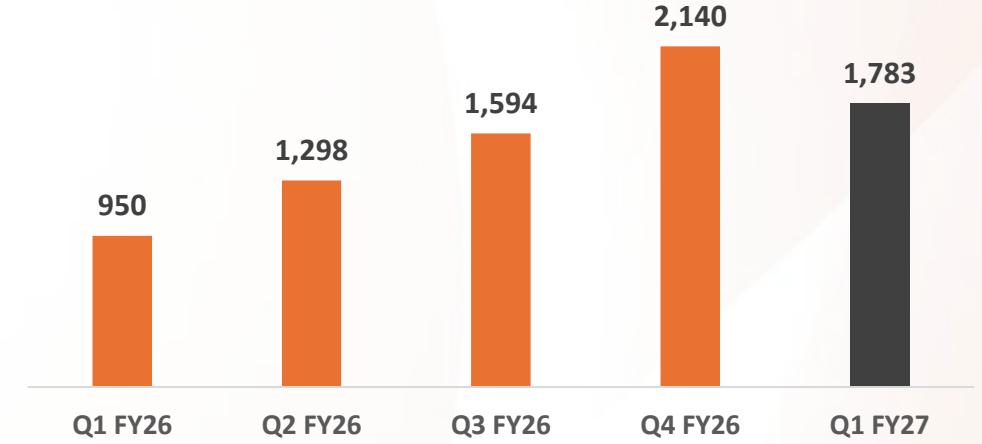
All figures in ₹ Cr.

QoQ

AUM

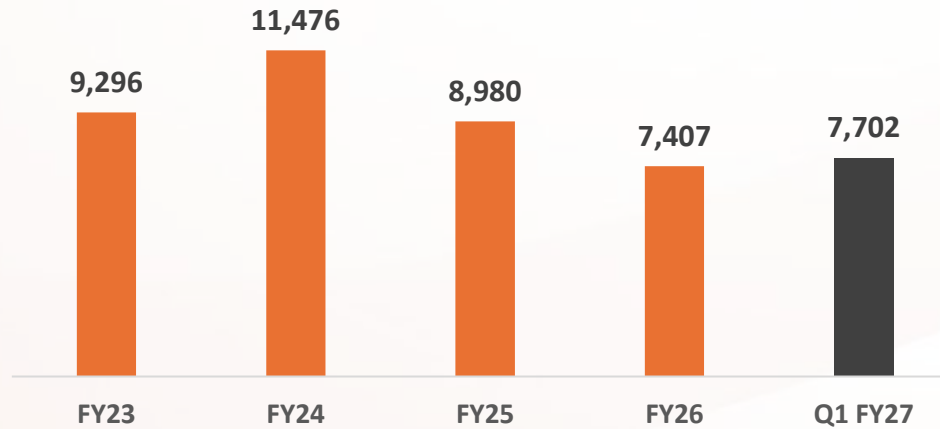


Disbursement

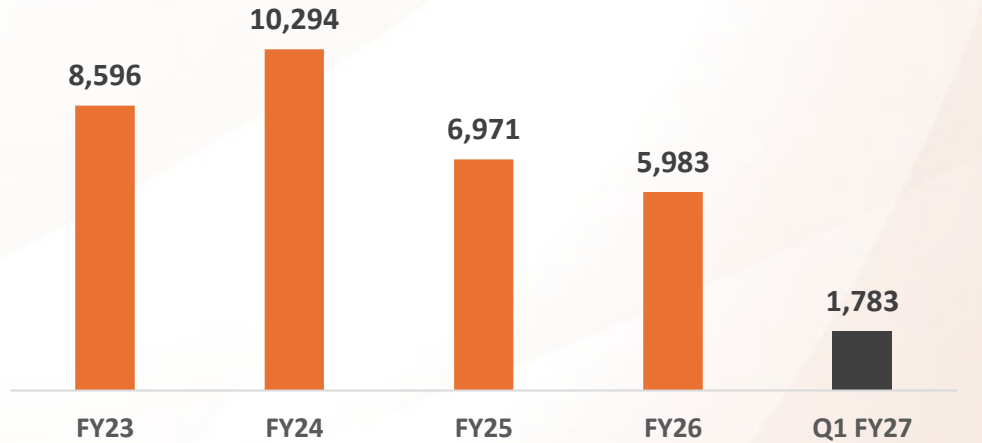


YoY

AUM



Disbursement



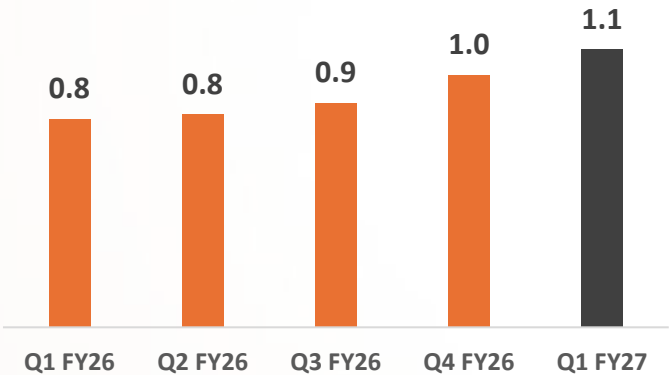


Key Strengths || Agility across business cycles

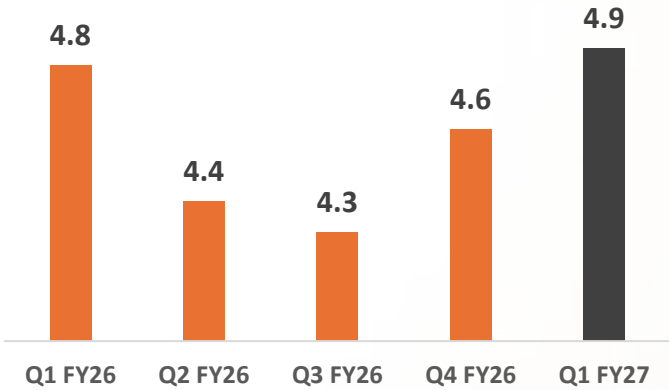
For MFI Vertical only

QoQ

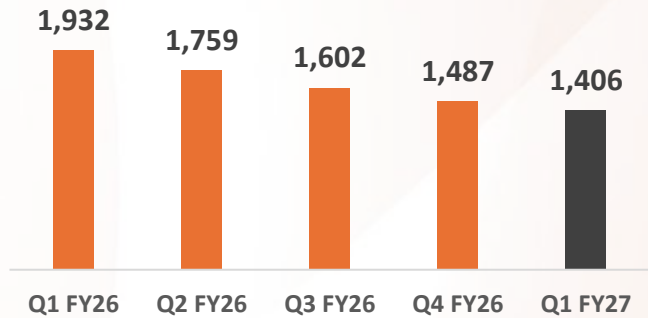
AUM/ RO (₹ in Cr)



AUM/Branch (₹ in Cr)

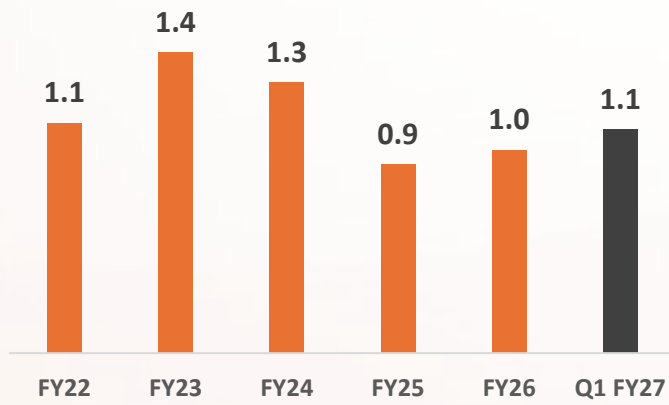


Borrower/ Branch

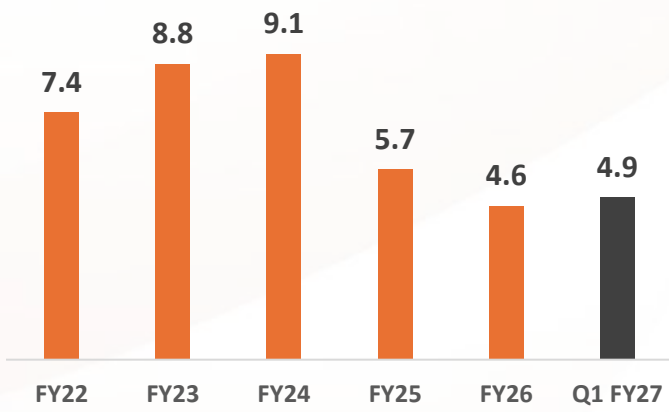


YoY

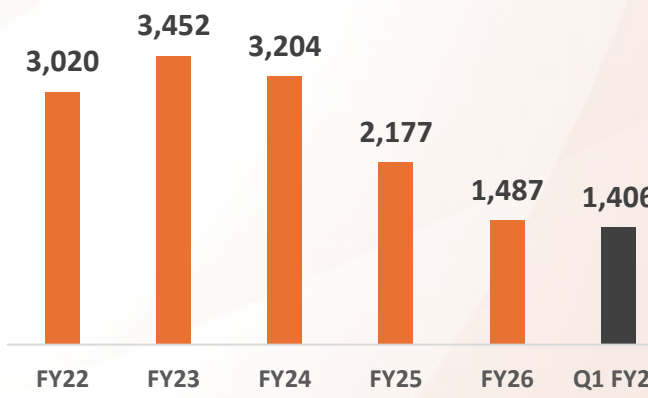
AUM/ RO (₹ in Cr)



AUM/Branch (₹ in Cr)



Borrower/ Branch

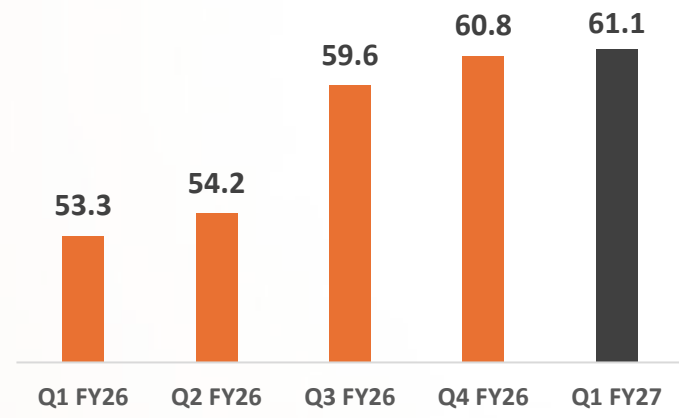


Key Strengths || Operational Prudence

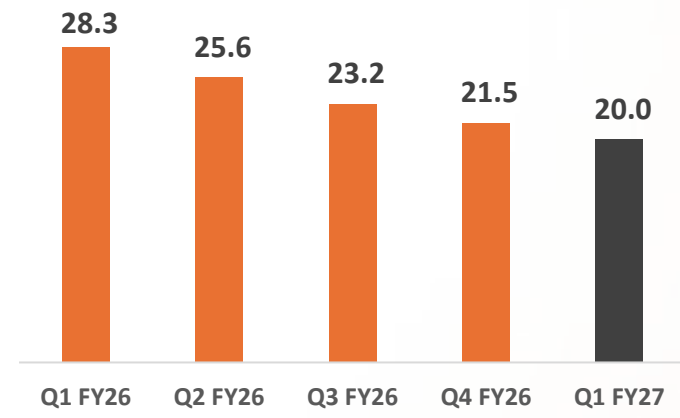
For MFI Vertical only

QoQ

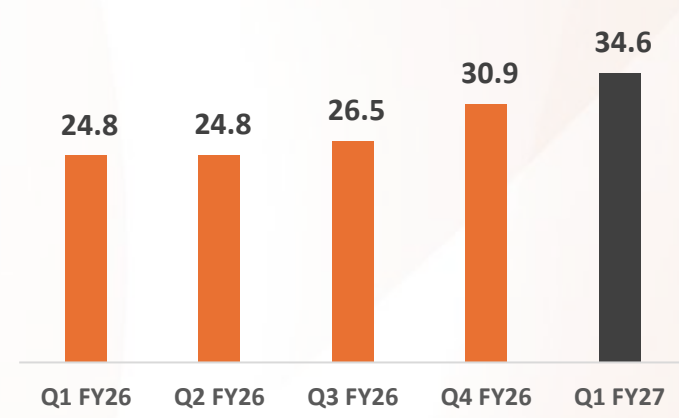
Avg. Ticket Size (₹ in K)



Borrowers (in Lacs)

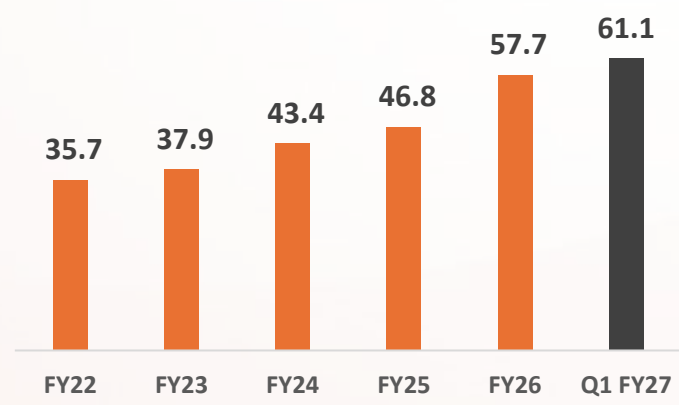


Avg. OS / Borrower (₹ in K)

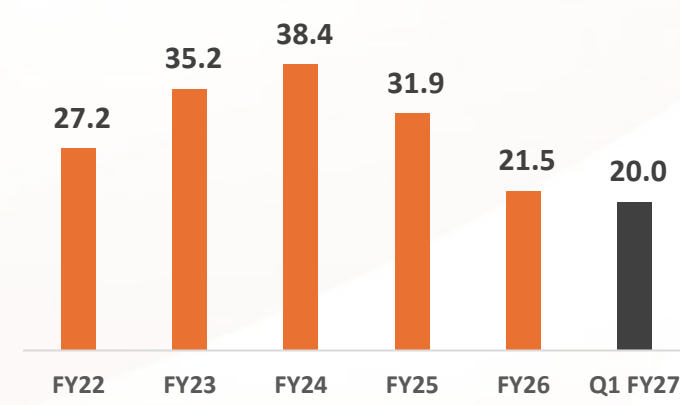


YoY

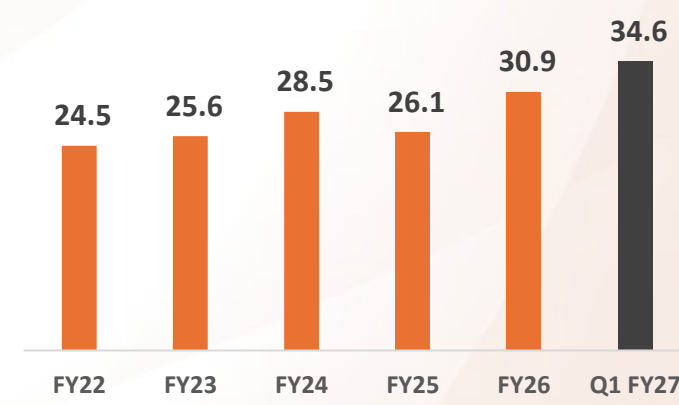
Avg. Ticket Size (₹ in K)



Borrowers (in Lacs)

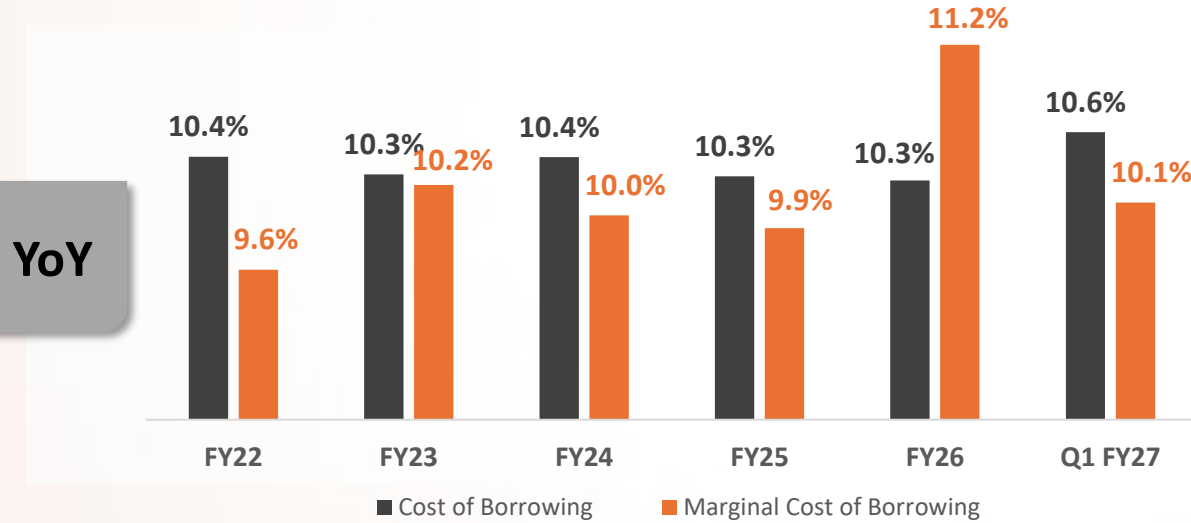


Avg. OS / Borrower (₹ in K)

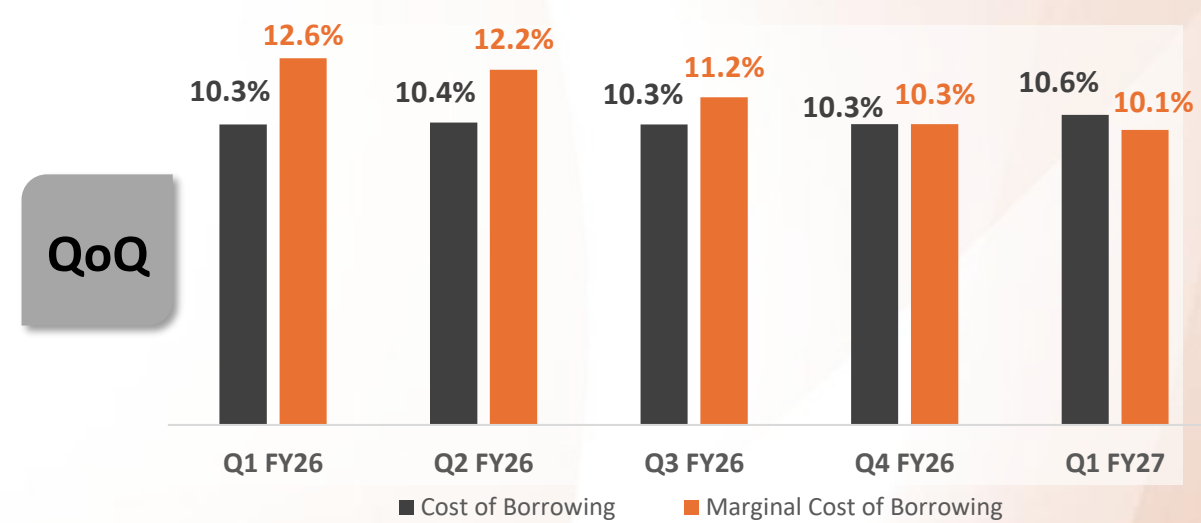


Key Strengths || Liability Management

Average & Marginal Cost of Borrowing*



Average & Marginal Cost of Borrowing*



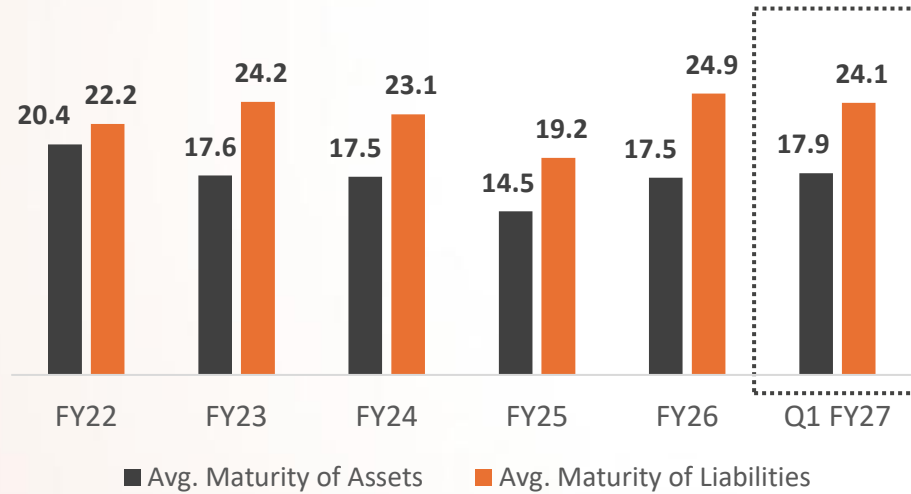
Institutions / Banks	Q1 FY27	FY26	FY25	FY24	FY23	FY22
Public Sector Banks	11%	16%	27%	29%	26%	21%
Development Financial Institutions - Domestic	3%	3%	7%	8%	8%	12%
Private Sector Banks	47%	43%	36%	43%	37%	36%
Foreign-Banks	21%	18%	20%	14%	13%	14%
Non-Banking Financial Institutions	13%	14%	5%	4%	9%	9%
Foreign Portfolio Investors	3%	2%	2%	2%	7%	8%
Development Financial Institutions - Foreign	2%	4%	3%	0%	0%	0%
Total	100%	100%	100%	100%	100%	100%

* Avg. Cost of borrowing without impact of exchange rate fluctuation is 10.3% for Q1 FY27 and 10.4% for Q4 FY26.

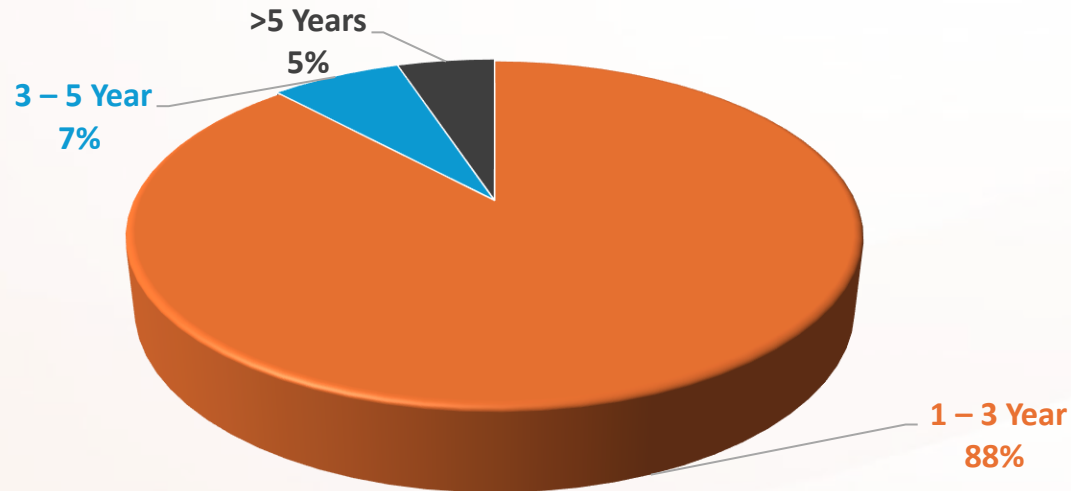
Key Strengths || Liability Management

All figures in ₹ Cr.

Positive ALM (Months)



Loan Maturity



Stable Liquidity Position

Particulars (₹ Cr)	Jul26(P)	Aug 26(P)	Sep26(P)	OCT26 - Dec26(P)
Opening Cash & Equivalents (A)	1,880*	1,844	1,732	1,600
Loan Recovery [Principal + Interest] **(B)	509	464	462	1,546
Total Inflow C= (A + B)	2,389	2,308	2,194	3,146
Borrowing Payment [Principal + Interest] (D)	333	344	387	982
DA/PTC/BC [Principal + Interest] (E)	137	156	128	653
Opex (F)	75	76	79	255
Total Outflow G = (D + E + F)	545	576	594	1,890
Closing Cash & equivalents H = (C - G)	1,844	1,732	1,600	1,256

*Includes Lien free deposits

** Loan Recovery taken as 90% of scheduled demand

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

• Sanctions in hand ₹ 2,302 Cr



Financial Performance

Profit and Loss Statement

All figures in ₹ Cr.

Profit & Loss Statement	Q1 FY27	Q4 FY26	QoQ%	Q1 FY26	YoY%	FY26
- Interest Income on portfolio	386.08	354.44	9%	416.85	(7%)	1,513.13
- Finance Cost	149.84	132.1	13%	148.89	1%	538.72
Net Interest Income	236.24	222.34	6%	267.96	(12%)	974.41
- Treasury Income	25.09	19.96	26%	11.21	124%	49.77
- Net gain on derecognition of financial instruments	14.21	17.34	(18%)	6.02	136%	57.21
- Other operating Income	32.79	32.28	2%	8.2	300%	78.42
- Non-operating Income	0.14	6.12	(98%)	3.29	(96%)	33.97
Gross Income (Net of Finance Cost)	308.47	298.04	3%	296.68	4%	1,193.78
- Employee benefit expense	155.49	155.18	0%	154.16	1%	616.92
- Depreciation and amortization expense	1.74	2.2	(21%)	2.42	(28%)	9.60
- Other expenses	49.15	47.61	3%	53.49	(8%)	205.02
Total Operating Expenses	206.38	204.99	1%	210.07	(2%)	831.54
Pre-Provision Operating Profit (PPOP)	102.09	93.05	10%	86.61	18%	362.24
- Impairment of financial instruments	39.68	55.64	(29%)	178.86	(78%)	425.17
Profit/(loss) before tax	62.41	37.41	67%	(92.25)	n.m.	(62.93)
- Tax expense/(credit)	-	(76.78)	n.m.	-	n.m.	(76.78)
Profit/(loss) after tax	62.41	114.19	(45%)	(92.25)	n.m.	13.85

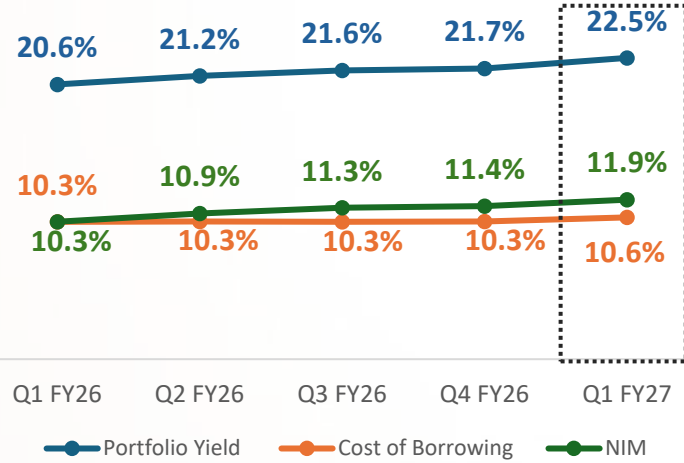
Balance Sheet

Financial Position (₹ Cr)	Q1 FY27	Q4 FY26	QoQ %	Q1 FY26	YoY %
Financial and Non-financial assets					
- Cash & Other Bank Balances	1,880.18	1,874.84	0%	561.78	235%
- Bank balances other than cash and cash equivalents	113.22	130.6	(13%)	225.2	(50%)
- Loans (Net of Impairment Loss Allowance)	6,405.93	6,000.83	7%	6,472.10	(1%)
- Investments	2.02	2.06	(2%)	2.05	(1%)
- Current and deferred tax assets	84.93	82.51	3%	34.03	150%
- PPE, Right of use asset and Intangible assets & Capital WIP	45.00	45.05	0%	32.05	40%
- Trade Receivables, Derivative financial & Other financial assets	114.84	140.4	(18%)	55.34	108%
- Other non-financial assets	11.64	18.51	(37%)	42.05	(72%)
Total assets	8,657.76	8,294.80	4%	7,424.60	17%
Financial and Non-Financial liabilities					
- Debt securities	306.41	305.93	0%	-	n.m.
- Borrowings (other than debt securities)	5,479.57	5,210.60	5%	5,211.80	5%
- Subordinated liabilities	54.36	54.23	0%	53.89	1%
- Trade payables & Derivative financial instrument	32.46	32.34	0%	20.46	59%
- Other financial liabilities	221.22	201.12	10%	160.5	38%
- Current tax, Provisions & Other non-financial liabilities	43.05	34.65	24%	34.48	25%
Total liabilities	6,137.07	5,838.87	5%	5,481.13	12%
Total equity	2,520.69	2,455.93	3%	1,943.47	30%
Total liabilities and equity	8,657.76	8,294.80	4%	7,424.60	17%

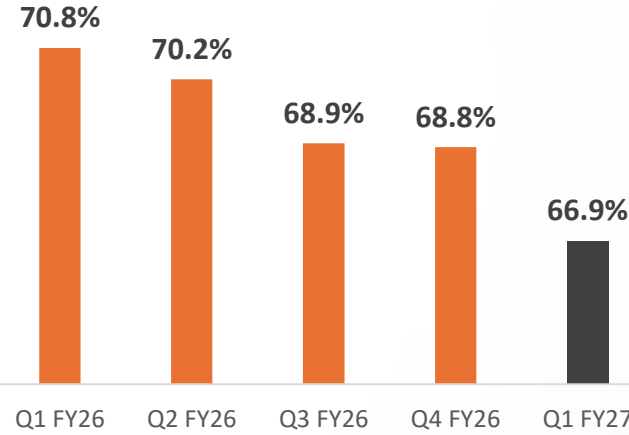
Key Ratios

QoQ

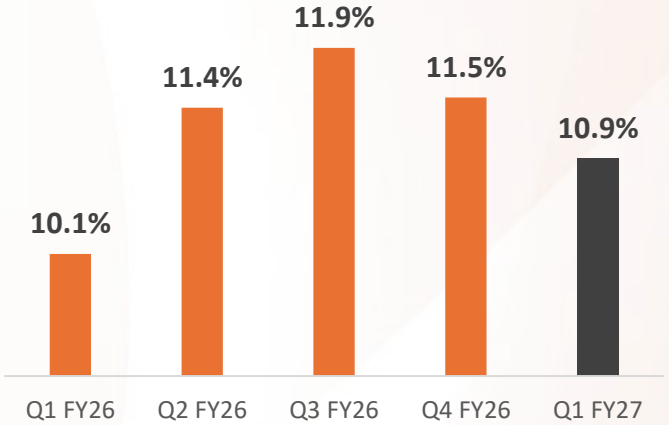
Margin Analysis



Cost to Income

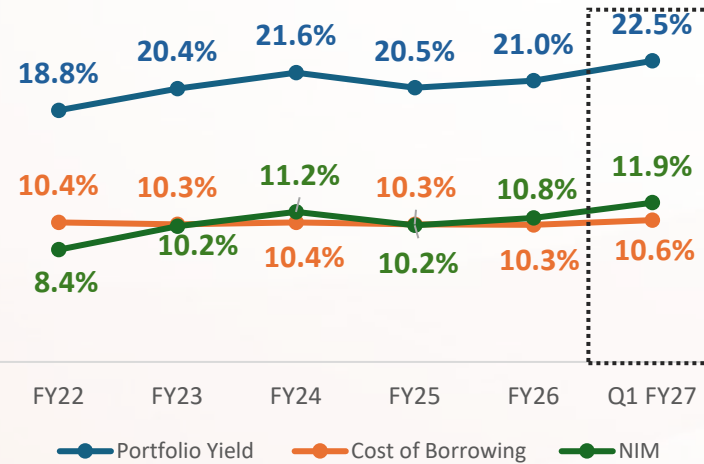


Opex to Avg. AUM

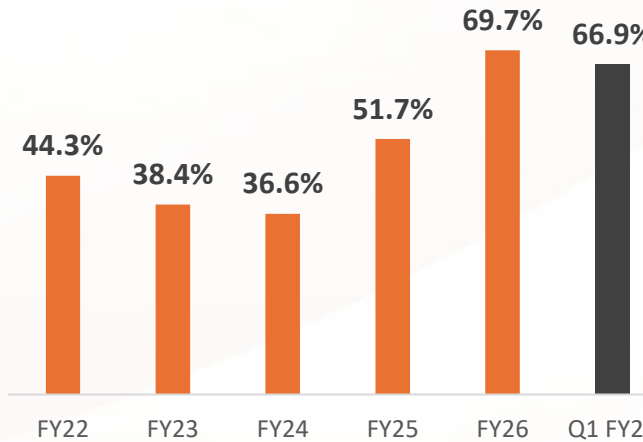


YoY

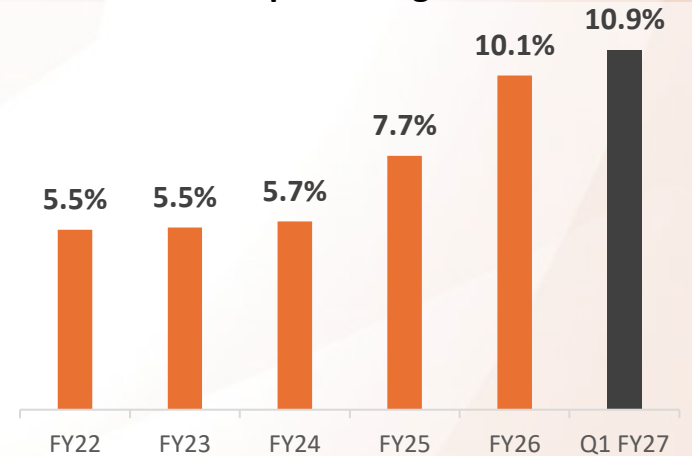
Margin Analysis



Cost to Income



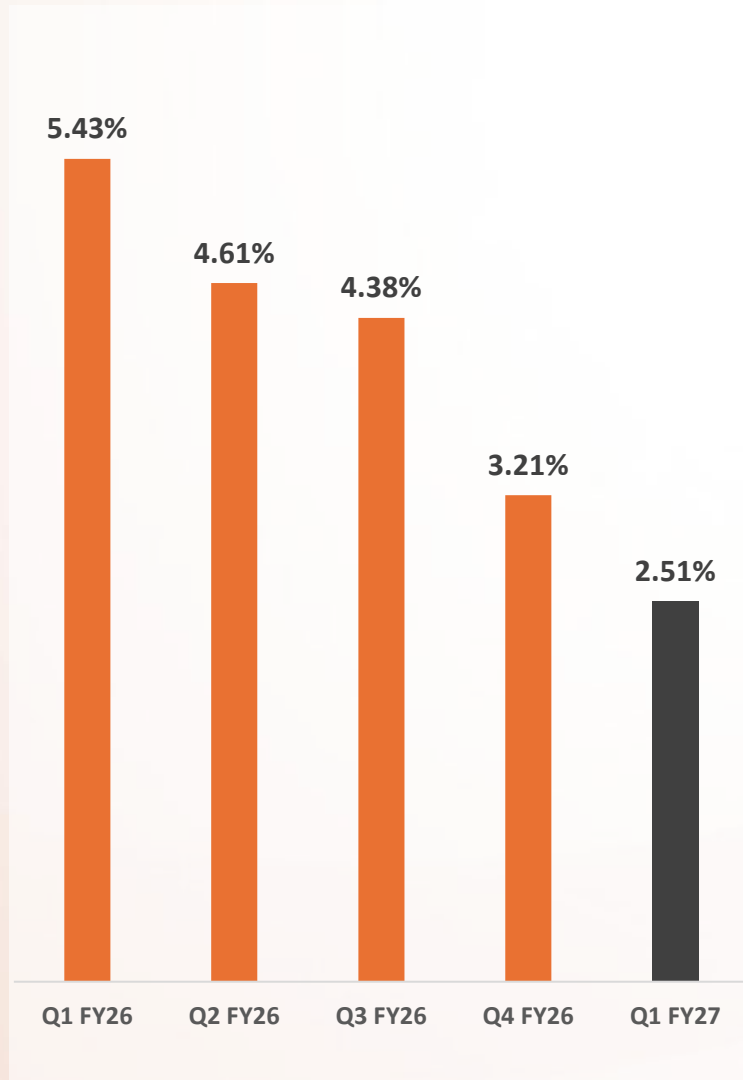
Opex to Avg. AUM



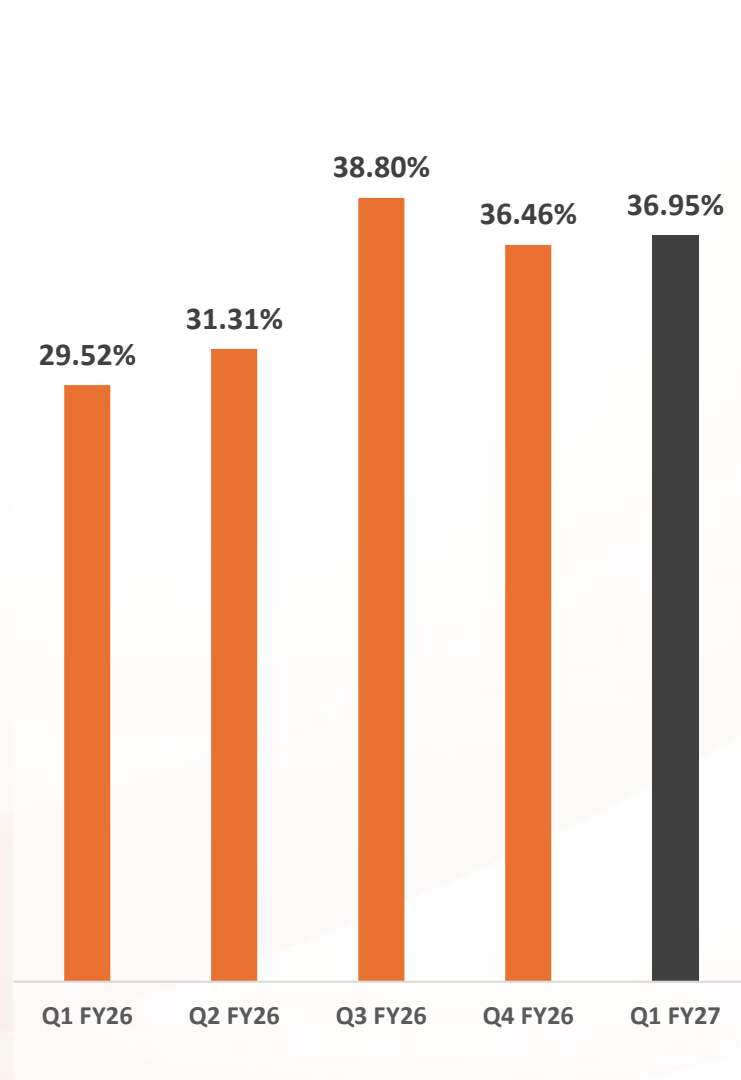
Note - Avg. Cost of borrowing without impact of exchange rate fluctuation is 10.3% for Q1 FY27 and 10.4% for Q4 FY26.

Key ratios

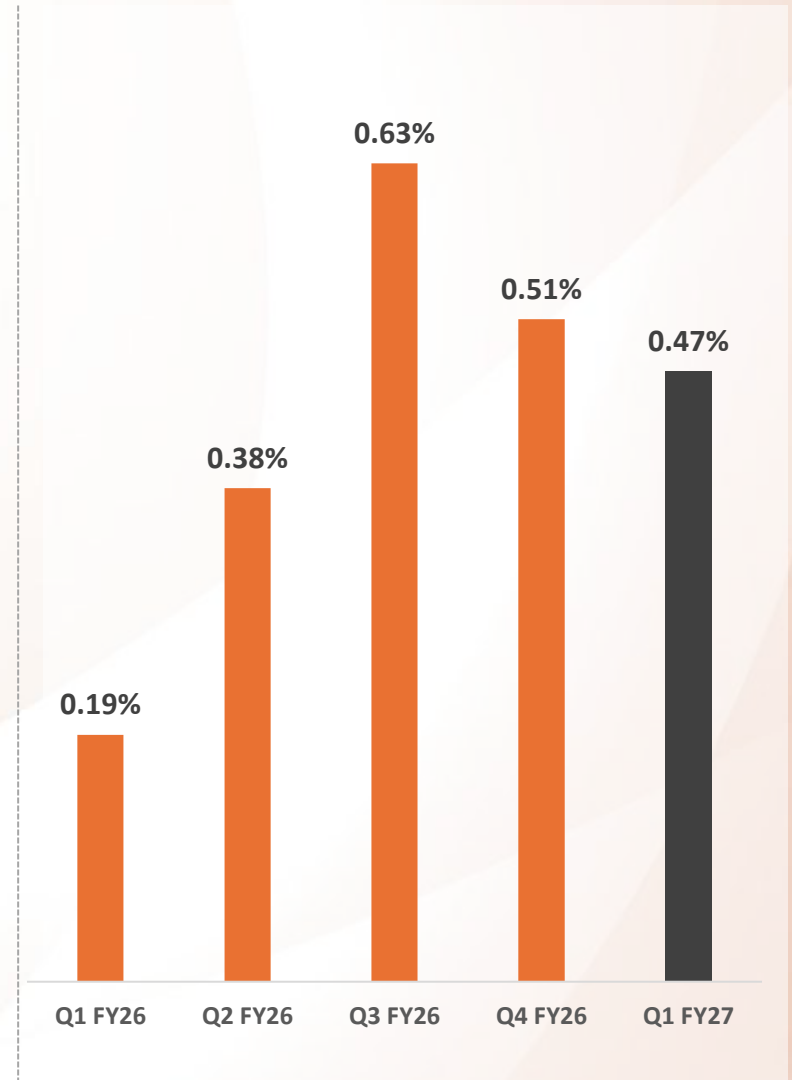
GNPA



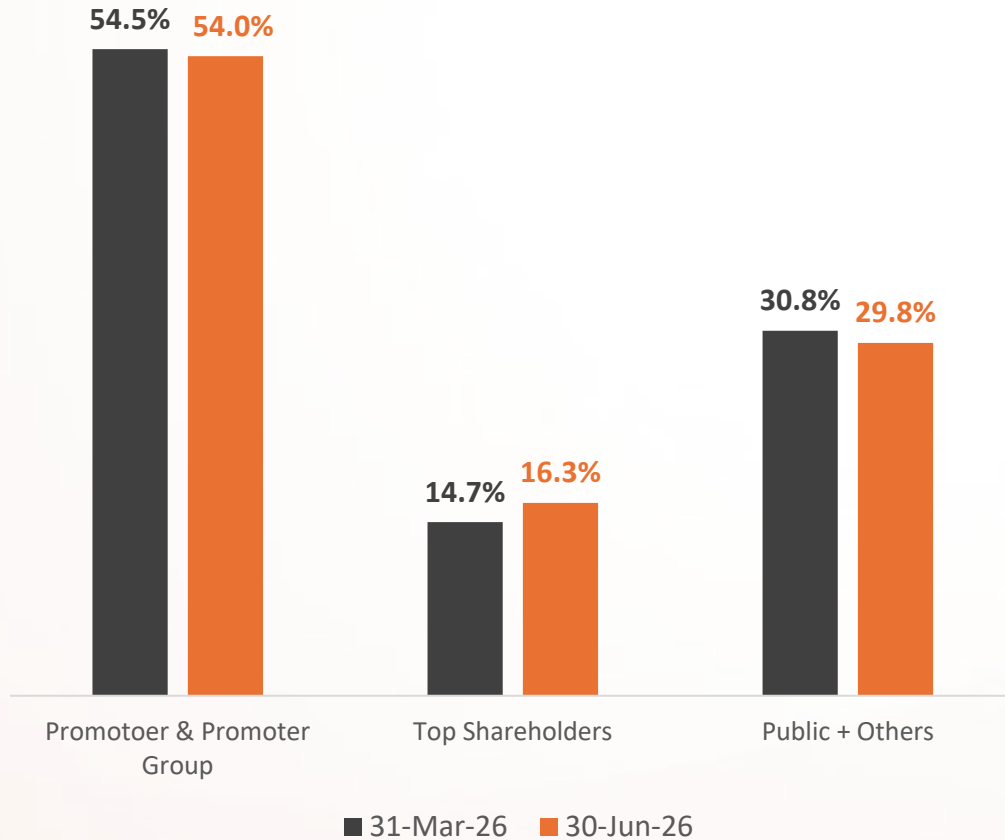
CRAR



NNPA



Stakeholder Management



Category	Top Share Holders
Mutual Fund	HDFC TRUSTEE COMPANY LTD. A/C HDFC BALANCED ADVANTAGE FUND
Mutual Fund	INDIA CAPITAL FUND LIMITED
Mutual Fund	NIPPON LIFE INDIA TRUSTEE LTD-A/C NIPPON INDIA VALUE FUND
Mutual Fund	ICICI PRUDENTIAL BANKING AND FINANCIAL SERVICES FUND
Insurance Company	GENERALI CENTRAL LIFE INSURANCE COMPANY LIMITED SH/ NON UNIT LINKED
Mutual Fund	BANDHAN BALANCED ADVANTAGE FUND
Mutual Fund	ADITYA BIRLA SUN LIFE TRUSTEE PRIVATE LIMITED A/C ADITYA BIRLA SUN LIFE BANKING AND FINANCIAL SERVICES FUND
Alternate Investment Fund	NUVAMA CROSSOVER OPPORTUNITIES FUND - SERIES III
Alternate Investment Fund	AIONIOS ALPHA FUND - AIONIOS ALPHA FUND I
Alternate Investment Fund	NUVAMA CROSSOVER OPPORTUNITIES FUND - SERIES III B .
Insurance Company	GENERALI CENTRAL INSURANCE COMPANY LIMITED
Body Corporate	ALROX ENTERPRISES PRIVATE LIMITED
Insurance Company	INDUSIND GENERAL INSURANCE COMPANY LIMITED

Highly Experienced Board with Strong Governance



Sanjay Garyali, *MD and CEO*

- 28+ years of expertise in retail financial markets and a deep understanding of the key drivers in the sector. Prior to joining Fusion Sanjay led the Urban Finance business of L&T Finance, managing a large portfolio consisting of two-wheeler, consumer loans, and mortgages.



Hemant Mundra, *Non-Executive Director*

- Hemant Mundra is a Managing Director at Warburg Pincus. Mr. Mundra is a postgraduate from Indian Institute of Management, Ahmedabad and BTech in Chemical Engineering from IIT, Bombay



Remika Agarwal, *Non-Executive Director*

- Served on the Boards of Sonata Finance, Kissandhan Agri Financial Services and North End Foods Marketing
- Over 2 decades extensive experience in Non-Banking Financial Companies and Credit Markets



Rajeev Sardana, *Independent Director*

- Rajeev Sardana is an ex-member of the Executive Management at HDFC, with expertise in financial services, lending, retail assets, and credit risk management. Since 2024, he has been serving as Senior Director for Strategy and Planning at Greenfinch Global Consulting.



Brahmanand Hegde, *Independent Director*

- Brahmanand Hegde, a 30+ year veteran in microfinance and financial inclusion, founded Vistaar Finance and led key initiatives at ICICI Bank and Fullerton India.
- He also serves as Independent Director with Varthana Finance and Kaabil Finance.



Namrata Kaul, *Independent Director*

- Over 34 years of experience working with companies like Grindlays Bank and Deutsche Bank



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

The Management Team



Krishan Gopal
CFO



Sunil Mundra
COO-MFI



Jitender Sharma
Deputy COO—
MSME



Sushil Menon
CIO



Nishant Monga
Chief Compliance
Officer



Anurag Srivastava
CCO



Gautam Munjal
Head – Internal
Audit



Sanjay V Choudhary
CRO



Pooja Mehta
CHRO



**Priyanka Seth
Wadhera**
CSO

Abbreviations

AUM	Asset Under Management
PAT	Profit After Tax
NIM	Net Interest Margin
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
Opex	Operating Expenses
YoY	Year on Year
QoQ	Quarter on Quarter
PAR	Portfolio at risk
ATS	Average Ticket Size
CE	Collection Efficiency
PBT	Profit Before Tax
RoA	Return on Assets
RoE	Return on Equity
D/E	Debt to Equity
EOM	End of Month
AI	Artificial Intelligence

Cr	Crore
L	Lac
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
LTV	Loan to Value
Avg.	Average
LOS	Loan origination system
LMS	Loan management system
ESG	Environment, Social and Governance
POS	Portfolio Outstanding
RO	Relationship Officer

- **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 on-book portfolio for the relevant period/year
- **Cost of Borrowing** represents finance cost excluding interest on finance lease as a percentage of average principal outstanding of 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 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 (IRR) 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

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