

12th July, 2024

BSE Limited

1st Floor, New Trading Wing,
Rotunda Building, P. J. Towers,
Dalal Street, Fort,
Mumbai 400 001

BSE Scrip Code: 500302

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor,
Plot No. C/1, G. Block,
Bandra-Kurla Complex, Bandra (E)
Mumbai 400 051

NSE Symbol: PEL

Dear Sir / Madam,

Sub.: Intimation under the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Further to our intimation(s) dated 29th June, 2024 and 2nd July, 2024, we wish to inform you that the senior management team of Piramal Capital & Housing Finance Limited ("PCHFL"), being a wholly-owned subsidiary of Piramal Enterprises Limited ("Company"), along with the joint book runners appointed for the proposed issuance of USD denominated senior secured fixed rate sustainability notes under the Euro Medium Term Note Programme established by PCHFL, will be engaging in investor calls, virtual meetings, physical meetings and presentations, amongst others, with institutional investors and analysts, outside of India, on 12th July, 2024, 15th July, 2024 and 16th July, 2024, subject to market conditions and due exigencies.

Please find enclosed a copy of the investor presentation for your records and the same is also available on the website of PCHFL at <https://www.piramalfinance.com/stakeholders/announcements>.

You are requested to take the same on your records.

Thanking you.

Yours faithfully,

For Piramal Enterprises Limited

BIPIN
SINGH

Digitally signed
by BIPIN SINGH
Date: 2024.07.12
06:53:30 +05'30'

Bipin Singh

Company Secretary

Encl.: As above.

Piramal Enterprises Limited

CIN: L2410MH1947PLC005719

Registered Office: Piramal Ananta, Agastya Corporate Park, Opp Fire Brigade, Kamani Junction, LBS Marg, Kurla (West), Mumbai 400 070 India
Secretarial Dept: Ground Floor, B Block, Agastya Corporate Park, Opp. Fire Brigade, Kamani Junction, LBS Marg, Kurla (West), Mumbai, Maharashtra 400070, India
Email Id: complianceofficer.pel@piramal.com | T +91 22 3802 3084/3083/3103 F +91 22 3802 3084

piramalenterprises.com

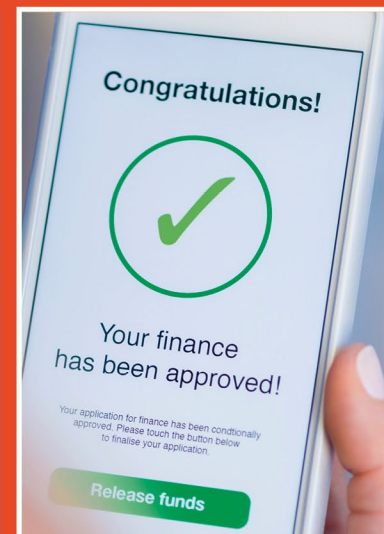



loan

Roadshow Presentation

Piramal Capital & Housing Finance Limited

July 2024 | Confidential



Except for the historical information contained herein, statements in this presentation and any subsequent discussions, which include words or phrases such as 'will', 'aim', 'will likely result', 'would', 'believe', 'may', 'expect', 'will continue', 'anticipate', 'estimate', 'intend', 'plan', 'contemplate', 'seek to', 'future', 'objective', 'goal', 'likely', 'project', 'on-course', 'should', 'potential', 'pipeline', 'guidance', 'will pursue' 'trend line' and similar expressions or variations of such expressions may constitute 'forward-looking statements'.

These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements.

These risks and uncertainties include but are not limited to Piramal Enterprise Limited's ability to successfully implement its strategy, the Company's growth and expansion plans, obtain regulatory approvals, provisioning policies, technological changes, investment and business income, cash flow projections, exposure to market risks as well as other risks.

Piramal Enterprises Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

These materials are not a prospectus, a statement in lieu of a prospectus, an offering circular, an invitation or an advertisement or an offer document under the Indian Companies Act, 2013 and the rules thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 each, as amended, or any other applicable law in India.

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- 1 Corporate Overview
- 2 Business Overview
 - A Growth Business: Retail
 - B Growth Business: Wholesale 2.0
 - C Legacy Business
- 3 Key Investment Highlights
- 4 Solid Balance Sheet: Primed for Growth
- 5 Financial Summary
- 6 Appendix

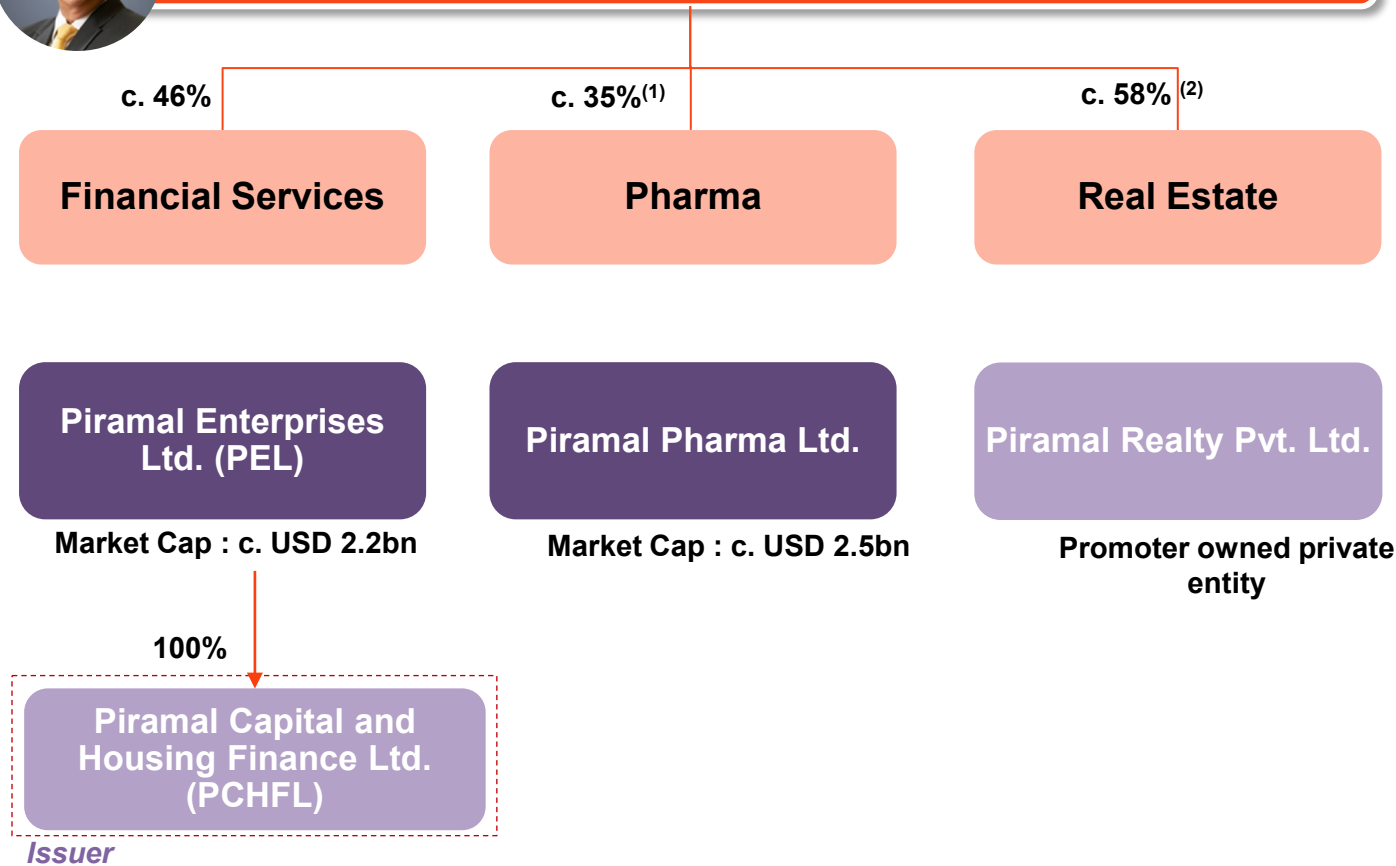


Corporate Overview

Piramal Group Snapshot



Ajay Piramal Group



Successfully raised c. USD 2.2bn in equity during NBFC crisis

Rights Issue
USD 440mn
(Jan'20)

Sale of DRG
USD 837mn
(Feb'20)

Pharma Fund Raise
USD 424mn
(Oct'20)

Preferential Allotment
USD 211mn
(Dec'19)

Shriram Stake Sale⁽³⁾
USD 277mn
(Jun'19)

Ability to raise debt via access to large pool of lenders

of Lenders
30+

Long Term Rating
BB- (S&P);
Ba3 (Moody's)

Short Term Rating (Domestic)
A1+

Strategic partnerships with marquee global sponsors



Established 40+ year legacy in India
All businesses operating independently with no cross holdings or intercompany transactions

Listed Companies

Privately Held Companies

Notes: (1) Carlyle holds 18% stake; (2) Balance held by Goldman Sachs and Warburg Pincus; (3) Refers to PEL's stake sale in Shriram Transport Finance Corporation. Additionally, in FY24 PEL has sold its entire stake in Shriram Finance Ltd. and Shriram Investment Holdings for USD 581mn and USD 173mn respectively

Market Cap as of 20 June 2024

Conversion Rate = 1 USD = 83 INR throughout the presentation, unless mentioned otherwise

Journey to being full-fledged financial services company

Strengthening and Consolidation

- Over 2018-20 raised USD 2.2 bn through equity issuance and asset monetization to improve capital adequacy
- **Deleveraged the business** and strengthened liabilities
- **Increased granularity** of the **wholesale book**
- Took adequate **provisions**



Investment in Shriram

Commenced NBFC operations

2011

Entered financial services via IndiaREIT

2012

2013

2014-2016

- **CPPIB alliance** for residential development debt financing
- **APG asset mgmt.** alliance for infra co investments. Commences construction financing



CPPIB INVESTMENT BOARD



2017

Entered retail financing

2018- 2020

Entry to Financial Services

2021

Demerged Pharma business to create a pure play financial services company



2021 - 2023

- Significant increase in loan book size post the **DHFL acquisition** – creating a leading HFC in India
- Completed DHFL acquisition and integration
- **Transformation from a wholesale-led to a well-diversified lending business**



2024

- Crossed Retail AUM of USD 6bn

Corporate Restructuring and Transition to a Retail Focused player via DHFL acquisition

Present and Going Forward

Sustainable growth and profitability

- Scale-up the overall loan book
- Leverage DHFL's platform to cross-sell
- Significantly increased retail loans share to 70%, with target to take it to 75%
- Diversified the retail product offering

Balanced trade-offs between 3 key vectors of lending



Major Highlights

Led to the creation of one of the largest pan-India housing finance companies, a platform to address the diverse financing needs of the under-served 'Bharat' market

- ❑ **Milestone Transaction** – 1st financial services company to be resolved through the IBC route
- ❑ **January 2021 – 94% of the Committee of Creditors** voted in favor of Piramal's resolution plan
- ❑ **February to September 2021** – Key necessary regulatory approvals received for transaction closure.
- ❑ **Consideration Paid by PCHFL** – PCHFL acquired a loan book with gross value of USD 5.4bn (excl. fraudulent assets) for a consideration of USD 2.4bn (net off existing cash at DHFL), thereby **acquiring the book at c. 44% of gross value**
- ❑ **PCHFL funded the consideration** via fixed rate bonds to the tune of USD 2.3bn **and balance USD 0.1bn was funded through internal accruals.**

Key Strategic Rationale

- 1 **Diversification** : Transformed Piramal into a well-diversified lender, focused on retail lending 
- 2 **Growth**: Created one of the leading housing finance companies in India with significant increase in loan book size 
- 3 **Scale**: PCHFL gained pan-India distribution network with access to ~1 million customers at time of acquisition 
- 4 **Customer Segment**: Ability to cater to the under-served 'Bharat' market in affordable segment via DHFL network 
- 5 **Strengthens Liabilities**: Reduced borrowing cost post-acquisition and further improved ALM profile via long term fund raise 

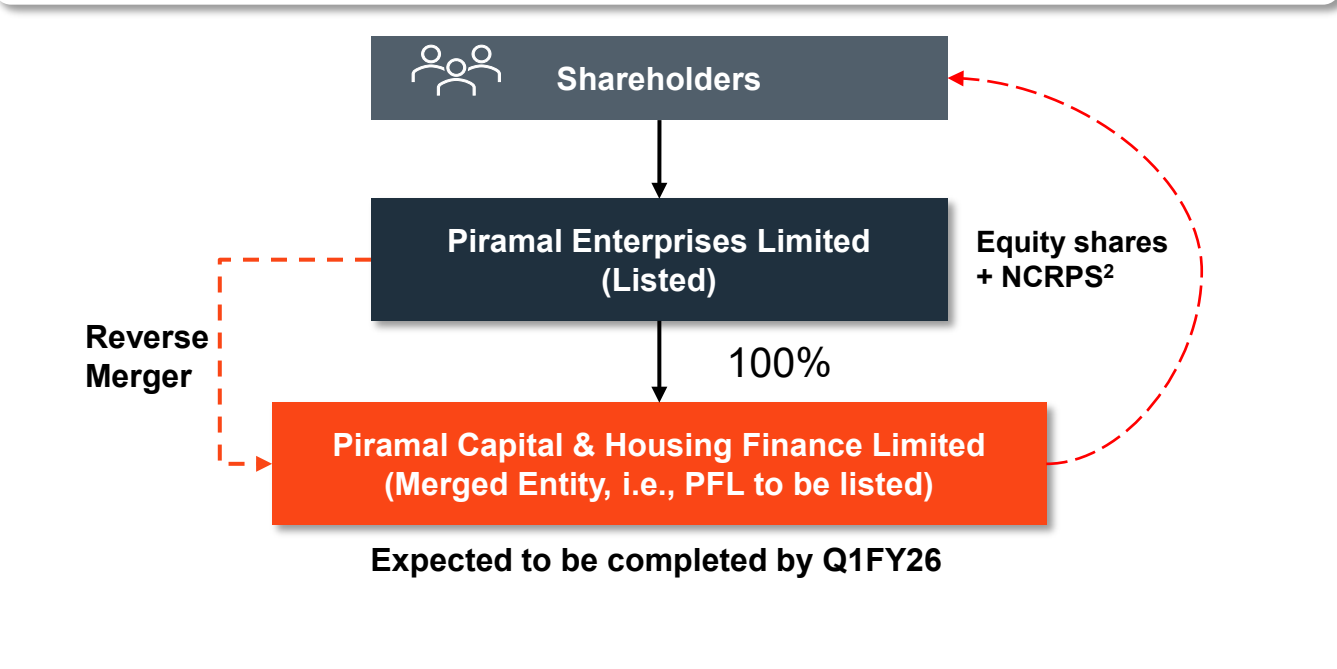
Creation of Pan India platform post acquisition with continued expansion

Metric	Pre-DHFL	Post-DHFL	Current (Mar '24)
Footprint in # States / Union Territories	10	24	26
Presence in # of Cities / Towns	40	236	404
# of Branches	14	301	487
# of Customers	23,286	c. 1.0 mn	c. 4.1 mn

Acquisition enabled PCHFL to acquire an established retail lending platform which acted as a catalyst for future growth

In May 2024, PEL announced that it will get reverse merged into PCHFL, and entity will be renamed to Piramal Finance Ltd. (“PFL”)

Transaction Mechanics¹



PCHFL was natural choice as surviving entity

-  Interest income ~3.4x of PEL Standalone
-  AUM at PCHFL = ~4x of PEL Standalone AUM
-  99% of the total footprint with PCHFL
-  + 95% of lending business employees are housed in PCHFL
-  Help achieves listing requirements on PCHFL due to classification as an 'upper layer' NBFC



PCHFL has disproportionately higher scale, geographic footprint and salesforce relative to PEL



PCHFL originates almost the entire credit portfolio for both entities



PCHFL as the surviving entity minimizes operational inconvenience related to transfer of infrastructure, assets, etc.

Piramal Finance Limited to be an NBFC-ICC with enhanced scale and larger target addressable market

- (1) Group structure chart is not exhaustive
- (2) PCHFL will issue NCRPS for part of the consideration subject to RBI approval

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- (2) PCHFL will issue NCRPS for part of the consideration subject to RBI approval



Business Overview:
Well-diversified NBFC, led by
Retail lending

Financial Services Business – A Snapshot

GROWTH BOOK



Retail
AUM

USD 5,774_{mn}⁽¹⁾

Multi-product retail platform - Housing, LAP,
Other Secured and Unsecured Loans



Wholesale
2.0 AUM

USD 765_{mn}

New real estate (RE) and corporate mid
market loans (CMML)

LEGACY BOOK



Legacy
Wholesale
1.0 AUM

USD 1,756_{mn}

OTHER ASSETS



Investments
in Shriram

~USD 205_{mn}



Life Insurance
GWP⁽¹⁾

USD 163_{mn}



Alternatives
Committed Funds

~USD 1.0_{bn}

Strong capitalization levels and low leverage provide firepower to sustained AUM growth.

Total AUM USD 8,295mn

Net Worth USD 3,200mn

Capital Adequacy 25.6%

Debt / Equity 2.0x

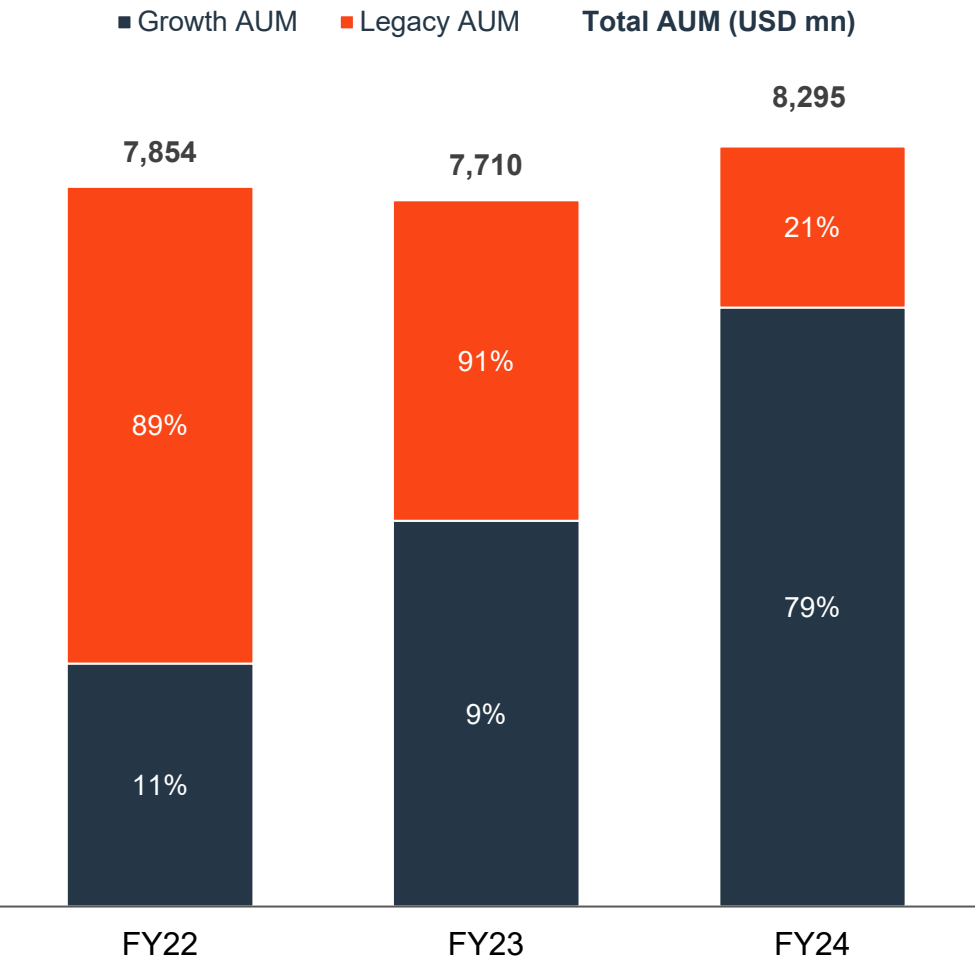
GNPA 2.4% / NNPA 0.8%

(1) 9M FY24 Gross Written Premium
(2) Conversion Rate = 1 USD = 83 INR

Successfully transitioned to a diversified multi-product NBFC led by Retail lending

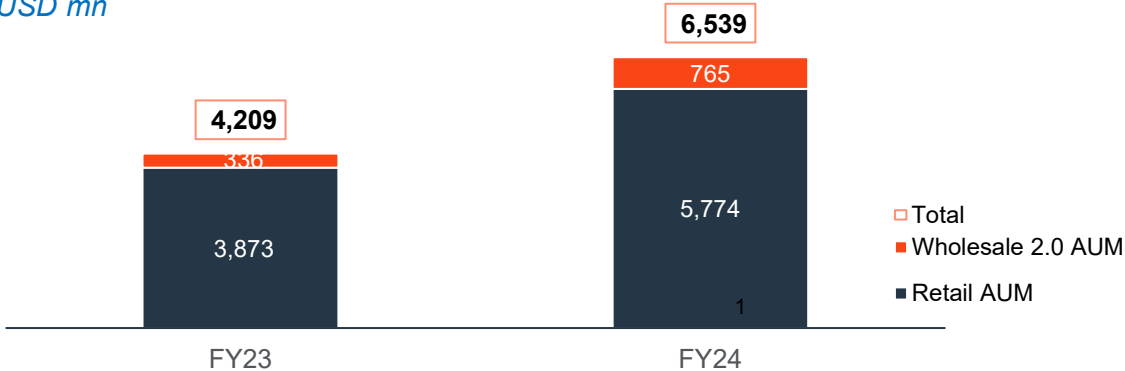


Growth business now dominates the AUM mix



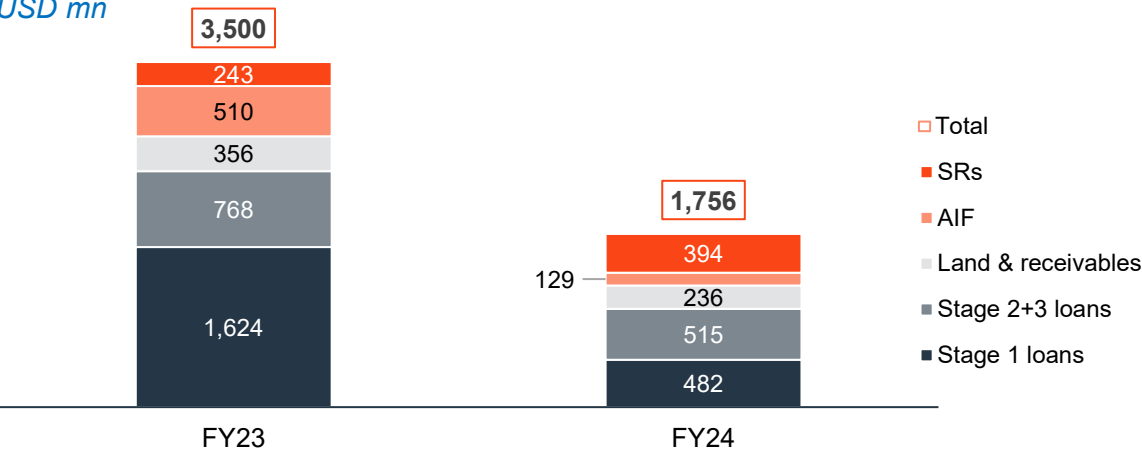
Growth Book AUM (up 55% YoY)

In USD mn



Accelerated run down of Legacy AUM (down 50% YoY)

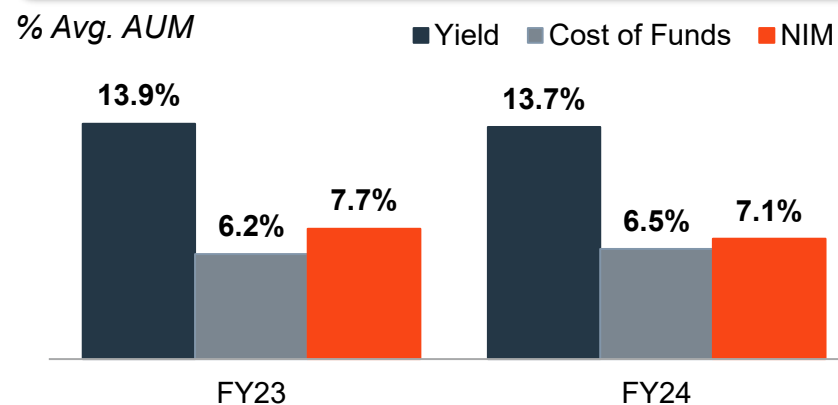
In USD mn



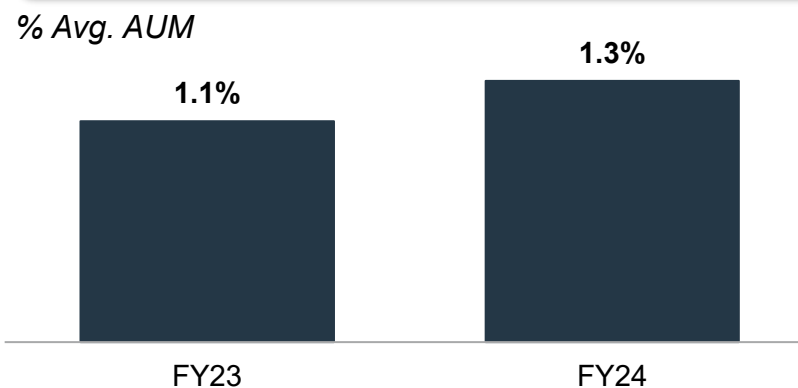
Piramal has been successful in meeting its target mix with c. 70% Retail AUM as of March 2024

Growth Business on path of steady profitability

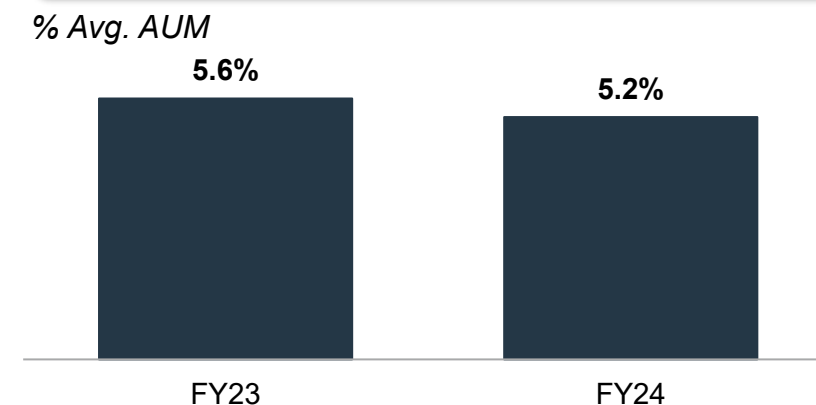
Yield and NIM



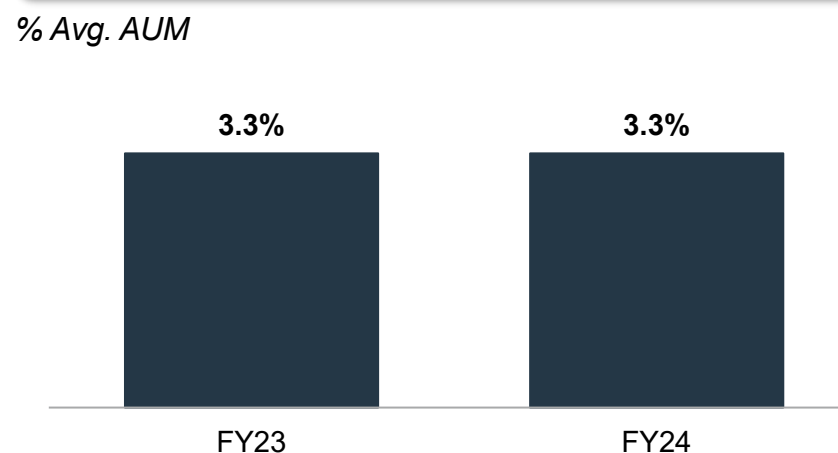
Fee income



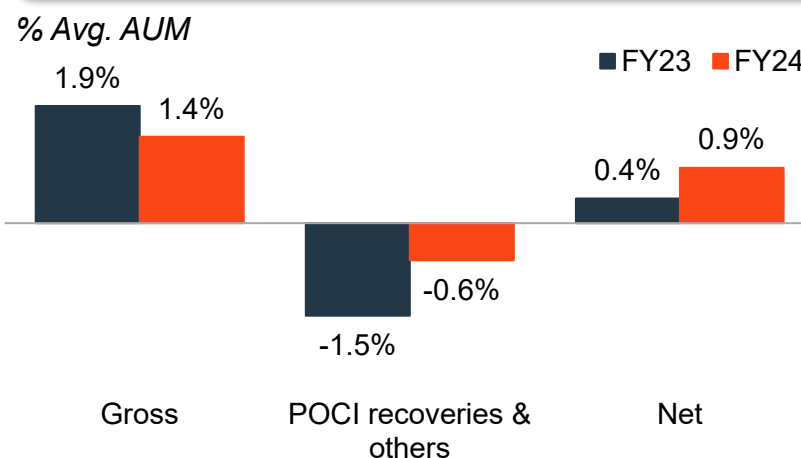
Opex



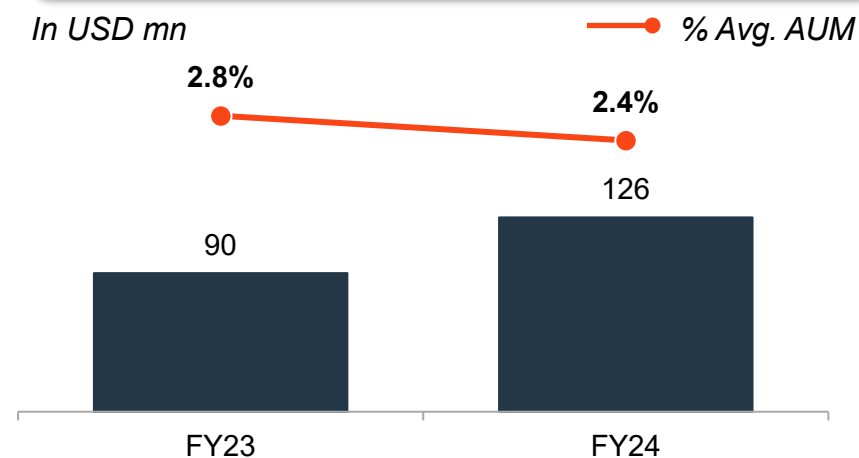
PPOP



Credit cost



PBT



Growth business has demonstrated healthy profitability with further room for improvement via significant operating leverage

Notes: All ratios as % of average AUM of growth business

(1) Net interest margin = net interest income / average AUM; (2) Gross credit cost = aggregate of stage-wise credit cost for stage 1/2/3 loans; (3) Purchased or originated credit impaired (POCI); (4) Net credit cost = Gross credit cost less recoveries from POCI book and other gains; (5) Credit cost is mainly from retail business



Jairam Sridharan

CEO, Retail

*Former CFO at Axis bank
IIT Delhi, IIM Calcutta*



Rupen Jhaveri

Group President

*Former MD at KKR India
NYU Stern School of Business*



Yesh Nadkarni

CEO, Wholesale

*Former MD & CEO at KKR – RE Lending business
London Business School*



Kalpesh Kikani

CEO, Piramal Alternatives

*Former MD at AION Capital (JV of Apollo & ICICI) Bombay
University and Member of CFA Institute*



Pankaj Gupta

CEO, Pramerica Life

*Former Group Head – Distribution at HDFC Life
IIT Kanpur, IIM Lucknow*



Upma Goel

CFO

*Former CFO and KMP at Ujjivan Small Finance
Chartered Accountant*

Strong panel of Independent Directors having deep expertise in Financial Services and Technology sector



Shikha Sharma
Non-Executive Director
Former MD & CEO,
Axis bank



Anjali Bansal
Independent Director
Founder,
Avaana Capital, Climate
and Sustainability Fund



Kunal Bahl
Independent Director
CEO & Co-Founder,
Snapdeal



Rajiv Mehrishi
Independent Director
Former Finance Secy.,
GoI⁽¹⁾



Anita George
Independent Director
Former Sr. Director,
WBG⁽²⁾

**Guided by
Expert Counsel**



Nitin Nohria
Senior Advisor
Former Dean,
Harvard Business School



Puneet Dalmia
Independent Director
MD & CEO
Dalmia Bharat Limited



Gautam Doshi
Independent Director
Former Chairman,
WIRC of ICAI



Vijay Shah
Non-Executive Director
Former MD,
Piramal Glass



Suhail Nathani
Independent Director
Managing Partner,
ELP⁽³⁾



Asheet Mehta
Independent Director
Senior Partner
Mckinsey & Co.

(1) Government of India
(2) World Bank Group
(3) Economic Law Practice

Growth Business Vision & Outline

Retail Business





Diversified retail business with housing as the foundation



Target segment is the budget customer of Bharat



Core differentiation: Execution rigour on a “High tech + High touch” strategy



Business gaining traction in all chosen segments



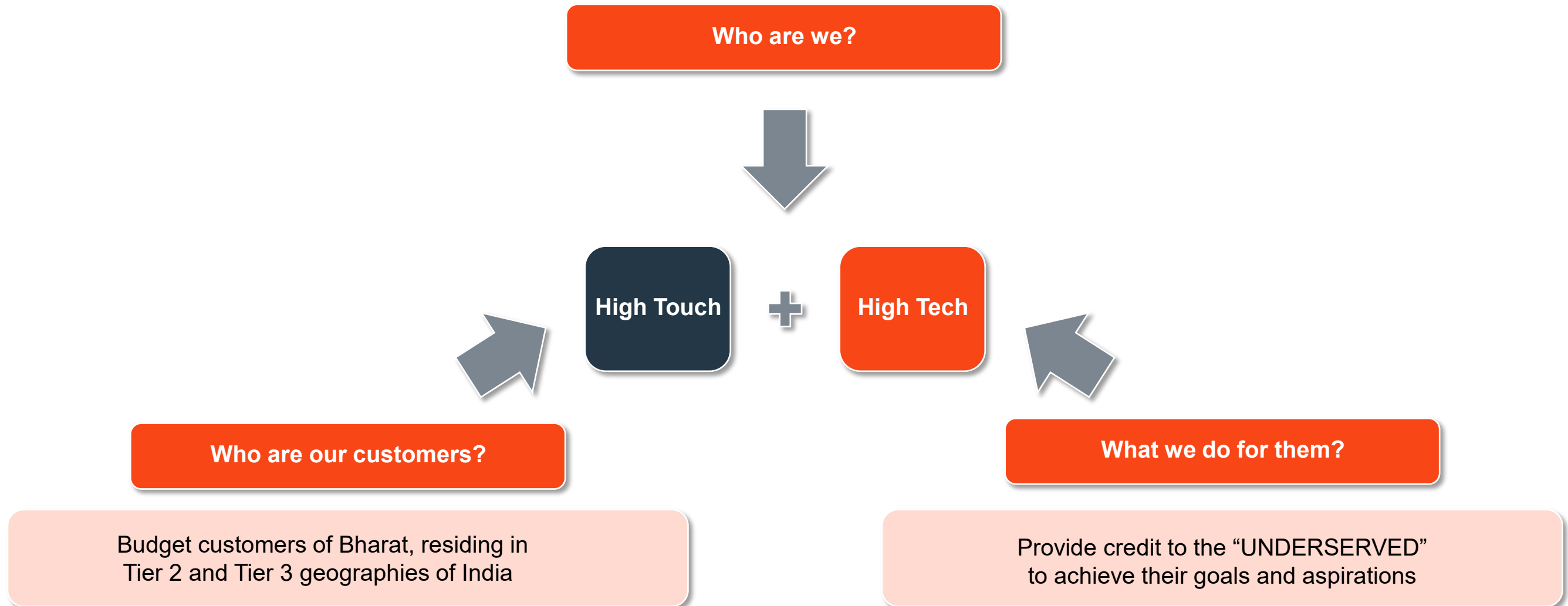
Maintain strong control on asset quality and credit costs

Experienced and strong leadership team drives retail business



High pedigree management with relevant domain expertise, and track record of building successful businesses

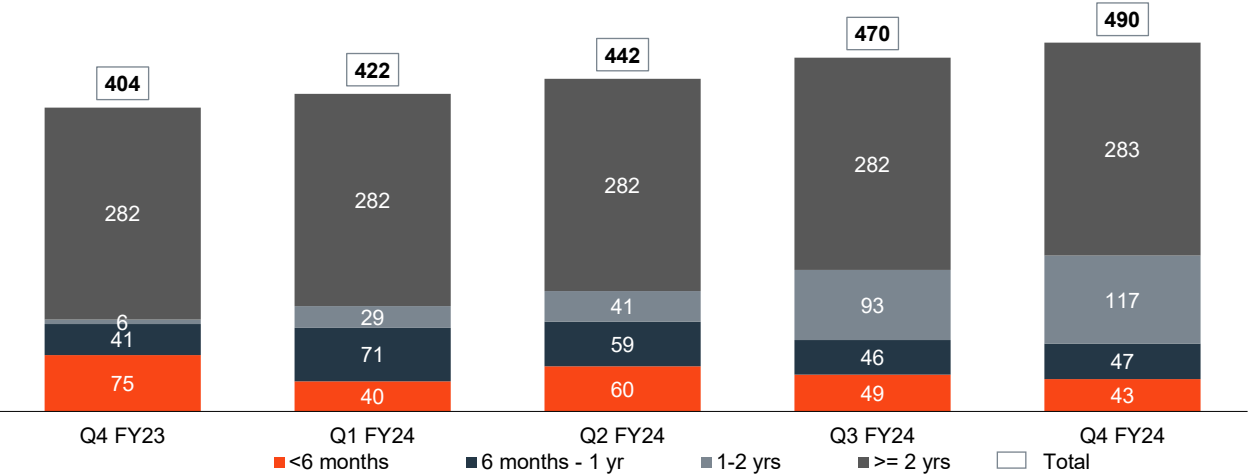
A lender that goes beyond PAPERS and sees the INTENT of the person



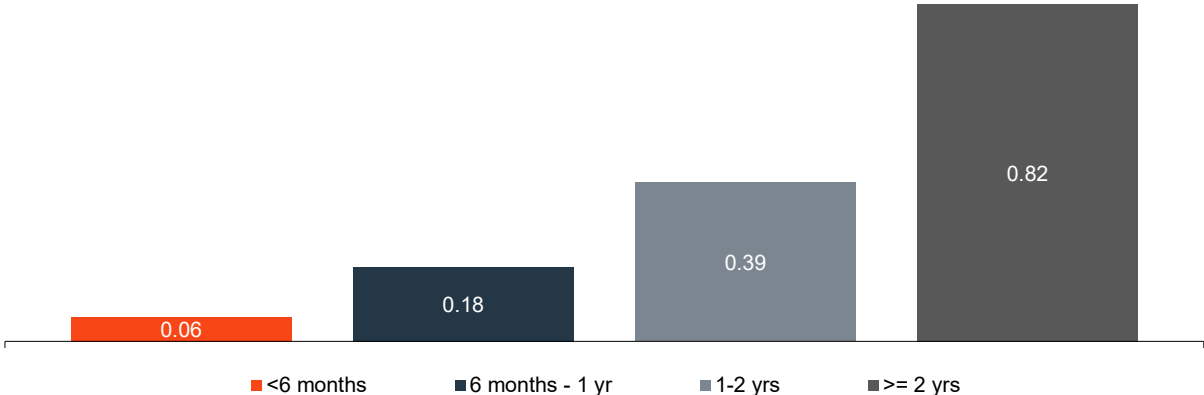
Execution strategy driven by strong branch expansion and productivity



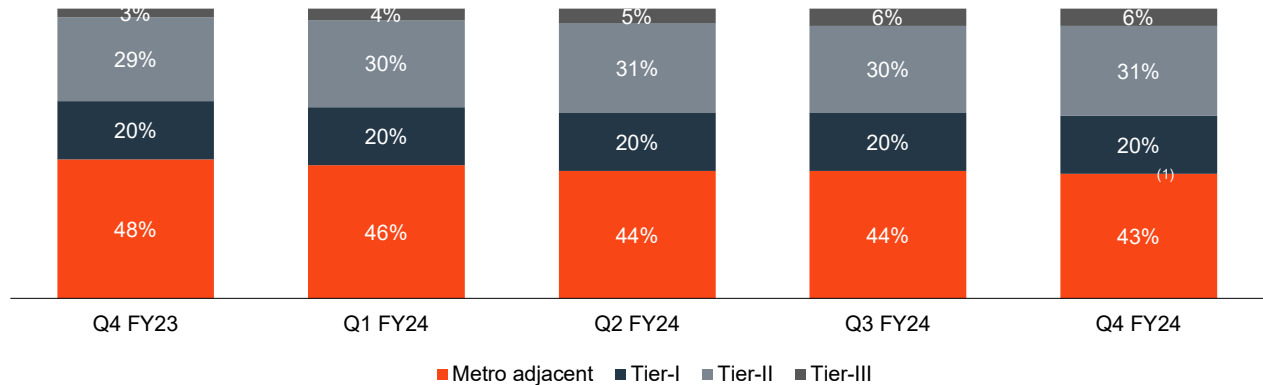
Branch mix by vintage



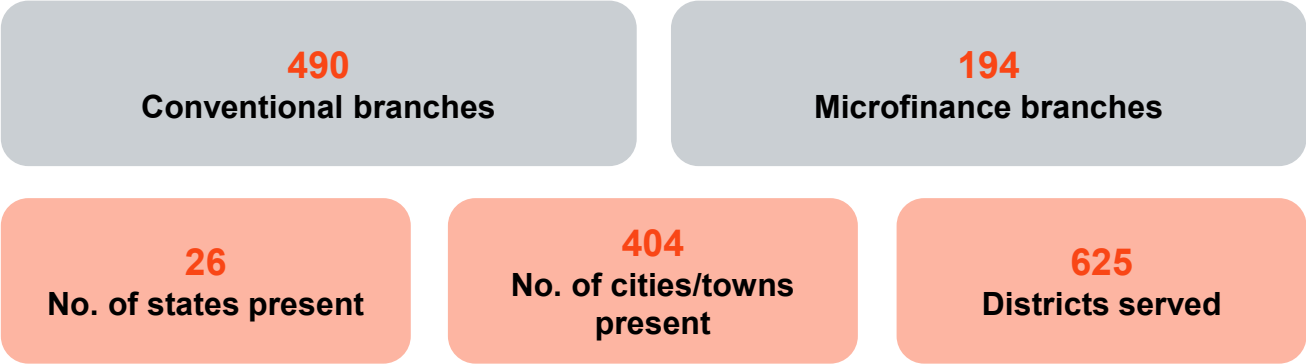
Benchmark monthly disbursement per branch (USD mn)



Retail AUM by geographic exposure

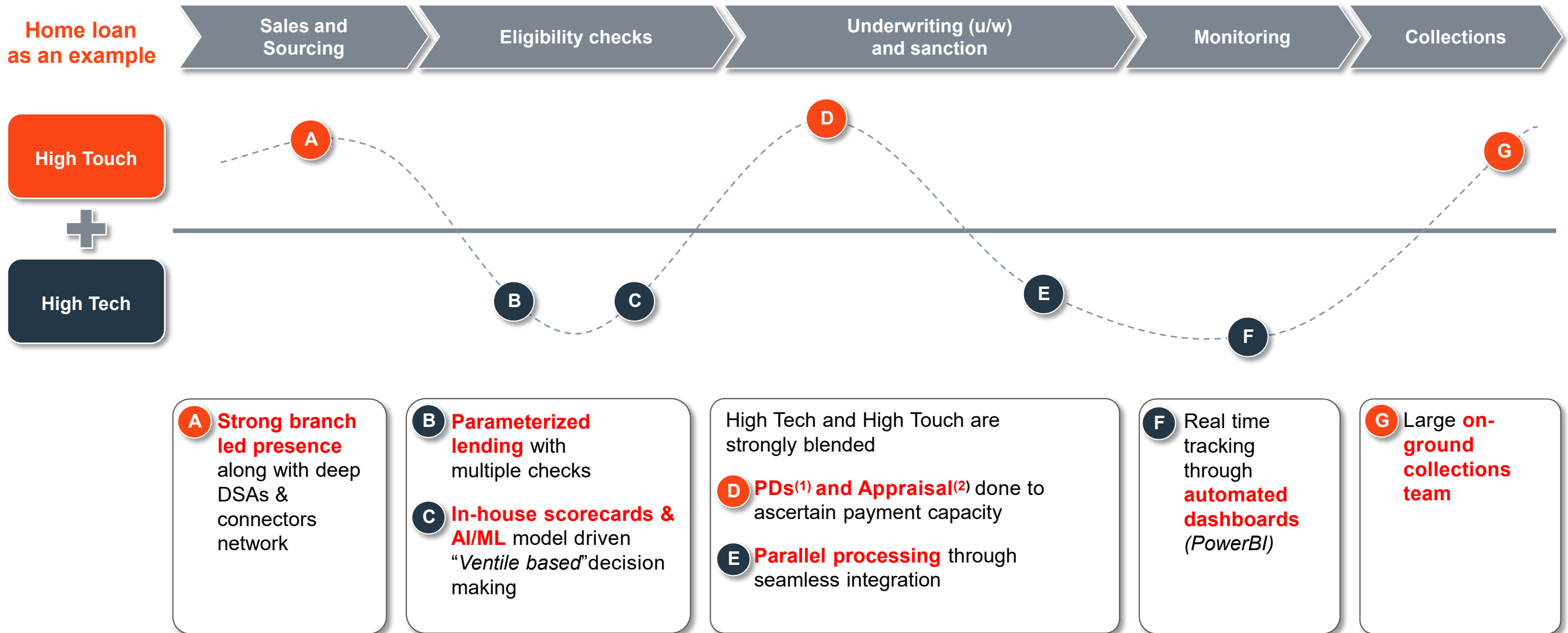


One of the few NBFCs with a PAN India Presence



Incurred significant investments over last 2 years to bolster and grow the branch network to drive long term growth

Robust infrastructure and processes backed by on-ground team



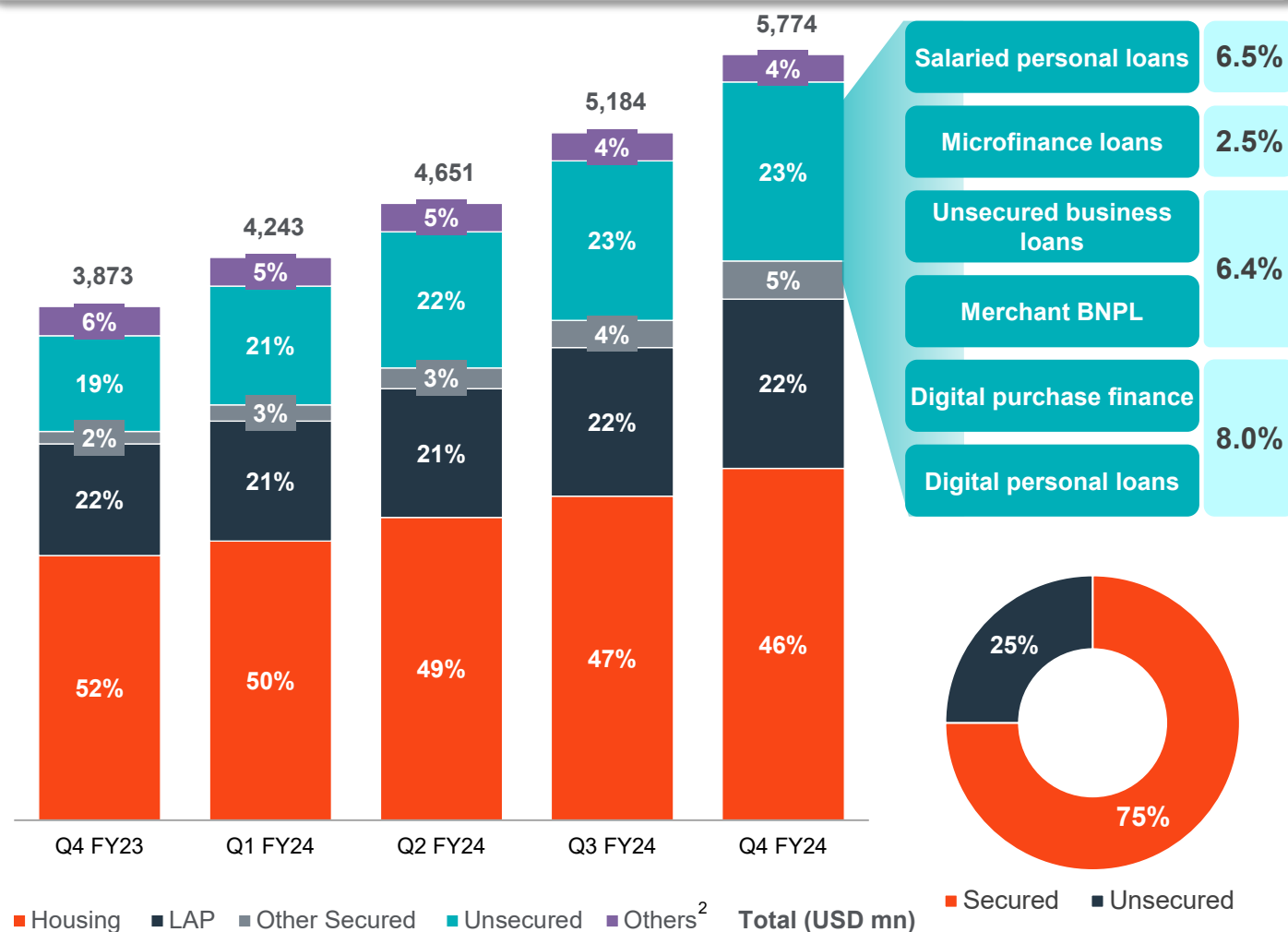
Focused on building a sustainable lending franchise through use of technology and personal touch across customer journey

(1) Personal discussions

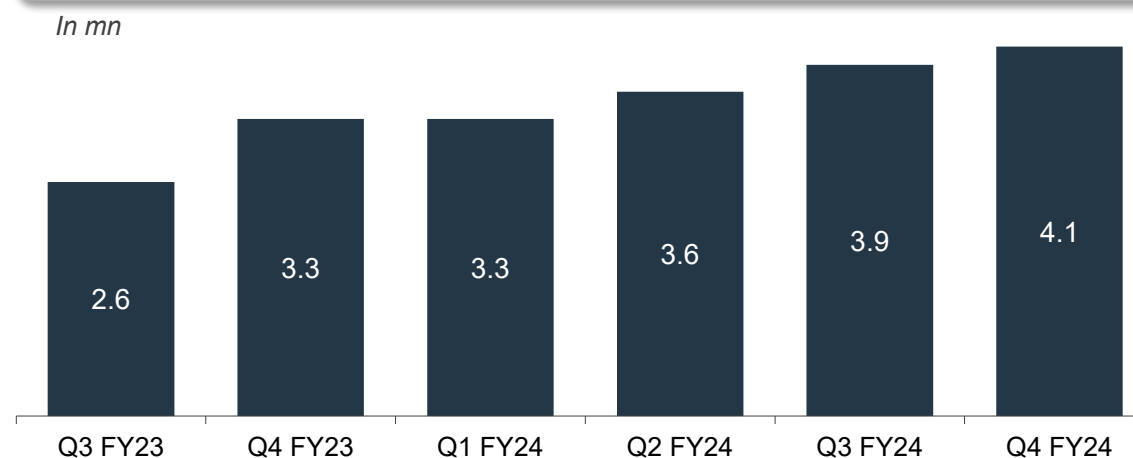
(2) Involves process of valuing and appraising the property on-site

Strong execution of multi-product lending growth strategy

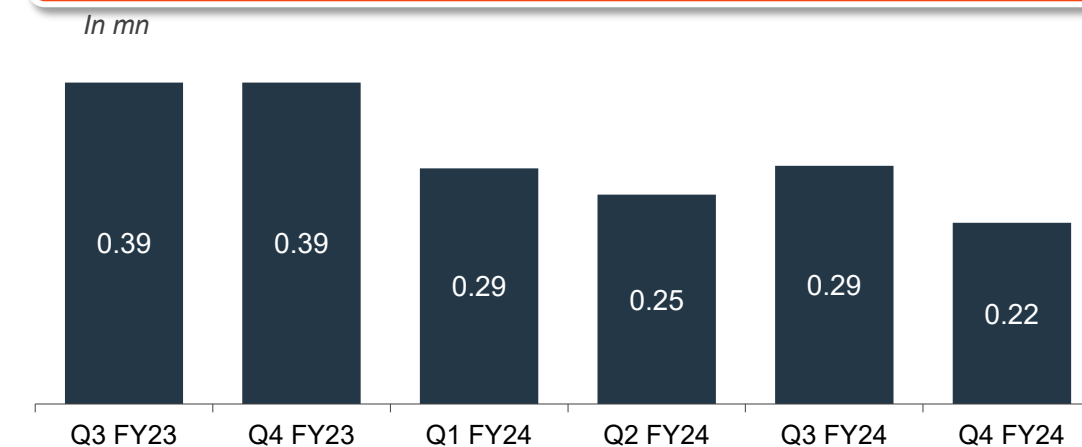
Retail AUM¹ (USD mn)



Consistent growth in customers³



New customers acquired



Well balanced book across built with secured lending as the foundation

(1) Retail AUM includes security receipts (SRs) (INR 1,579 Cr as of Q4 FY24) & pass-through certificates (PTC) (INR 152 Cr as of Q4 FY24), direct assignment (DA) (INR 1,598 Cr as of Q4 FY24), Co-lending (INR 27 Cr as of Q4 FY24) and excludes acquired off-book assets (INR 8,947 Cr as of Q4 FY24) in the nature of DA & PTC as part of the DHFL acquisition, (2) Others includes SRs (INR 1,579 Cr as of Q4 FY24) & pass-through certificates (PTC) (INR 152 Cr as of Q4 FY24) (3) Customer franchise includes existing / past borrowers as well as co-borrowers;

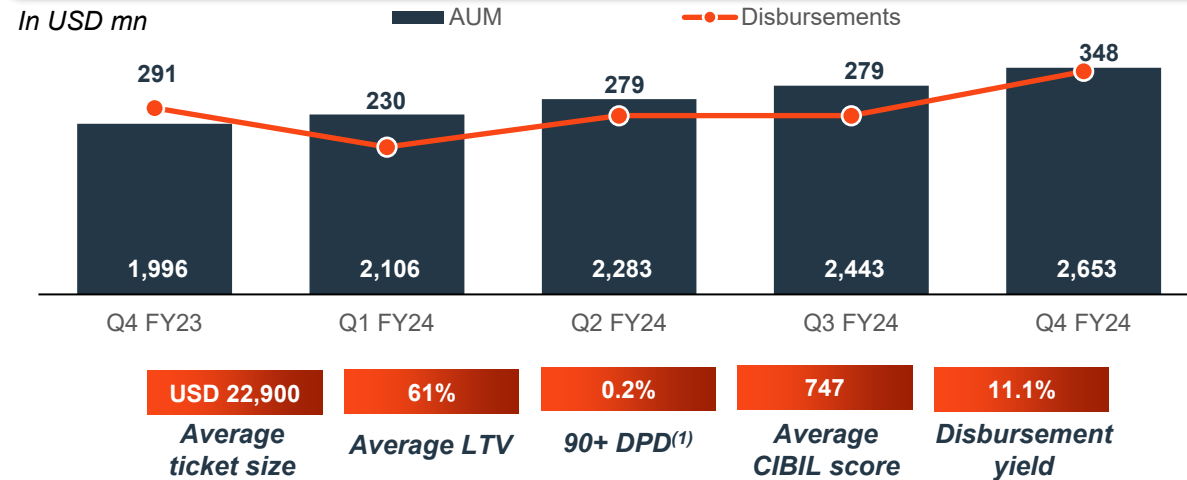
Diversified product spectrum catering to the target customer segment

¹Product Segments		Products	Average disbursement ticket size (INR lakh)	Disbursement yield (%)	Share in disbursements (%)	AUM yield² (%)	Share in AUM³ (%)
1	 Housing	Affordable housing	19.2	11.1%	32.4%	11.5%	45.9%
		Mass affluent housing					
		Budget housing					
2	 Secured MSME (LAP)	Secured business loan	24.2	12.6%	21.5%	12.8%	22.1%
		Loan against property (LAP)					
		LAP plus					
3	 Other secured	Pre-owned car loans	6.7	15.1%	10.7%	15.0%	5.0%
4	 Unsecured	Salaried personal loans	3.6	17.3%	11.0%	17.7%	6.5%
		Microfinance loans	0.6	18.4%	4.0%	18.6%	2.5%
		Unsecured business loans	8.2	20.3%	6.6%	20.1%	6.4%
		Merchant BNPL	0.7	16.3%	13.7%	17.2%	8.0%
		Digital purchase finance					
		Digital personal loans					
Total / weighted average			13.4	13.8%		13.4%	

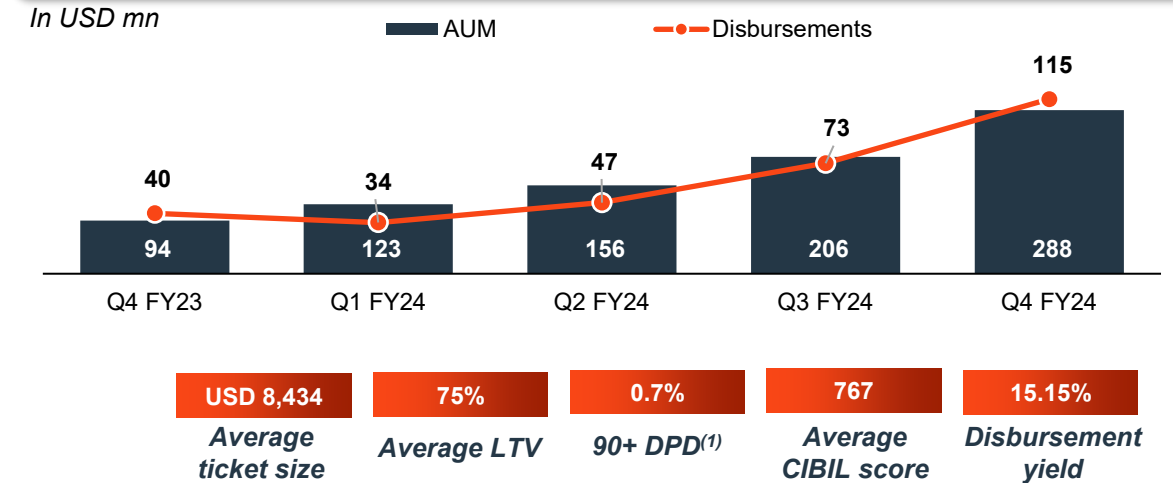
Notes: (1) Data for the period Q4FY24; (2) Weightage average yield excludes POCI and pertains to all customers outstanding as of 31st March 2024 (3) The balance 3.6% (to make the total 100%) consists of SRs (INR 1,579 Cr as of Q4 FY24) & pass-through certificates (PTC) (INR 152 Cr as of Q4 FY24)
Source: Company Information

Strong growth momentum across products with robust asset quality

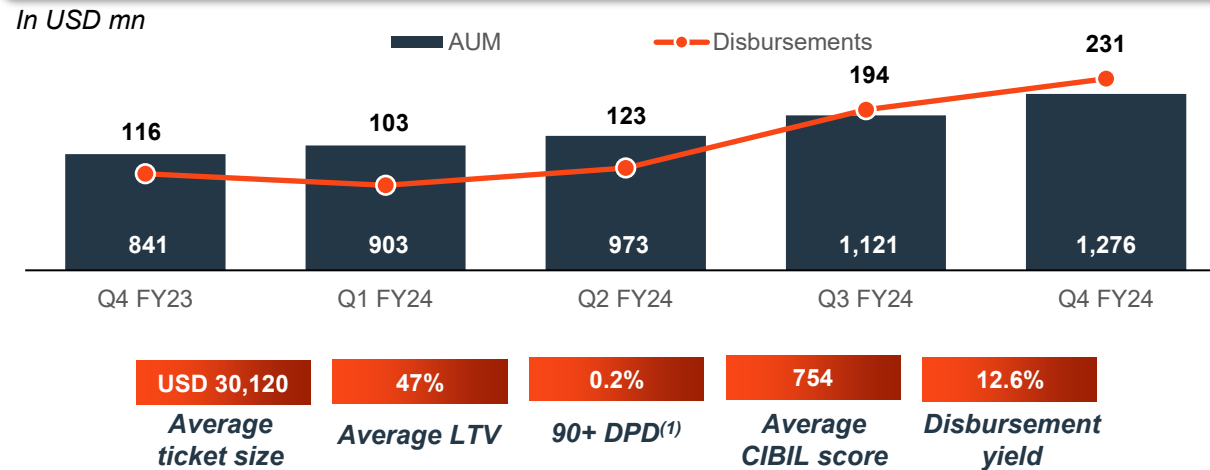
Housing Loans: 46% of Retail AUM



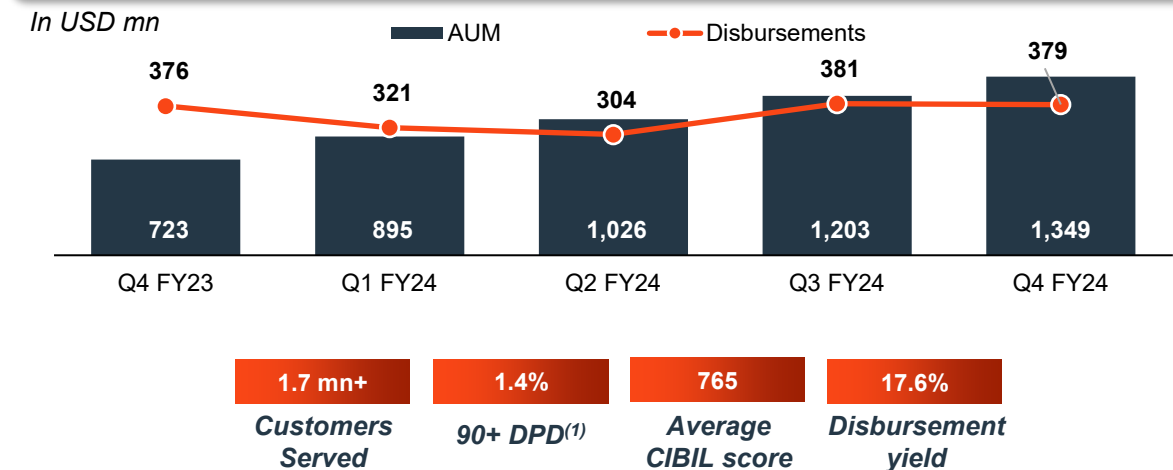
Other Secured Loans: 5% of Retail AUM



Loan Against Property (LAP): 22% of Retail AUM



Unsecured Loans: 23% of Retail AUM



Mortgage-backed loans continue to be the bedrock of along with a calibrated disbursement growth towards unsecured lending

Growth Business Vision & Outline Wholesale 2.0



Wholesale 2.0 – Tapping Opportunity in Underpenetrated Real Estate and Corporate Mid-Market Lending

Why Real Estate Financing Market?



OPPORTUNE TIMING

Beginning of growth cycle as affordability at all time high



DEVELOPER CONSOLIDATION

Resulting in better quality ecosystem



GAP IN HFC / NBFC SPACE

Sector getting vacated resulting in major market gap



TIER 2/3 MARKETS

Underpenetrated and less competition

Creation of developer ecosystem to provide end to end solution through Retail and Wholesale partnership; Building a specialized team within wholesale to cater to this segment

Corporate Mid-market Lending: A Large Untapped Market in India



**Predominantly
OpCo loans**



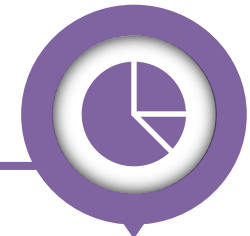
**Backed by
cashflow / assets**



**Mid-sized companies with
revenues of up to USD
300mn**



**Investment grade and
above (externally rated
A to BBB-)**



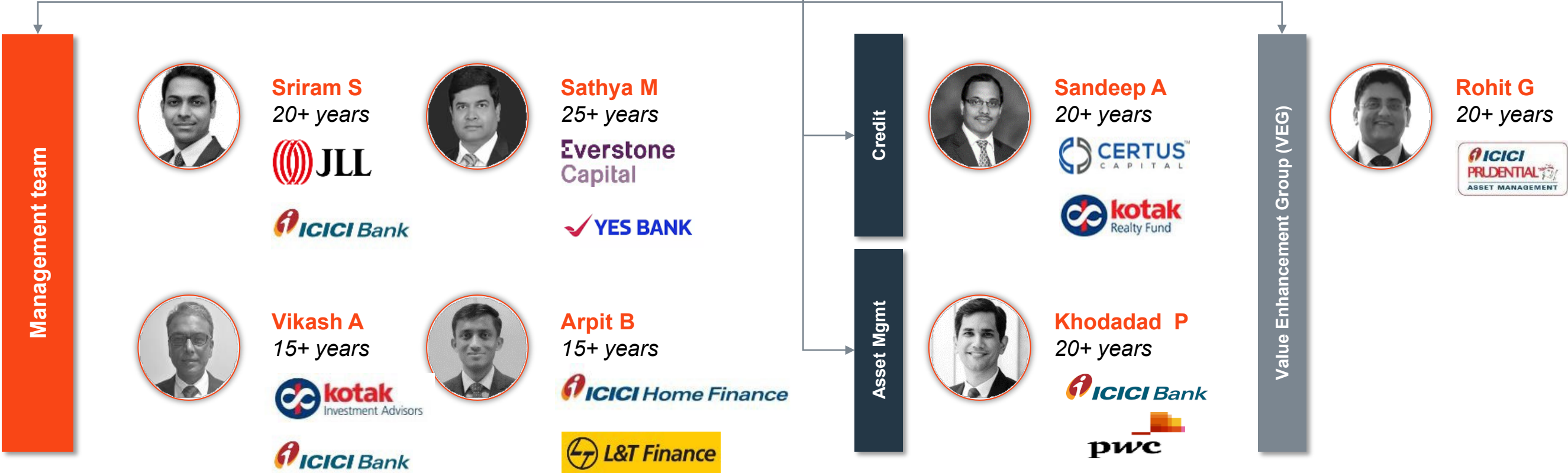
**Diversified sectors
manufacturing,
services & NBFC**

	Wholesale 1.0	Wholesale 2.0
What is New	Large and Chunky Exposures	Building a granular book with clear single name and project exposure limits
	High residential real estate exposure concentration	Clear diversification targets between Real estate and Corporate Mid-market lending
	Single Investment team carrying out the origination and credit functions	Well-distinguished origination, credit and approval chain
	Paper and Physical processes	Technology Enabled processes
What do we Carry Forward	Strong client relationships across categories and regions	
	Strong understanding and market intelligence	
	Experienced and professional management team	



Yesh Nadkarni
CEO, Wholesale Lending

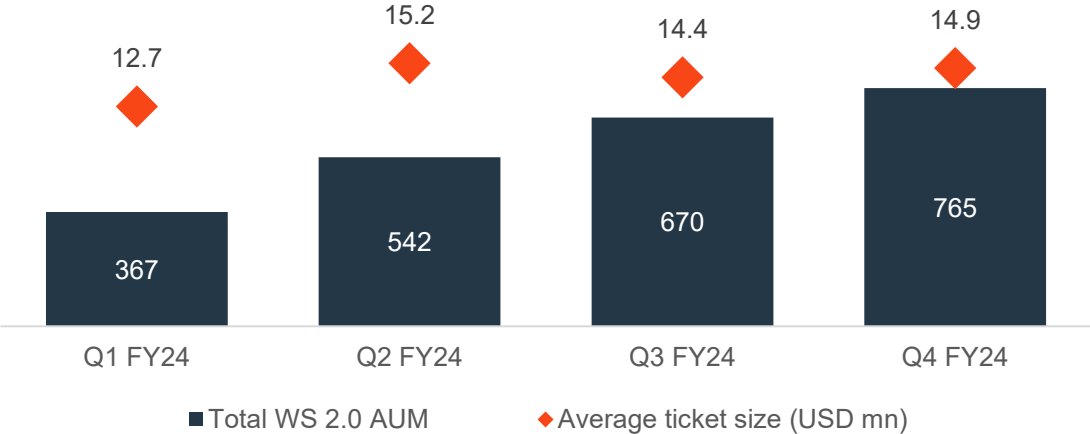
20+ years
KKR J.P.Morgan



Led by Yesh Nadkarni, the wholesale team boasts of individuals with strong domain expertise in respective functional areas

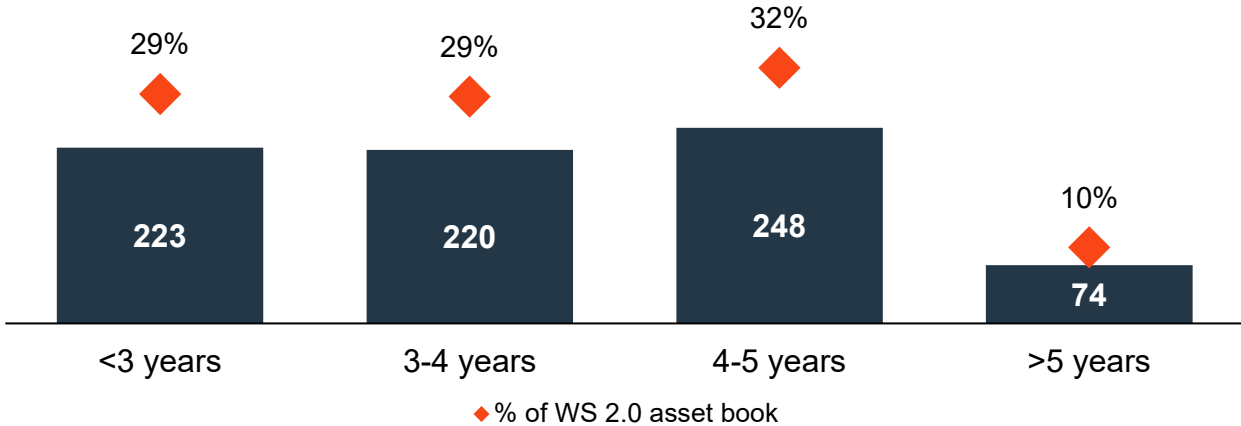
WS 2.0 AUM: A Granular Build-out

In USD mn



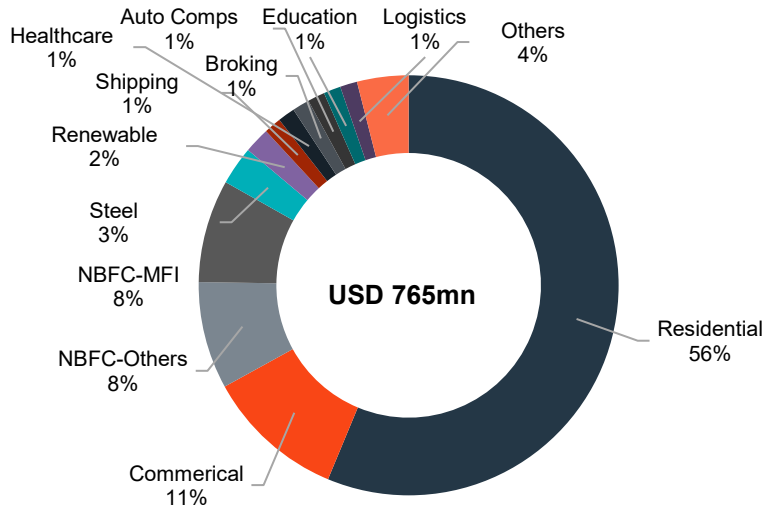
Well Balanced Asset Duration

In USD mn



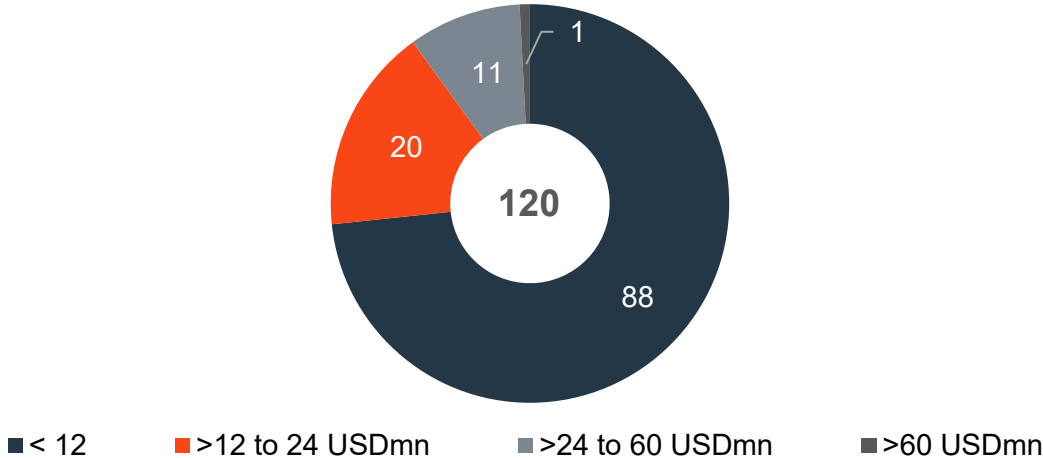
Overall WS 2.0 Asset Diversity

as of March 2024



Average Ticket Size Break up

Number of deals

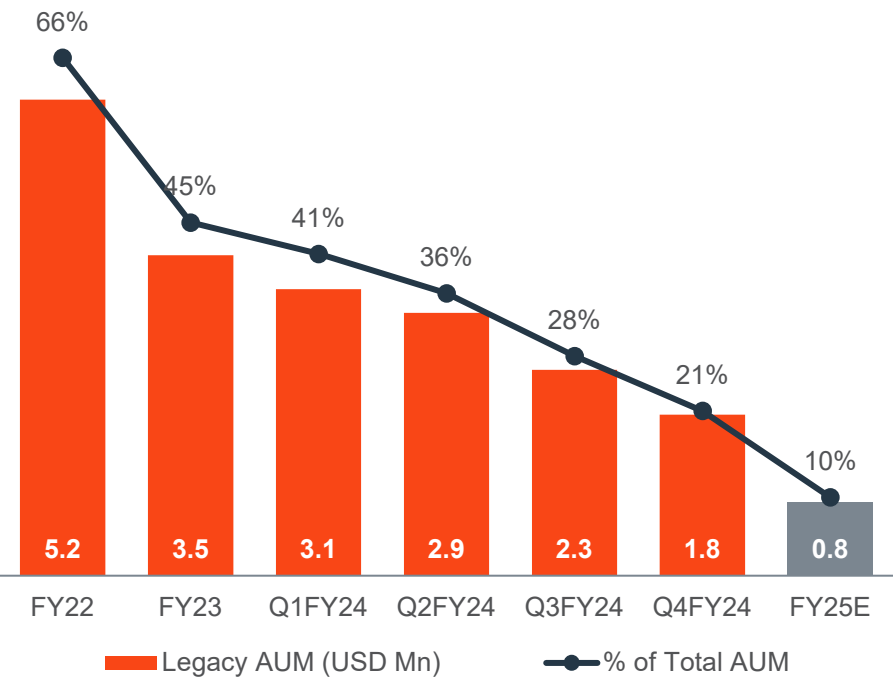


Legacy Business: Demonstrated Accelerated Rundown

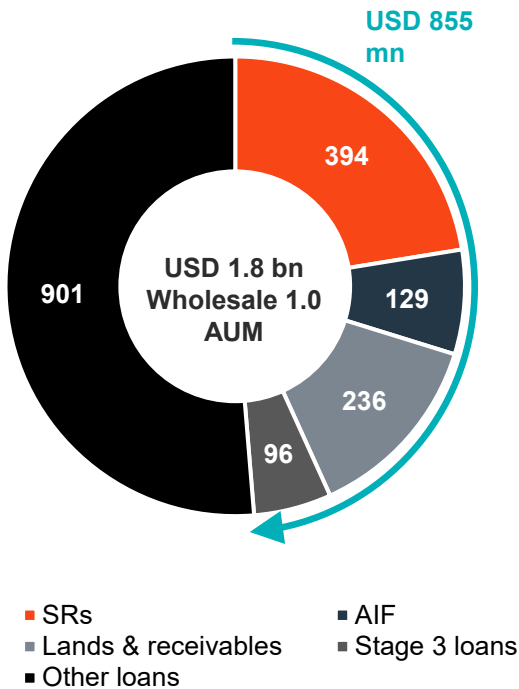


Legacy Business rundown accelerated in last two years

Legacy AUM



Q4 FY24



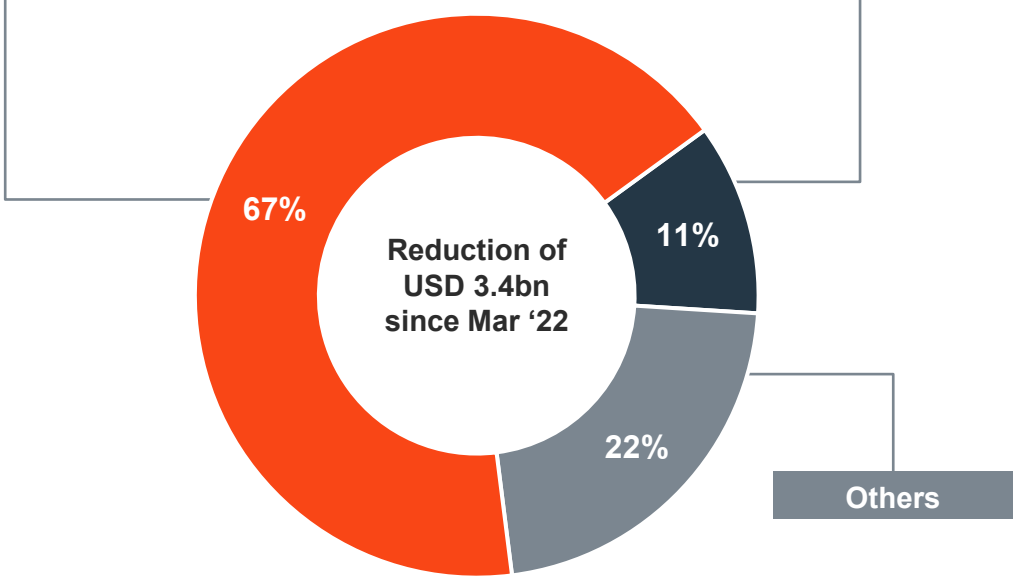
Successful run down of WS 1.0 portfolio

Organic Reduction

From project cashflows / promoter infusion and refinance in FY23

Sale of assets

Reduction through sale of large holding company load to another counterparty

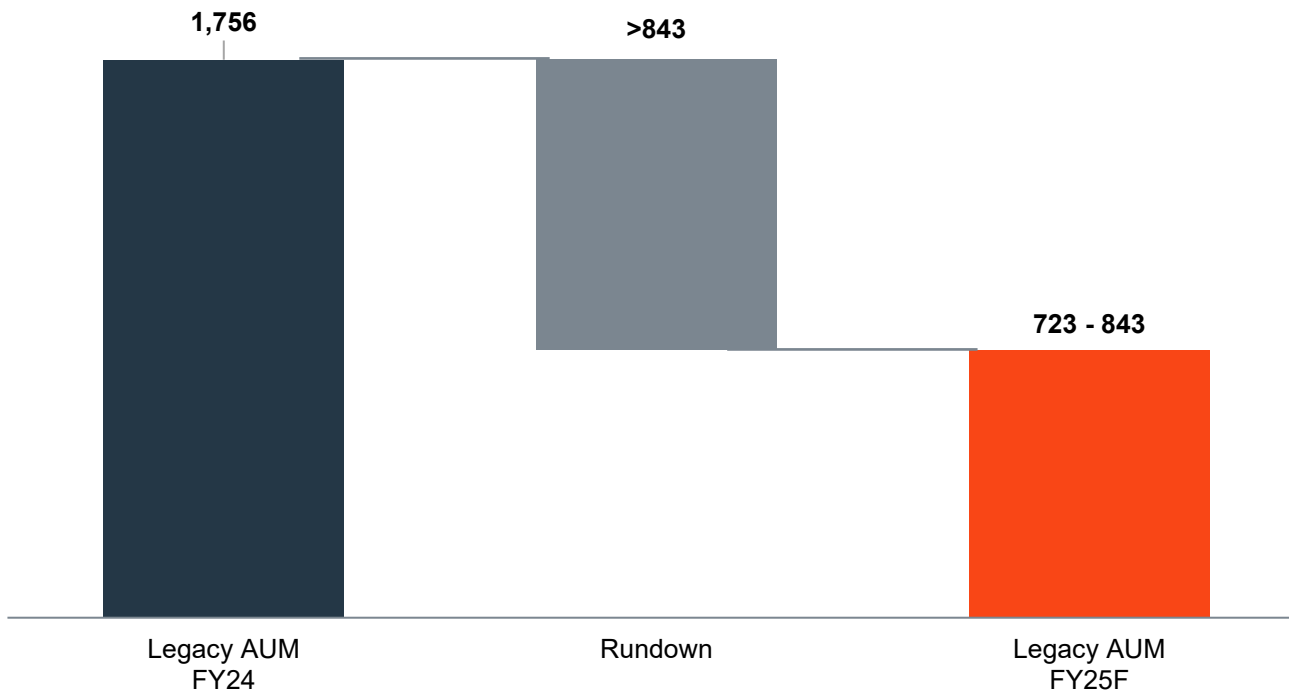


Eliminated large single exposure borrowers (i.e. >5% of net worth) from 23 in Mar'19 to NIL as of March 2024

Successfully run-down legacy wholesale book over the last two years from 66% of AUM to c. 21% of AUM

Taking legacy AUM to <10% of total AUM in FY25; and <5% in FY26

In USD mn



Potential P&L items to consider for the legacy business

1

Adequately provided for

USD 303mn existing provisions made against existing legacy book

2

Reversal of AIF Provisions

Provisions made in FY24 related to Reserve Bank of India's AIF circular expected to be reversed to the tune of ~USD 145mn in FY25 and ~USD 60mn in FY26

3

Gains on divestment of residual stake in Shriram companies

Gains upon future divestment of residual stake in Shriram insurance entities (current book value of ~USD 205mn)

4

Accessed carry forward losses from DHFL acquisition

Basis tax assessments carried out, Piramal will have benefit of up to USD 1,286mn available from FY25 onwards against future income

Target to bring Legacy AUM down to <5% of total AUM by FY26 with current provisions and, potential gains from AIFs and divestments providing cushion against any future impairment

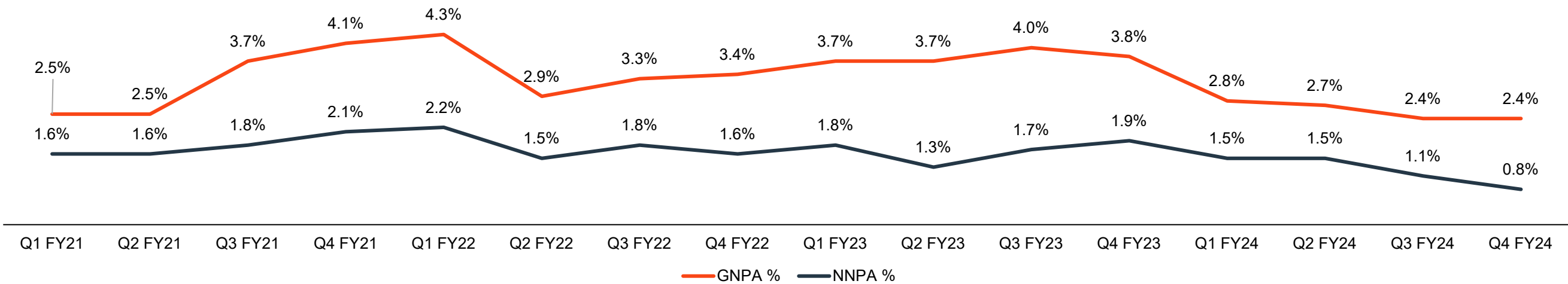


**Strong Balance Sheet:
Primed For Growth**

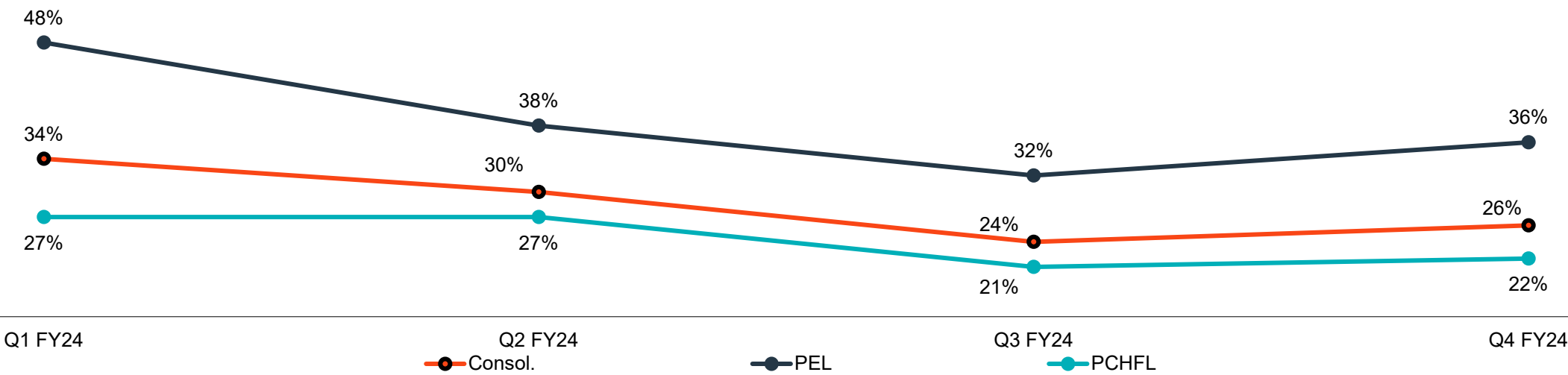
Well capitalized balance sheet supported by robust asset quality



Healthy asset quality with metrics now in line with pre-stress periods

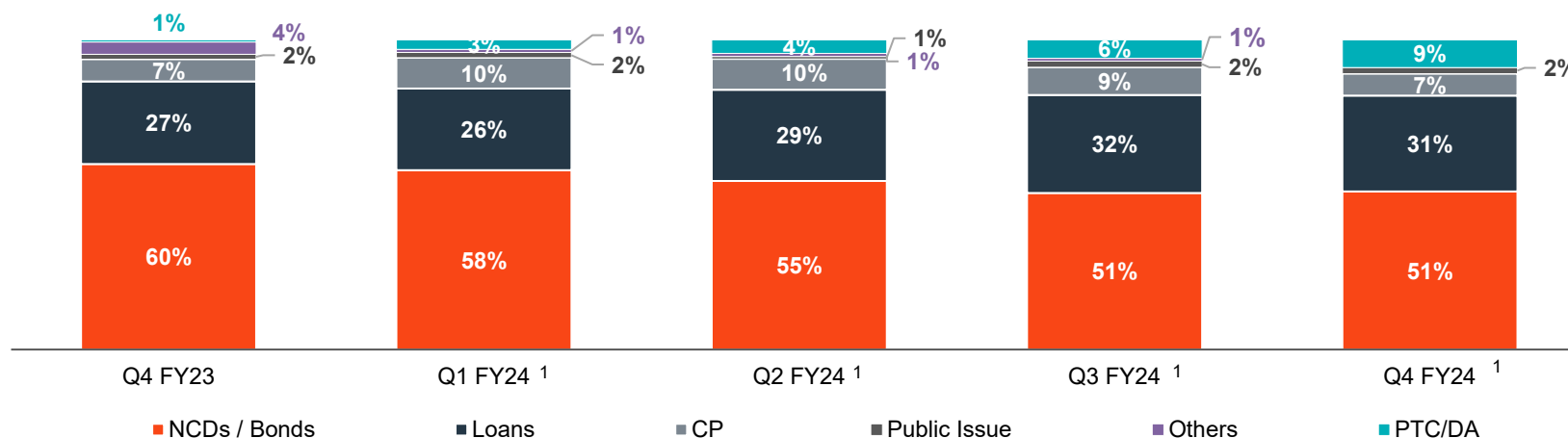


Capital adequacy remains much higher than regulatory requirement

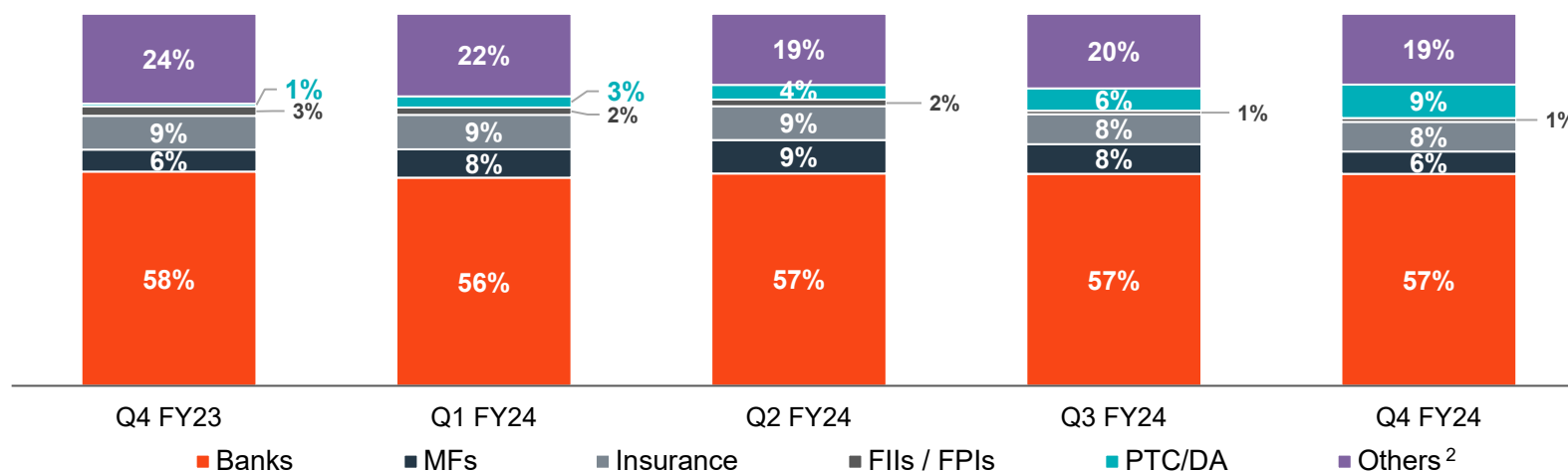


Ability to access financing through a wide range of lenders across instruments

Breakdown of Borrowing Mix by type of instruments



Breakdown of Borrowing Mix by type of lender



~30 banking relationships across PSU and private banks

Public Sector Banks



Foreign Banks



Private Banks

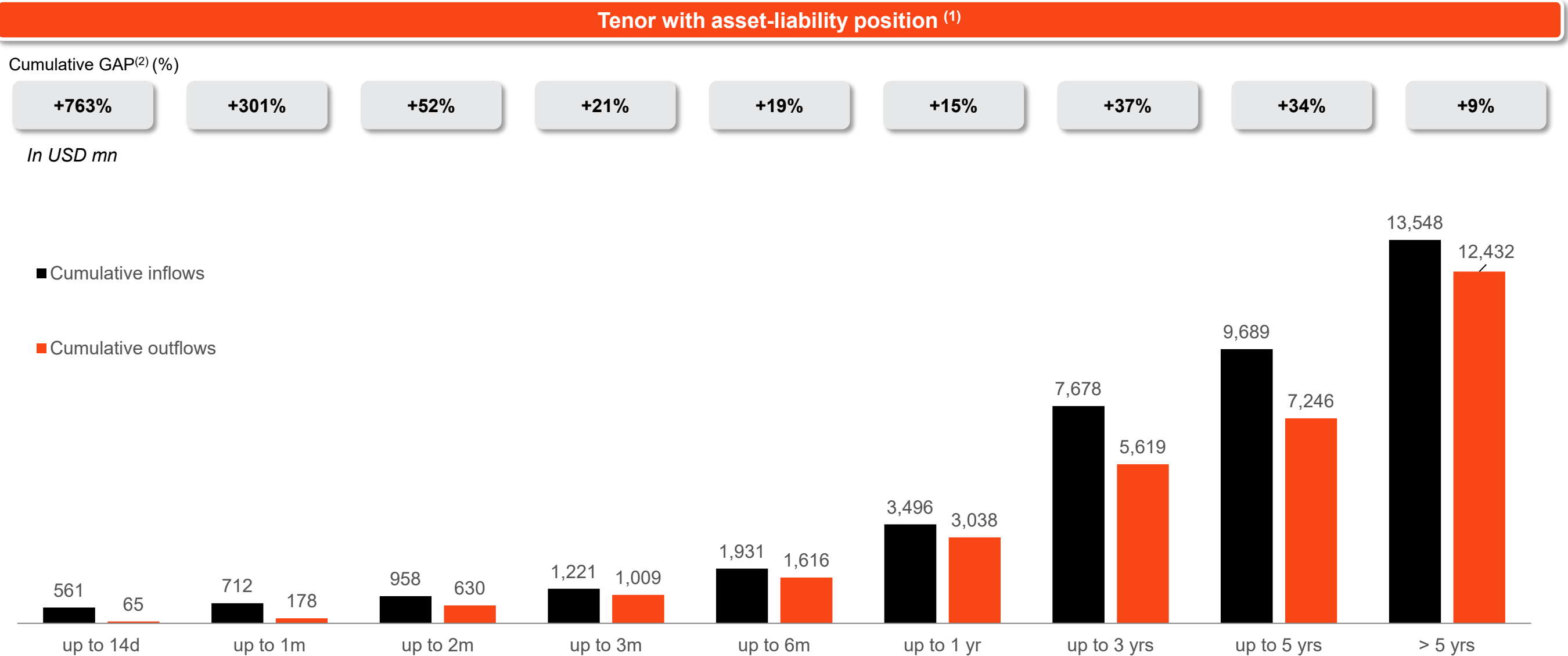


DFIs



Note: (1) Includes direct assignment (DA) of INR 1,598 Cr as of Q4 FY24, INR 875 Cr as of Q3 FY24, INR 612 Cr as of Q2 FY24 and INR 328 Cr as of Q1 FY24 (2) Includes employee benefit funds, NHB, other financial institutions and individuals/HUFs/corporates etc. which contribute 4%, 3%, 2% and 11% respectively to overall borrowings; Source: Company Information

Well matched ALM profile and high surplus cash reserves



(1) Based on contractual ALM for wholesale and behavioral ALM for the retail portfolio
(2) Cumulative GAP (%) = net flows (i.e., cumulative inflows – cumulative outflows) as a% of cumulative outflows



Key Investment Highlights

Key Investment Highlights

A growing diversified lending business being built by an excellent management team and backed by solid promoter group



1

Strong promoter group with demonstrated ability to raise equity and debt across market cycles



2

Management team with track record brought on board to scale the platform across businesses verticals



3

Successfully transitioned to a retail led business growing with High Tech + High Touch approach



4

Building a granular & diversified Wholesale 2.0 book



5

Significant de-risking by accelerated run down of Legacy Book (Wholesale 1.0) with target to bring it to <5% of AUM by FY26



6

Well capitalized, and liquid balance sheet primed for future growth





Appendix



Financial Summary

Summarised P&L Statement

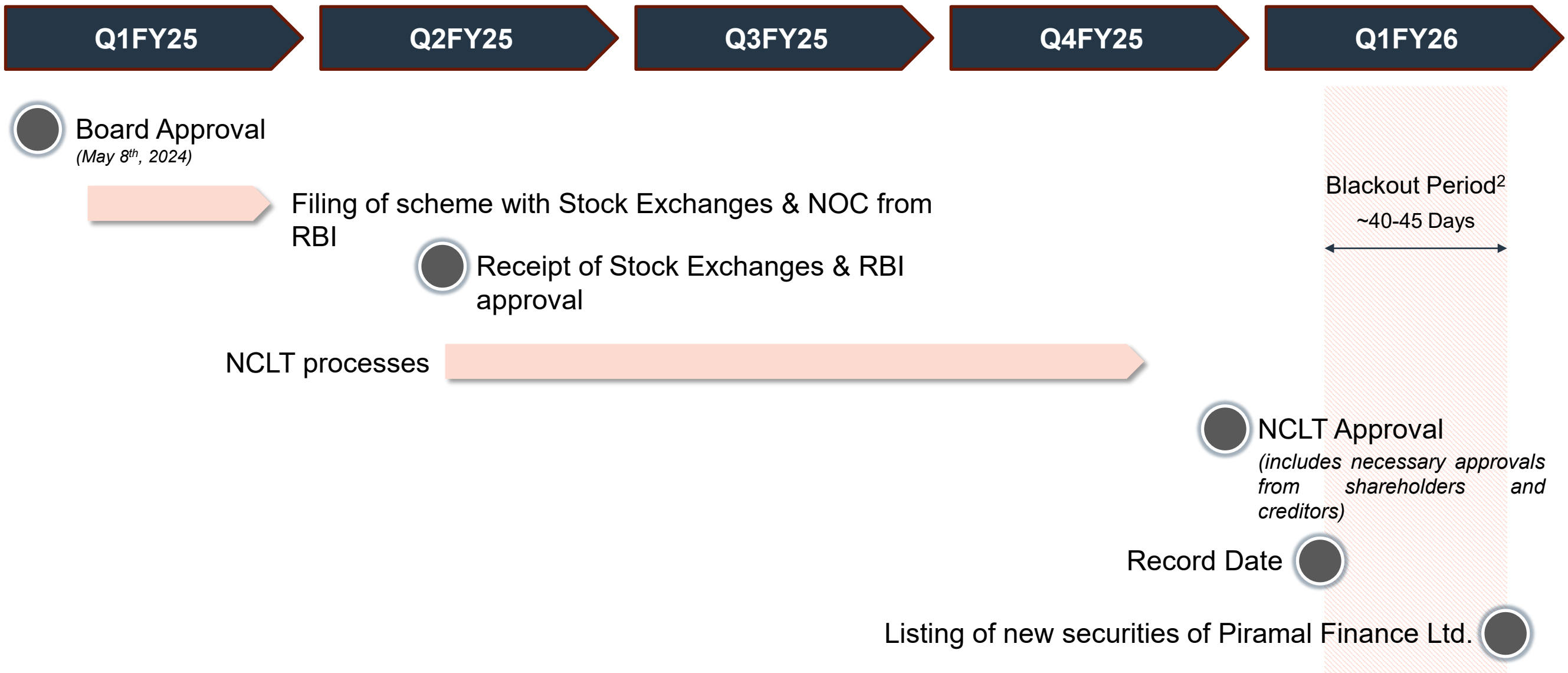
Consolidated income statement (in USD Mn)	FY23	FY24
Interest income ⁽¹⁾	940	894
Less: Interest expense	487	530
Net interest income (A)	453	364
Fee & commission	35	67
Dividend	11	18
Others ⁽²⁾	109	29
Other income (B)	155	114
Total income (A+B)	608	478
Less: Operating expenses (Opex)	267	334
Pre-provision operating profit (PPOP)	341	144
Less: Loan loss provisions & FV loss / (gain) ⁽³⁾	624	481
Less: Shriram FV loss / (gain)	14	(208)
Less: Goodwill write-off	-	33
Profit before tax	-297	(162)
Add: Exceptional gain / (loss) ⁽⁴⁾	972	(192)
Less: Current & deferred tax ⁽⁵⁾	-479	(133)
Add: Associate income	47	19
Reported net profit / loss after tax	1201	(203)

Summarised Balance Sheet

Consolidated balance sheet (in USD Mn)	FY23	FY24
Assets		
Cash & liquid investments	895	794
Gross asset under management	7710	8001
ECL provision	478	344
Net assets under management	7232	7656
Investments in Shriram group	748	274
Investments in alternatives and others	284	320
Fixed assets	233	328
Net assets / (liability)	231	276
Total assets	9624	9650
Liabilities		
Net worth	3742	3178
Gross debt	5882	6472
Total liabilities	9624	9650
Key Ratios		
Gross debt to equity	1.6x	2.0x
Net debt to equity	1.3x	1.8x

Note: (1) DA Upfront profit of INR 109 Cr in for FY24 added in Interest Income from Net Loss of De-recognition line (2) Other income in FY24 included Shriram Brand Sale income of 871 Cr moved to Shriram FV gain line item, (3) Impairment on investment property of INR 660 Cr in FY24 added in Credit cost from depreciation and impairment line item (4) Net of tax impact of INR 382 Cr on AIF (5) Includes tax impact of INR 382 Cr on AIF

Merger | Key Indicative Events and Tentative Timelines¹



The proposed merger is expected to take ~9-12 months¹ for completion

Notes: (1) Subject to regulatory and relevant statutory approvals
(2) Blackout period pertains to all listed securities of PEL



Sustainable Finance Framework

About the Framework:

The Companies' Sustainable Finance Framework is structured based on the following core components:

- Use of proceeds
- Process for Project Evaluation and Selection
- Management of Proceeds
- Reporting
- External Review

Use of Proceeds:

The funds will be exclusively utilized for financing or refinancing projects that align with internationally recognized standards. The eligible projects encompass retail home loans, MSME loans, SME loans, Priority Sector Loans (in addition to the minimum allocation prescribed by the Reserve Bank of India), Microfinance, Green Finance, and digital lending. Eligible Projects may include new projects or projects already financed by PEL during the 36 months prior to the issuance of a particular instrument under this framework. The Framework aligns with the 2030 Agenda for Sustainable Development and its Sustainable Development Goals (SDGs), contributing to specific SDG goals and targets as outlined by the Companies.

Eligible Green Assets	Objective	SDGs
Green Buildings	To construct and maintain green buildings, supporting sustainable urban and rural development and reducing emissions	
Renewable Energy	To promote and develop clean and efficient energy for all	
Energy Efficiency	To develop and promote access to affordable, reliable and modern energy products and services	
Clean Transportation	To develop and promote quality, reliable, sustainable and resilient infrastructure, including regional and transborder infrastructure to support economic development and human well-being	 

Eligible Social Assets	Objective	SDGs
Affordable Housing	To cater to the housing needs and enhance the living conditions benefiting individuals or families requiring shelter and those with a low income through facilitating access to secure, quality and affordable housing alternatives	
Access to Financial Services	To enable access to responsible and inclusive financing and financial services for underserved and / or socially/ financially excluded individual customers	  
Access to Healthcare	To ensure availability and reliability of quality medical care and supplies, thereby helping in reducing social health inequalities and improving overall population health	
Access to Education and Vocational Training	To enable access to responsible and inclusive financing and financial services for underserved and / or socially/ financially excluded individual customers	 

Source: Company Information

Project Evaluation and Selection

- The Companies will manage a pool of eligible projects within a Sustainable Finance Projects Portfolio.
- To facilitate the project evaluation and selection process, a Sustainable Finance Working Group (SFWG) will be established.
- The SFWG consisting of key representatives from Treasury, Compliance, Risk, ESG and Retail and Wholesale business functions, will play a crucial role in this process.
- The Board-level Sustainability and Risk Management Committee will oversee the operations of the SFWG.

Management of Proceeds

- The utilization of proceeds generated through Sustainable Finance Instruments will be overseen by the Treasury team.
- With a commitment to allocating the net proceeds to Eligible projects, this endeavor will be executed within a stipulated maximum period of 36 months from the issuance of the financial instrument.
- In cases where proceeds remain unallocated, they will be temporally deployed or invested in cash and cash equivalent instruments, in accordance with PEL's treasury investment policy, with due consideration given to any exclusions specified in the Exclusionary list

Monitoring and Reporting

- Within 1 year from the issuance of said financial instruments, the Companies will diligently publish a detailed report on the allocation and impact of net proceeds through Sustainable Finance Instruments in the Annual Report and/ or through a distinct Sustainable Finance Reporting document, both of which will be made accessible on the Company's website.
- They aim to provide stakeholders with a clear and comprehensive understanding of the deployment and impact of funds through its Sustainable Finance initiatives.
- The reporting is primarily bifurcated into two parts:
 - Allocation Reporting
 - Impact Reporting

External Review

- **Pre-Issuance Review (Second Party Opinion)** – S&P Global Ratings, an independent provider of sustainability research analysis, and services for investors and financial institutions worldwide, has issued a second party opinion on this framework. The opinion aims to evaluate the alignment of the Companies' Sustainable Finance Framework with the transparency and reporting standards.
- **Post Issuance Verification** – The Companies will enlist the services of an external independent assurance provider to generate a limited assurance report commencing 1 year after the issuance and continuing until full allocation. This report will focus on verifying and providing assurance on the allocation and impact of the use of proceeds from the Eligible Sustainable Projects.



Thank You