

24th October, 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

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

Dear Sir / Madam,

Further to our intimation dated 18th October, 2024, the Investor Presentation with respect to the Debt Investor call to be held today is enclosed herewith.

The same is also available on the website of the Company at www.piramalenterprises.com.

Request you to please take the above on record and oblige.

Thanking you.

Yours faithfully,
For **Piramal Enterprises Limited**

Bipin Singh
Company Secretary

Encl.: a/a

Piramal Enterprises Limited

CIN: L24110MH1947PLC005719

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



Piramal Enterprises

Debt Investor presentation

24 October 2024



Table of contents



A	Portfolio Composition	3
B	Legacy (discontinued) business	5
C	Growth business – Retail & Wholesale 2.0	8
D	Asset Quality	17
E	Profitability	20
F	Liabilities Management	23
G	Update on Merger	27



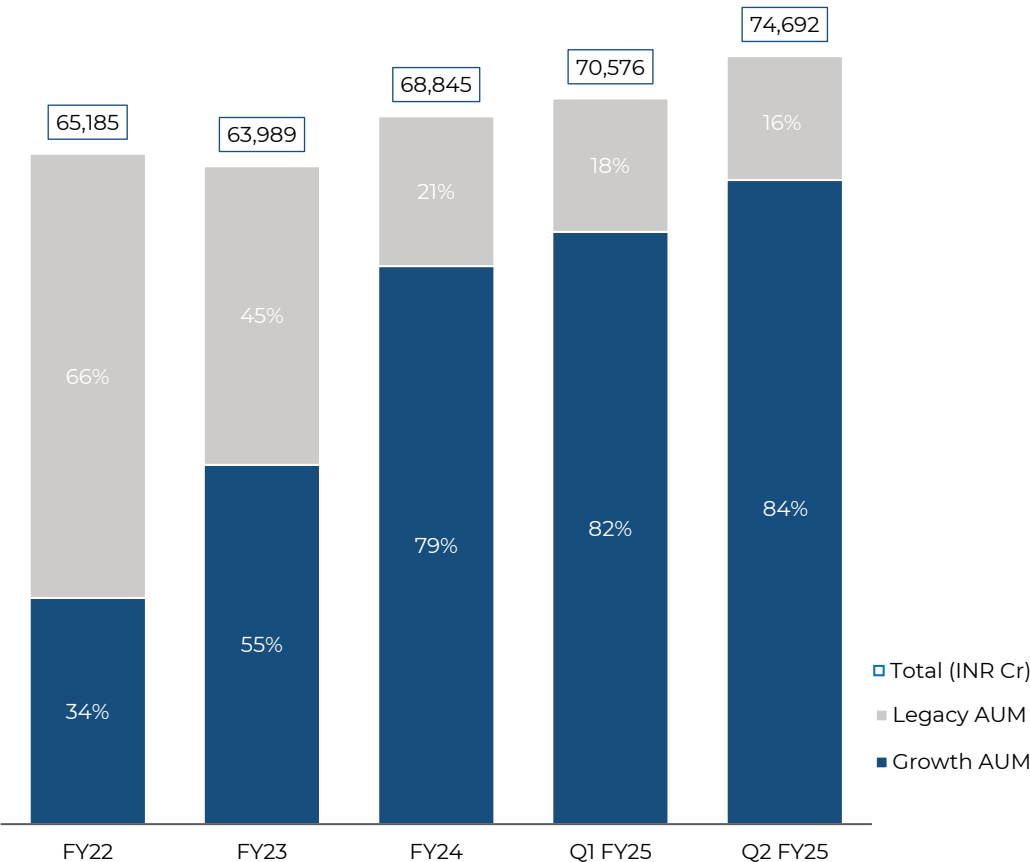
Portfolio composition



Growth business now 84% of total AUM

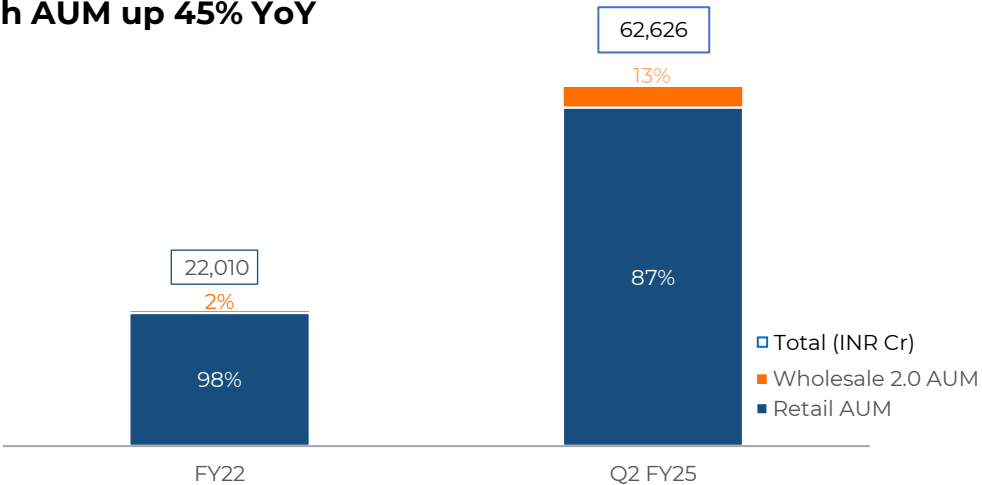


Total AUM up 12% YoY- Growth AUM dominate the AUM mix



Legacy (discontinued) AUM to be <10% of total AUM in FY25; and <5% in FY26

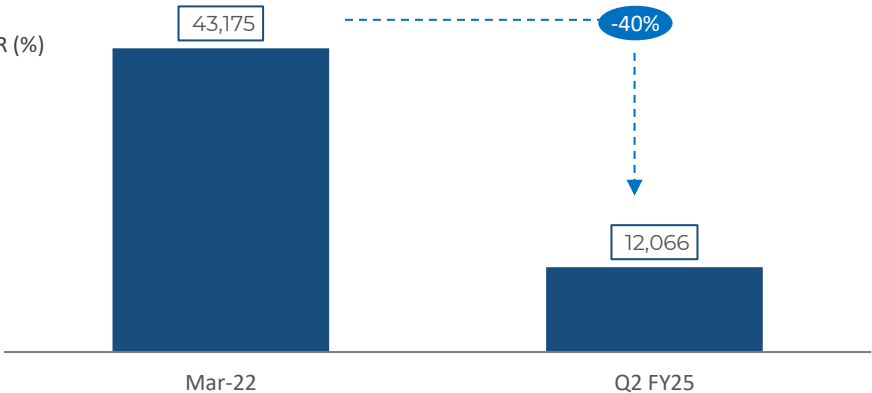
Growth AUM up 45% YoY



Legacy AUM running down steadily

In INR Cr

● CAGR (%)





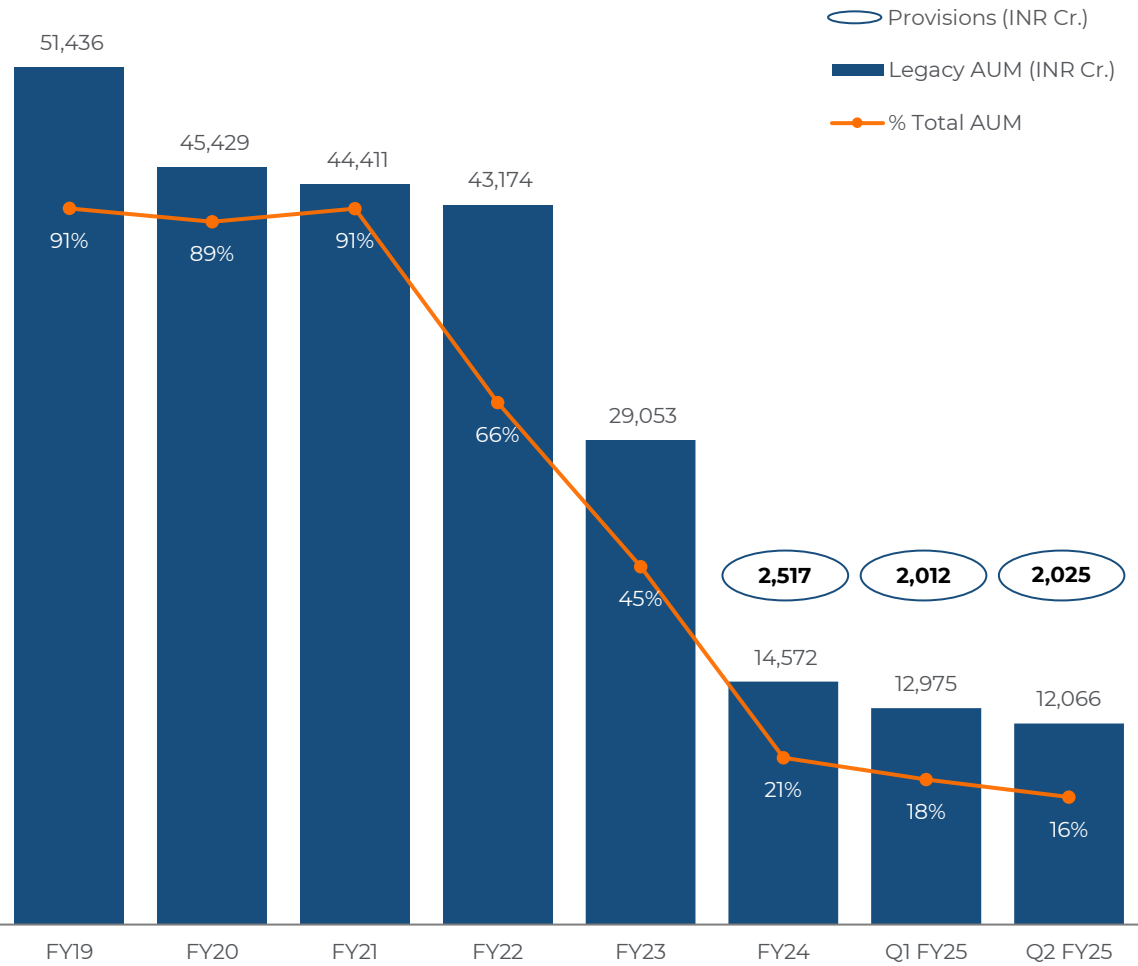
Legacy (discontinued) business



Rapidly reducing legacy AUM



Legacy AUM down 7% QoQ & 49% YoY to INR 12,066 Cr

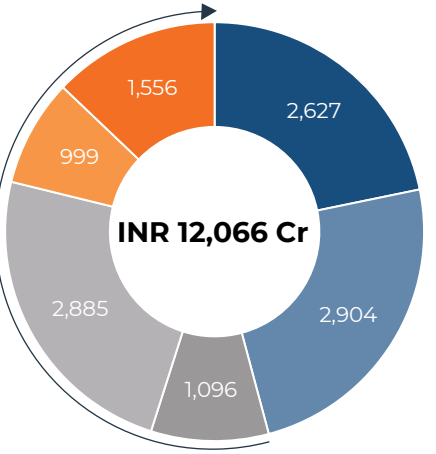


Composition legacy AUM-Q2FY25

In INR Cr.

- Stage 1 loans
- Stage 2 loans
- Stage 3 loans
- SRs
- AIF
- Lands & receivables

INR 6,535 Cr

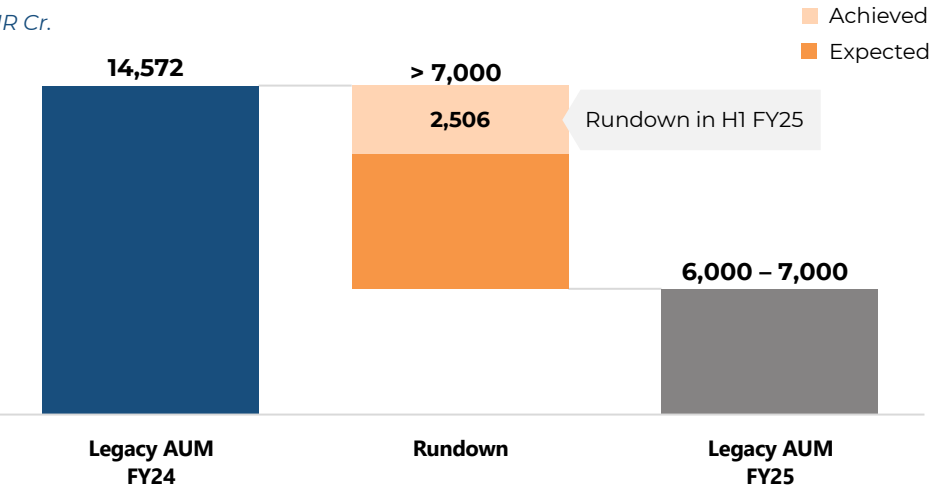


Average yields*

4.7%	10.2%
Total legacy	Stage 1 and stage 2 loans

Reiterate bringing legacy to <10% of AUM in FY25 & <5% in FY26

In INR Cr.

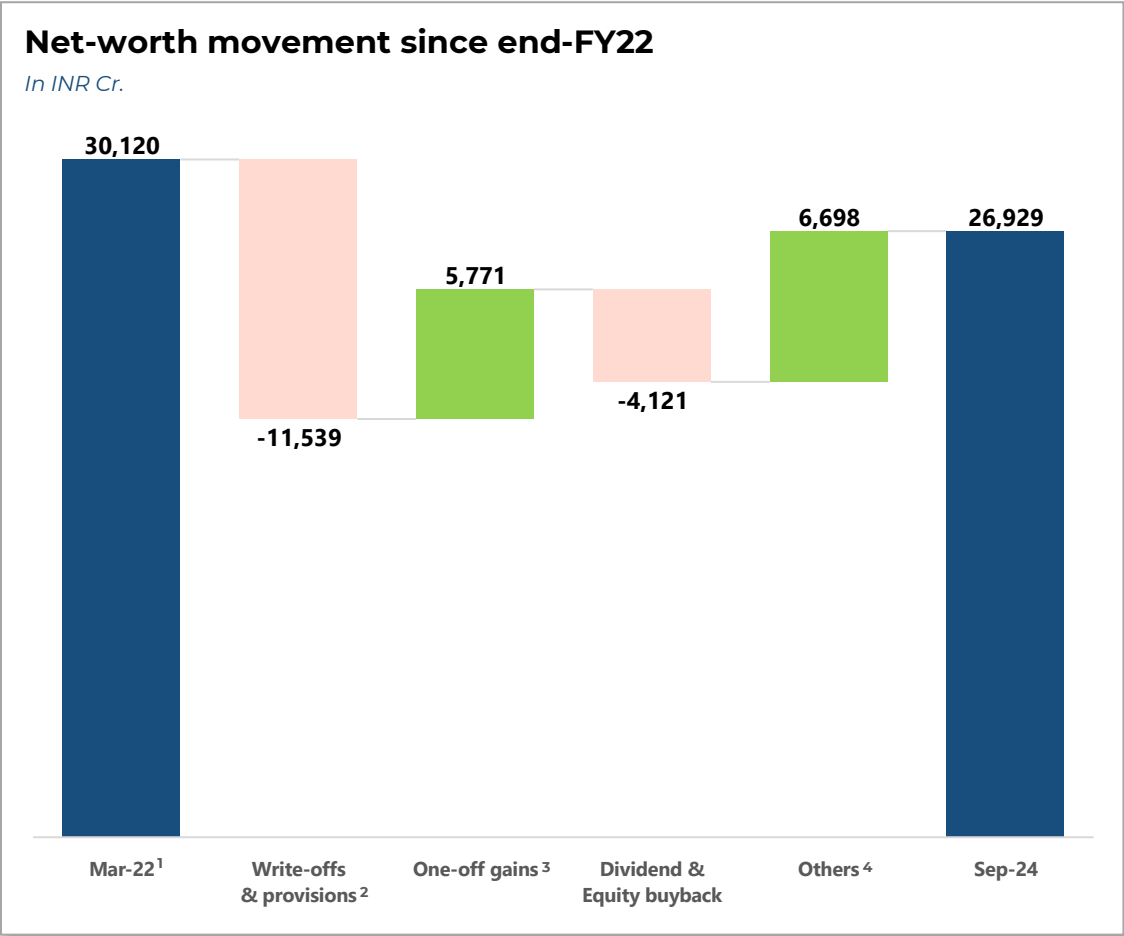
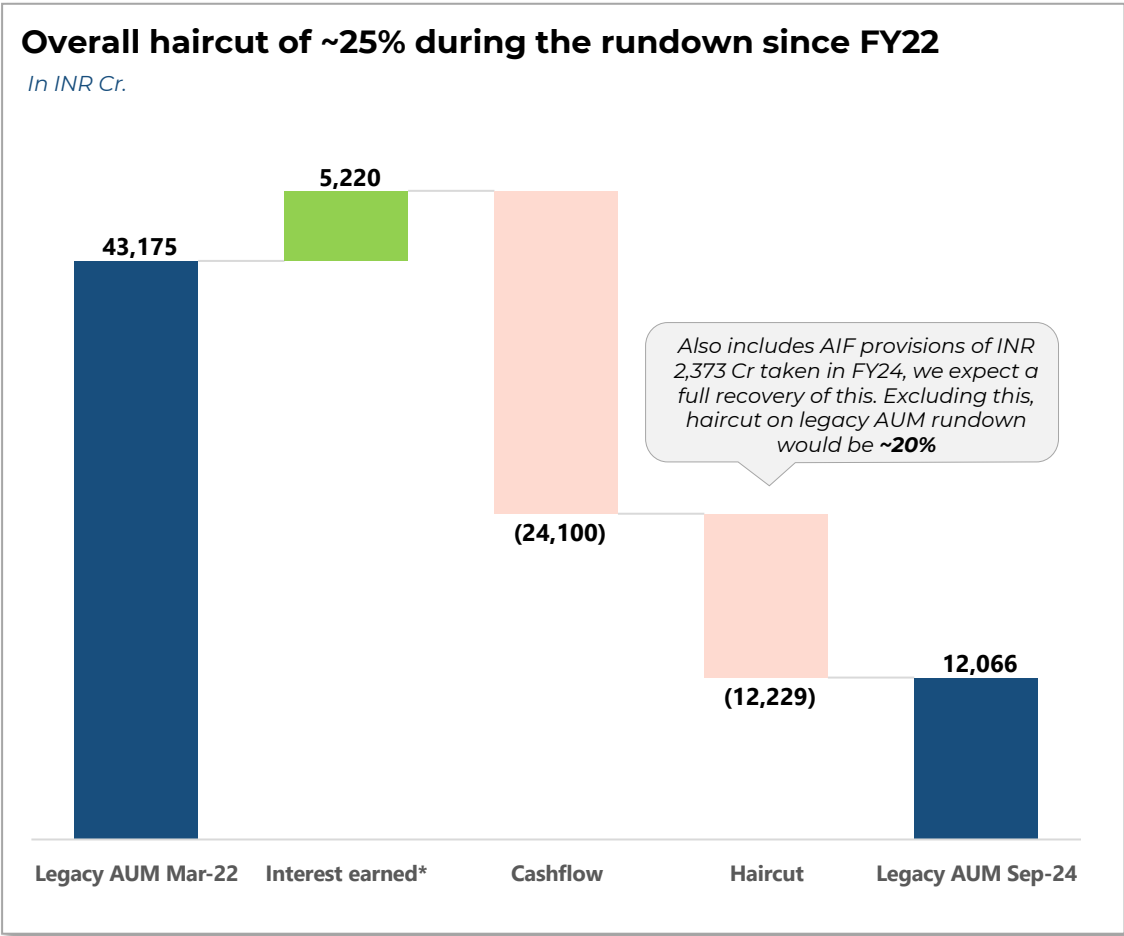


Note: (*) Average yield % includes fee income

Some details on the legacy AUM rundown



(All ratios as % of average AUM of growth business)



Notes: (1) Opening net worth (INR 30,120 Cr) in FY23 excludes pharma business
(2) Write-offs & provisions include P&L credit costs (INR 9,620 Cr) and total net exceptional AIF provisions (INR 1,919 Cr)
(3) One-off gains include reversal of income tax provisions from DHFL merger (INR 3,327 Cr), gain of on Shriram restructuring (INR 717 Cr), Shriram Finance Limited (SFL) gain (INR 855 Cr) and income from Shriram investments stake sale (INR 871 Cr)
(4) Others include operating profit, other provisions, taxes and other miscellaneous movements
* Includes other Miscellaneous Adjustment



Growth business

Retail

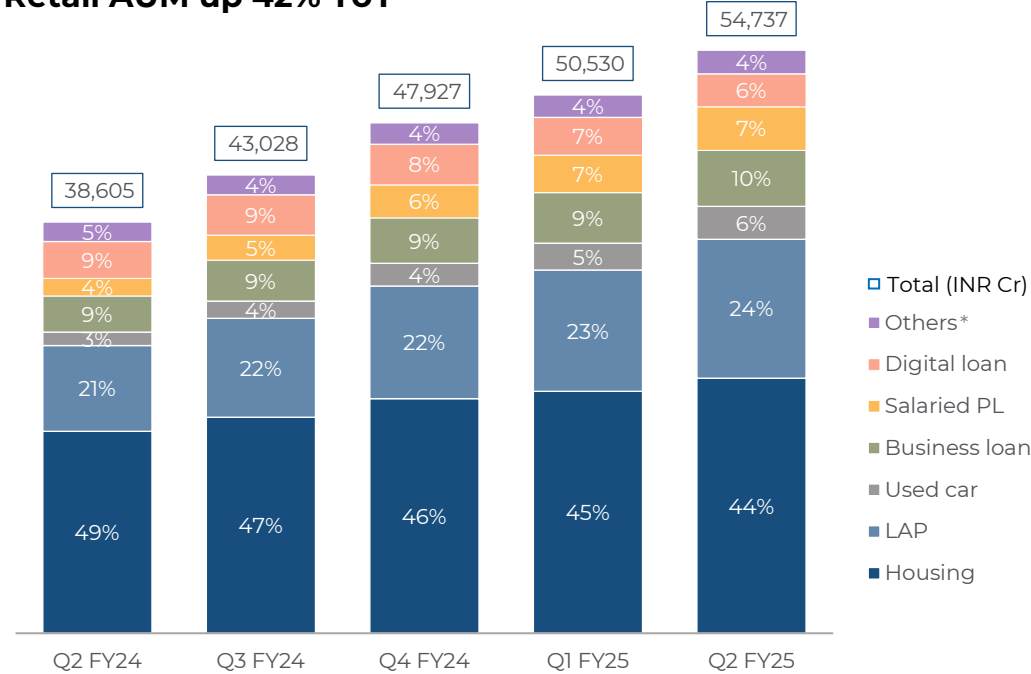
Wholesale 2.0



Retail – growth across product verticals

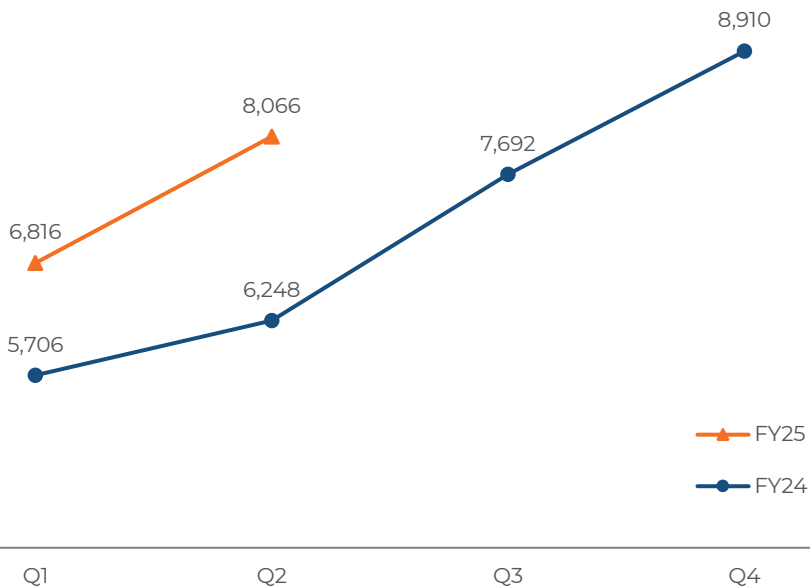


Retail AUM up 42% YoY



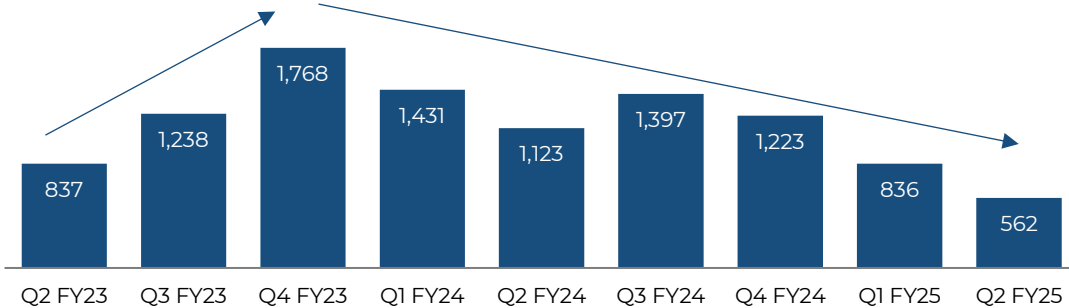
Disbursements up 29% YoY

In INR Cr.



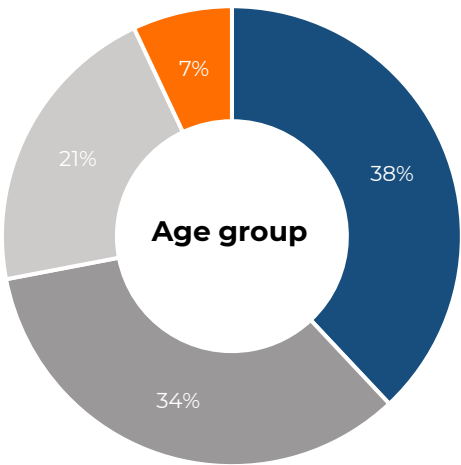
Digital loans disbursements: slowed down since FY23 highs

In INR Cr.

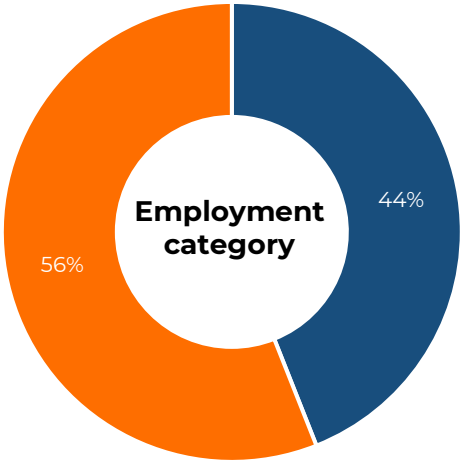


- **Digital Loans** disbursements reduced by ~70% from peak 6 quarters ago
- 85% of digital loan disbursement is **credit protected** primarily through FLDG
- **Securitization** picking up, with total 27 DA and 2 co-lending live programs

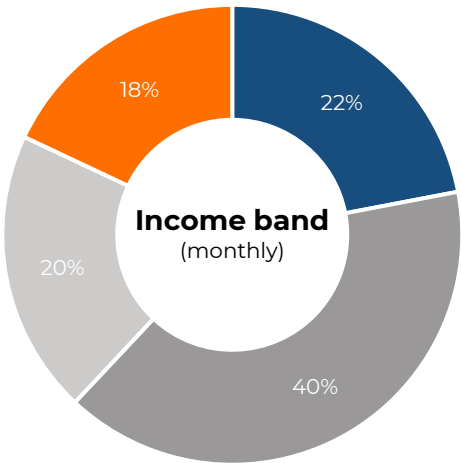
Retail - customer profile for branch-based acquisition



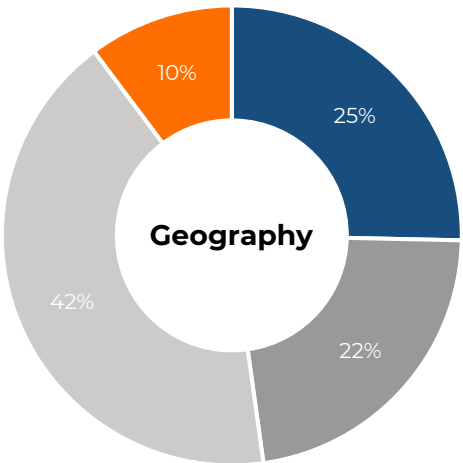
- 18 - 34 yrs.
- 35 - 44 yrs.
- 45 - 54 yrs.
- >=55 yrs.



- Salaried
- Self employed



- <INR 30k
- INR 30k - 59k
- INR 60k - 99k
- >=INR 1 lakh



- Metro adjacent
- Tier-1
- Tier-2
- Tier-3



Click on the thumbnails below to view our recent advertisements

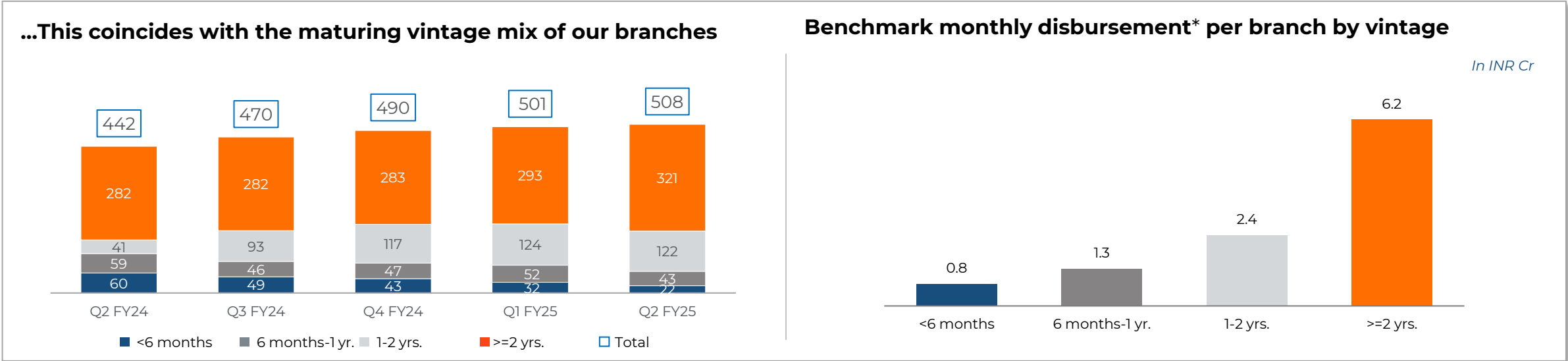
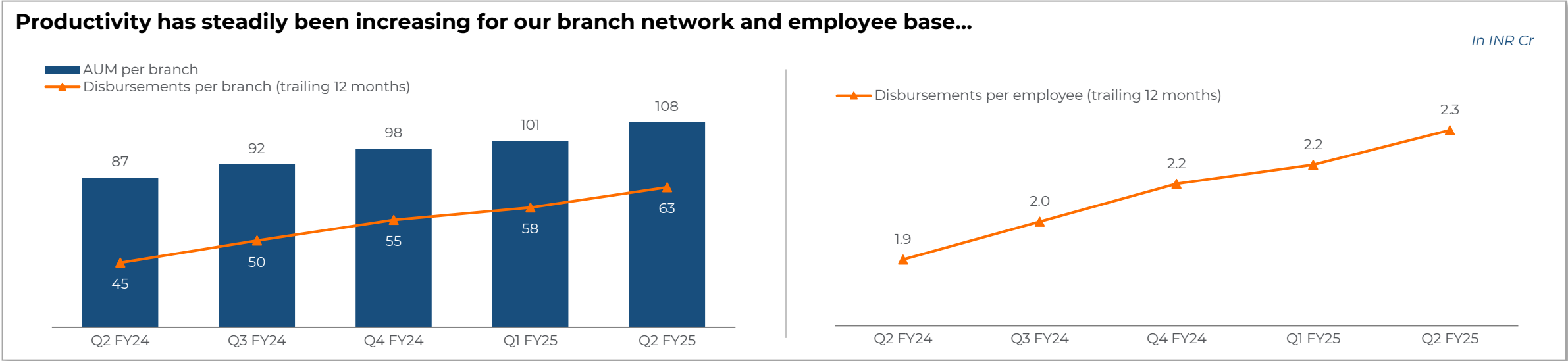


Customers acquired through branch network represents 92% of total retail AUM

We serve self-employed, modest-income type of customer base

Note : All charts are for number of customers acquired in FY24 & H1 FY25

Productivity improvement to continue, driven by increasing Branch maturity

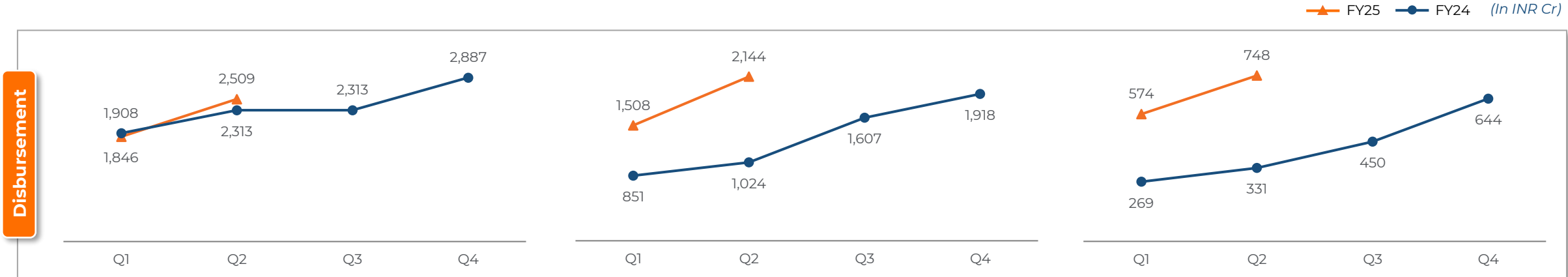
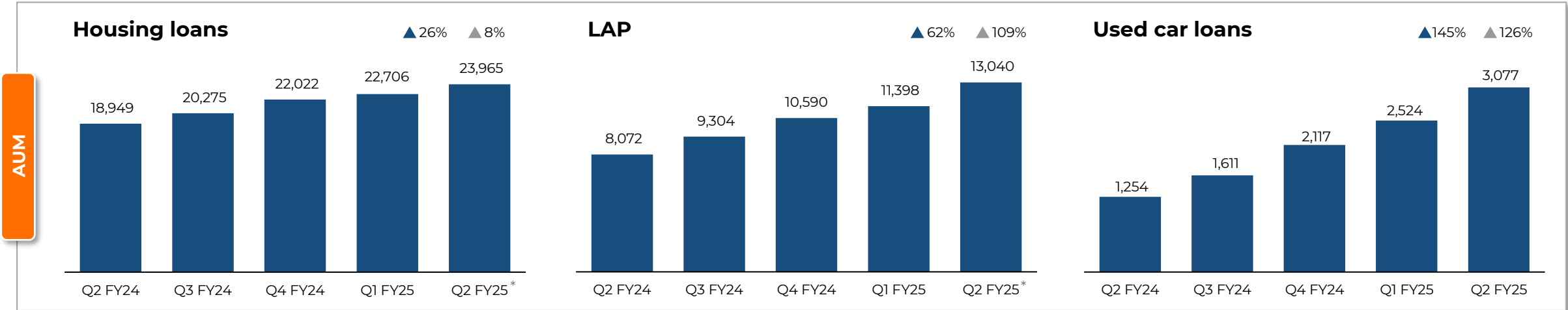


Note: (*) Only for branch led products

Growth momentum sustaining in mortgages and used car loans



■ AUM (INR Cr) ▲ YoY AUM growth ▲ YoY disbursement growth



22 Lac	66%	751	11.6%
Average ticket size	Average LTV	Average CIBIL score	Disbursement yield

23 Lac	49%	748	12.9%
Average ticket size	Average LTV	Average CIBIL score	Disbursement yield

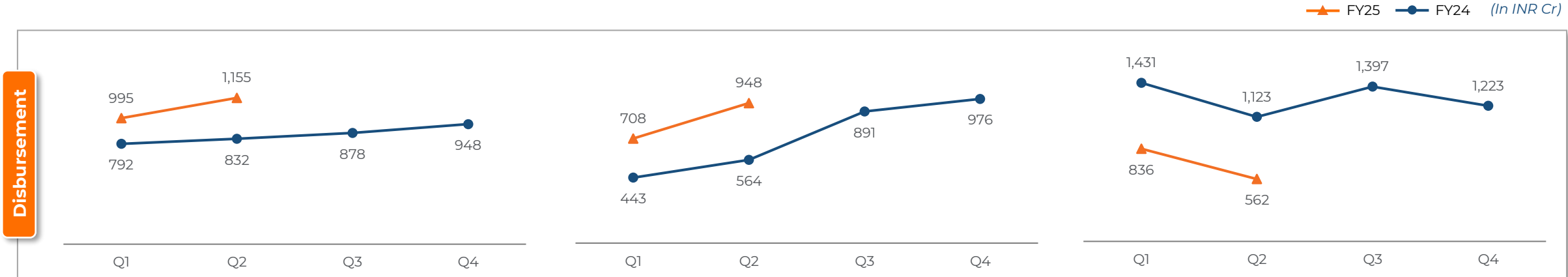
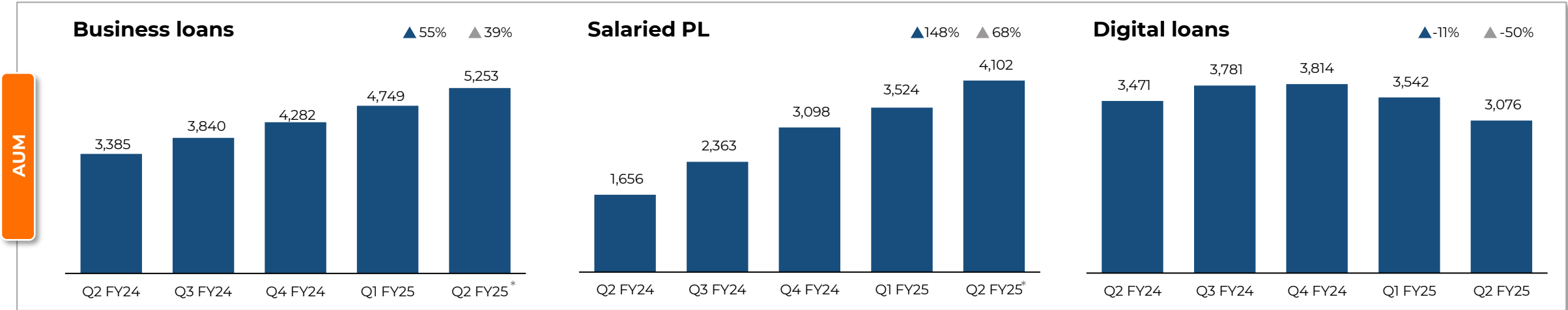
6.8 Lac	73%	748	15.1%
Average ticket size	Average LTV	Average CIBIL score	Disbursement yield

Note: (*) In Q2FY25, concluded DA sale transactions of INR 612 Cr in Housing, INR 695 Cr in LAP and co-lending transaction of INR 47 Cr in Housing loans, INR 65 Cr in LAP

Branch originated business outpacing digital loans



■ AUM (INR Cr) ▲ YoY AUM growth ▲ YoY disbursement growth



5.5 Lac	750	19.8%
Average ticket size	Average CIBIL score	Disbursement yield

4.4 Lac	754	17.5%
Average ticket size	Average CIBIL score	Disbursement yield

0.5 Lac	756	16.4%
Average ticket size	Average CIBIL score	Disbursement yield

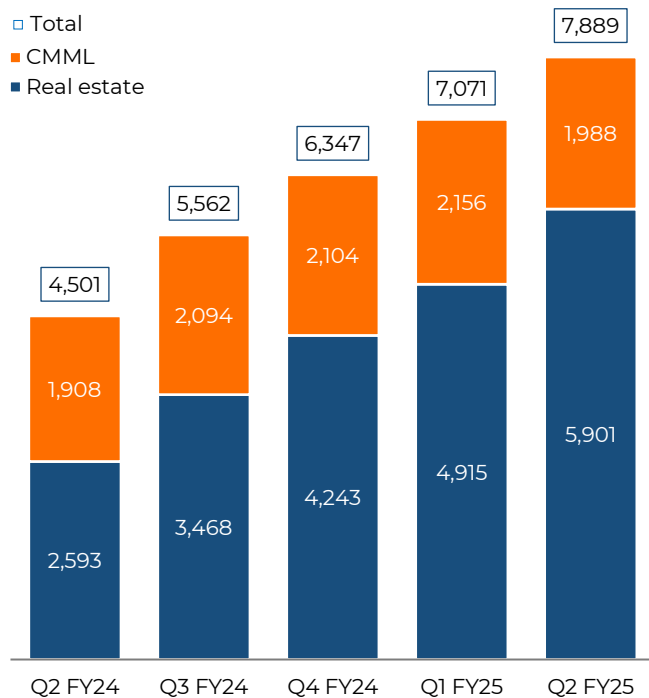
Note: (*) In Q2FY25, concluded DA sale transactions of INR 81 Cr in Business loans, INR 223 Cr in Salaried PL and co-lending transaction of INR 109 Cr in Business loans

Wholesale 2.0: Building a diversified and granular book backed by cash flows and assets

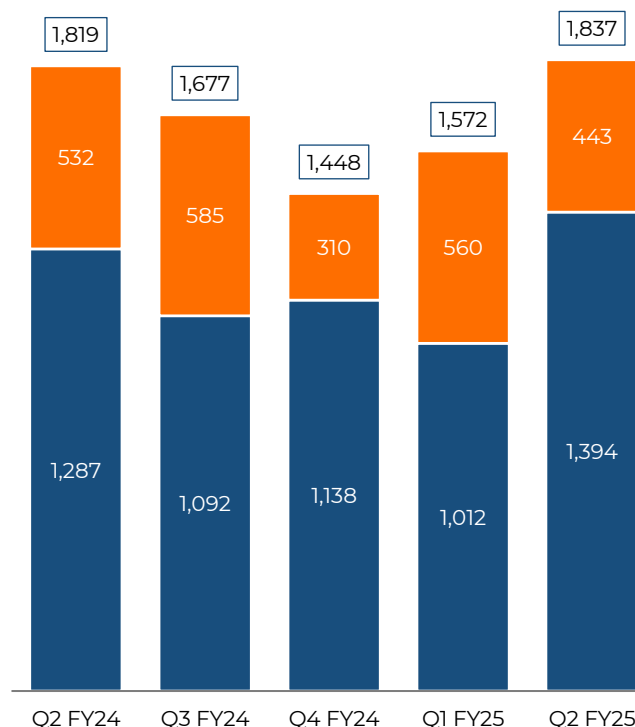


Wholesale 2.0 AUM up 12% QoQ

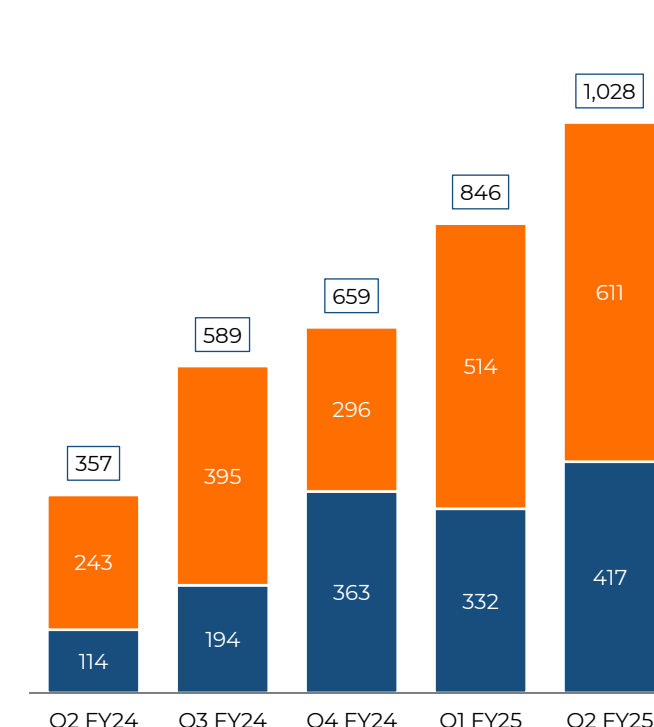
In INR Cr.
 □ Total
 ■ CMML
 ■ Real estate



Disbursements up 17% QoQ



Total repayments (including pre-payments)



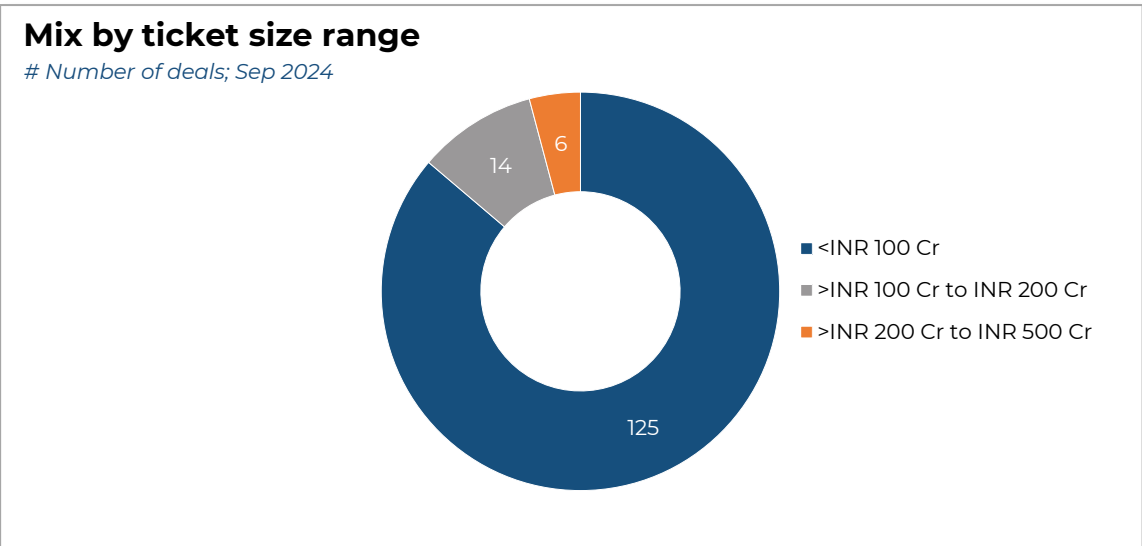
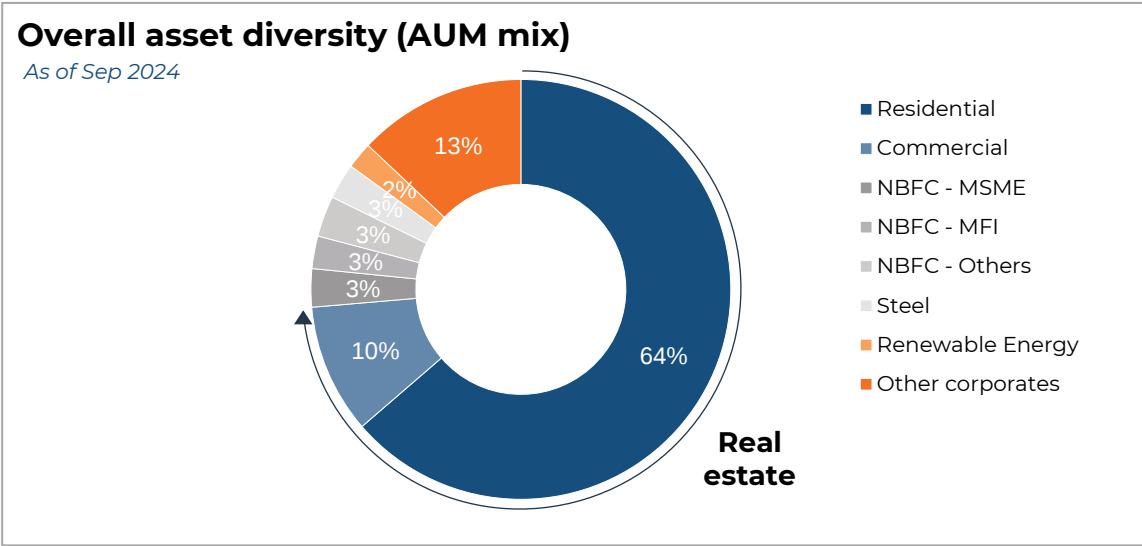
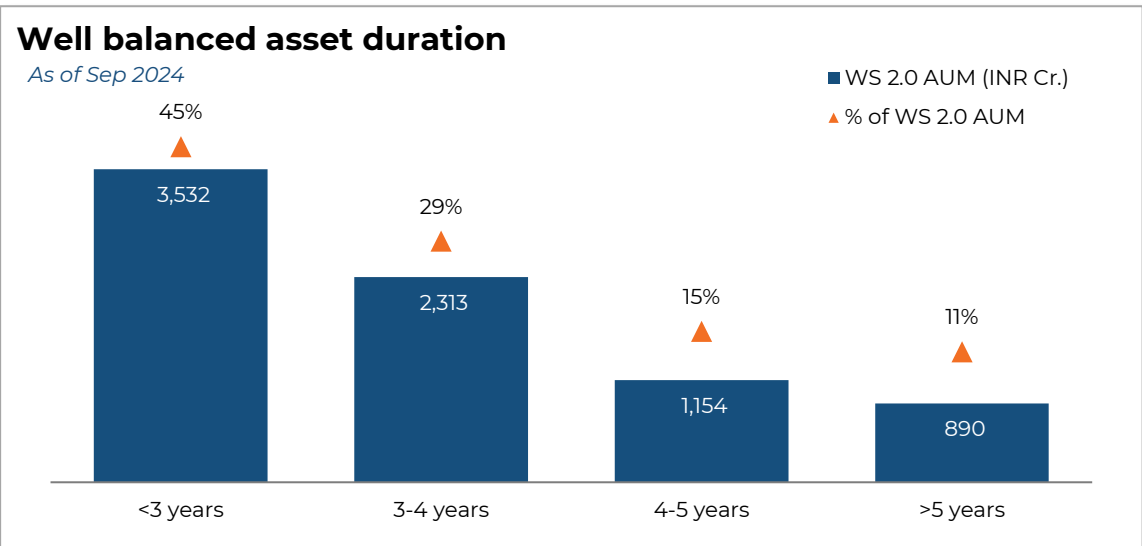
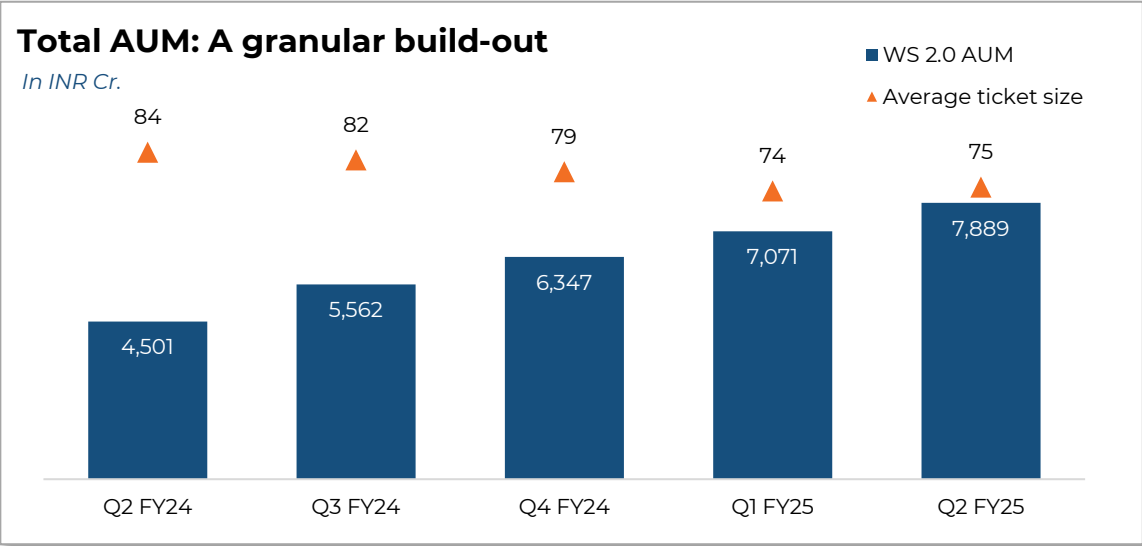
- **Disbursements** of INR 1,837 Cr in Q2 FY25
- **Performing well**, in line with or ahead of underwriting, as reflected in prepayments
- **Pre-payments** worth INR 769 Cr received in Q2 FY25
- **Exited deals** worth INR 2,649 Cr in total so far

- **Repayments** particularly high in CMML book
- Corporate India continues to de-lever, with debt repaid much faster than contracted

Wholesale 2.0: Granular and diversified build-out



(Charts represents data for outstanding AUM)



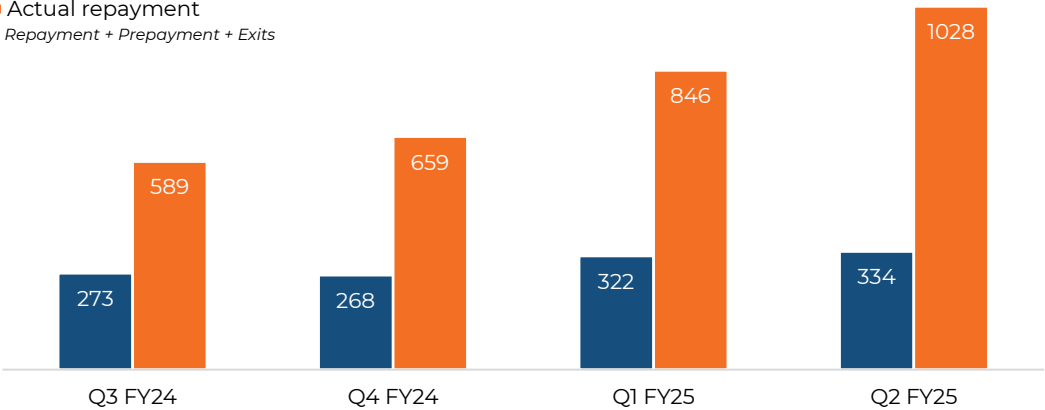
Wholesale 2.0: Portfolio analysis



Repayment analysis

In INR Cr.

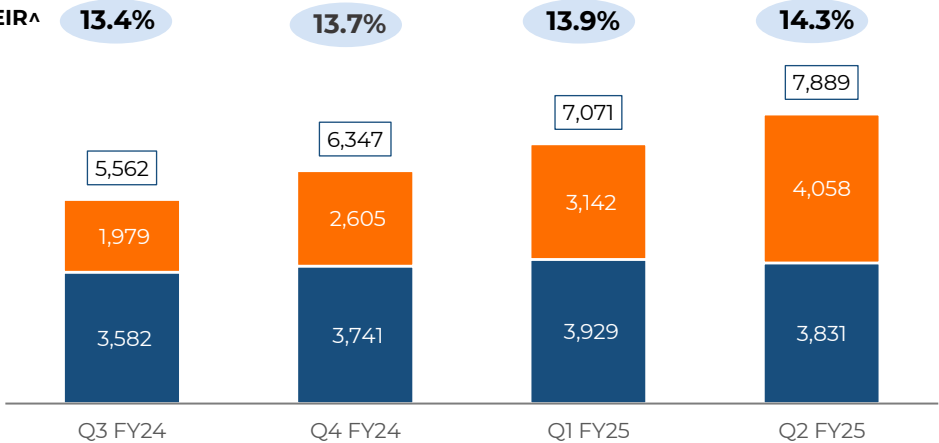
- Contracted repayment
- Actual repayment
Repayment + Prepayment + Exits



Effective Interest Rate (EIR)*

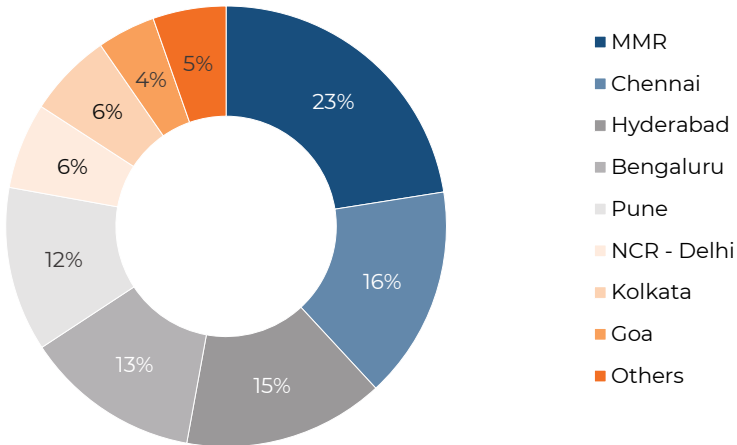
■ <14% ■ >14% ■ Total WS2.0 AUM (INR Cr.)

Portfolio EIR^



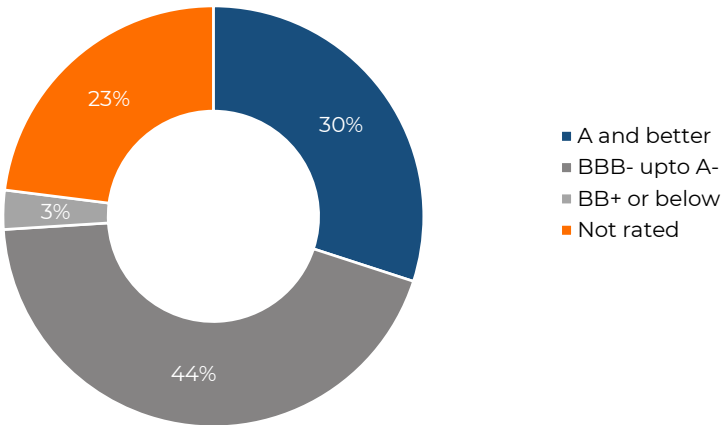
Real estate AUM by geographic exposure*

As of Sep 2024



CMML AUM by ratings*

As of Sep 2024



Notes: (*) Represents data for outstanding AUM
(^) Portfolio EIR % includes fee income



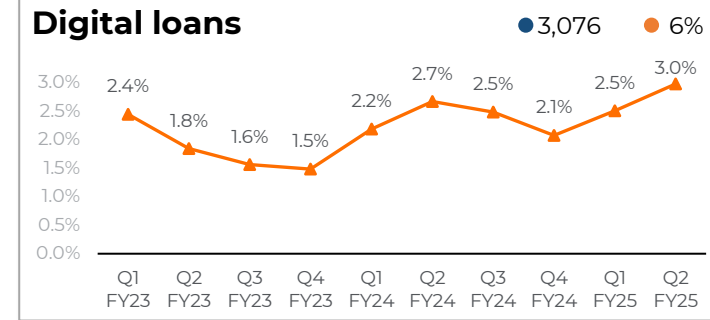
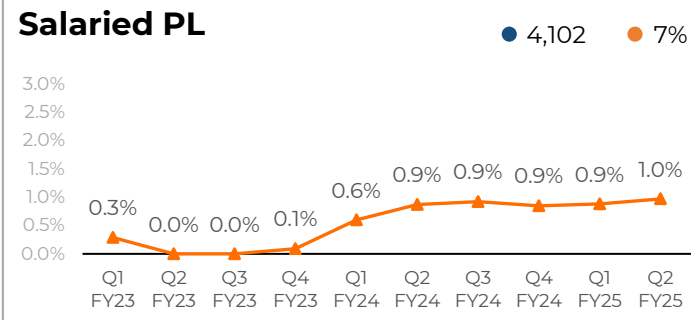
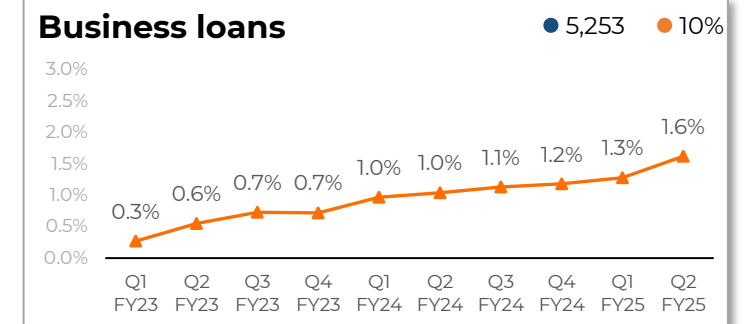
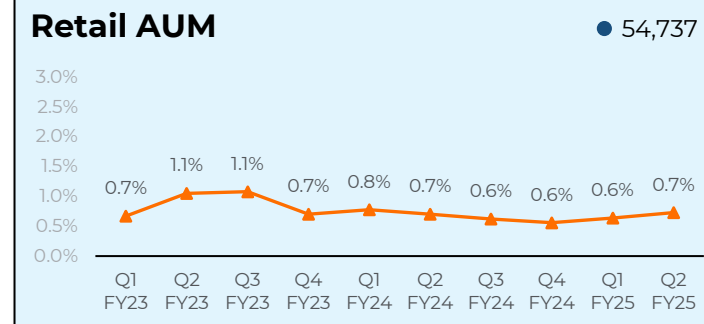
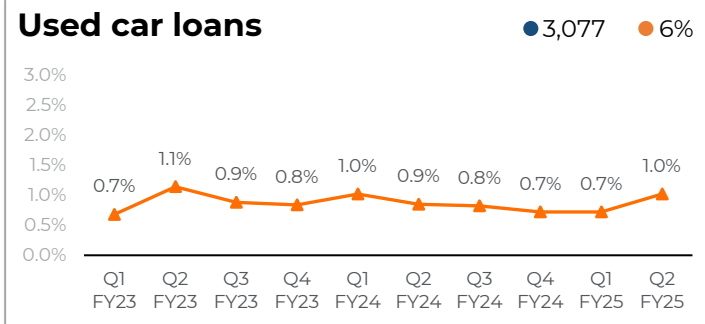
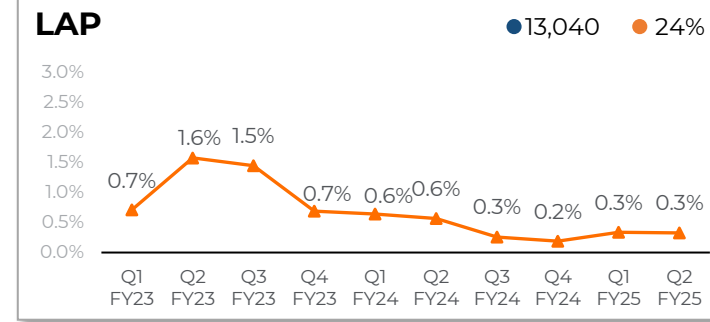
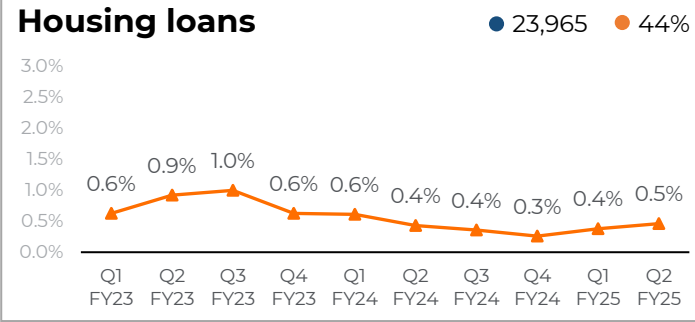
Asset Quality



Retail risk (1/2) – Overall stable 90+ DPD reflecting diversified AUM mix



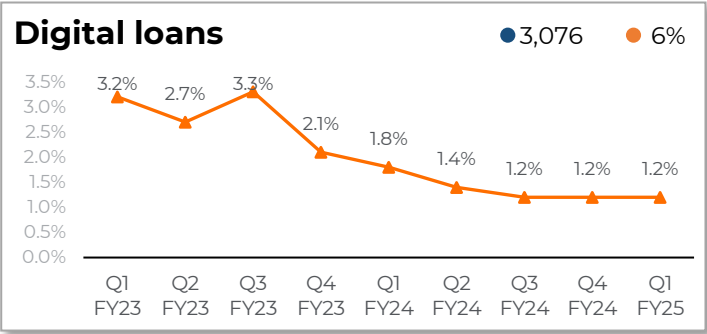
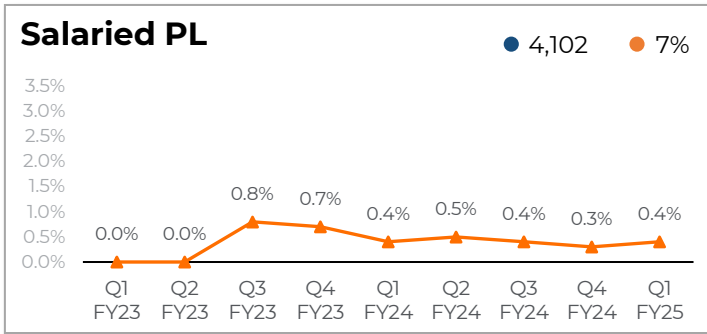
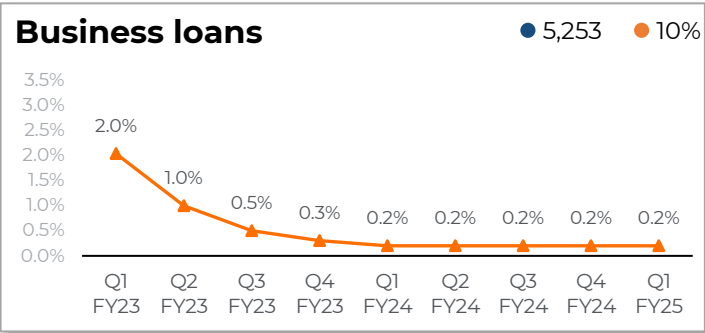
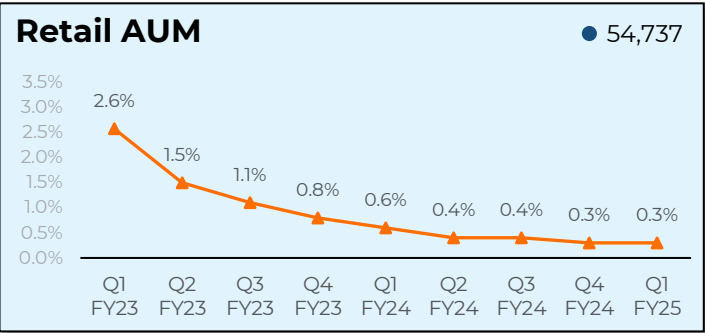
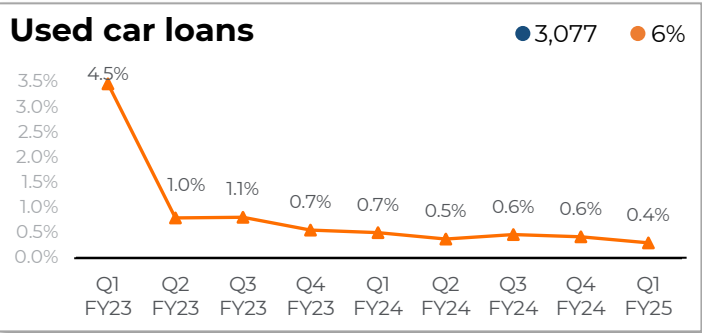
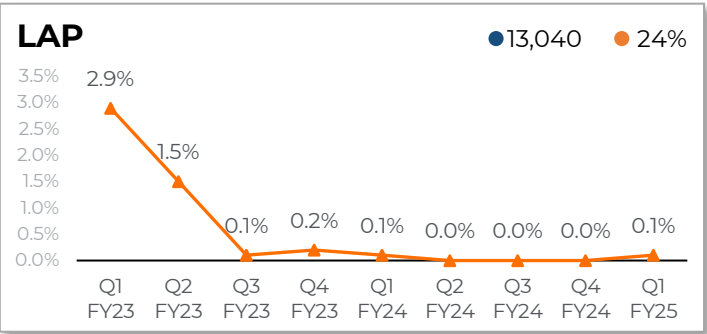
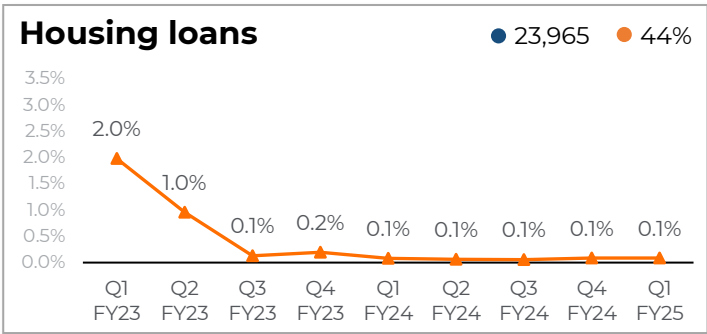
- AUM as of Q2 FY25 (INR Cr)
- % of retail AUM as of Q2 FY25
- ▲ 90+ DPD



Retail risk (2/2) – vintage risk: steady improvement in quality of new originations



- AUM as of Q2 FY25 (INR Cr)
- % of retail AUM as of Q2 FY25
- ▲ 30+ DPD at 3 months on book





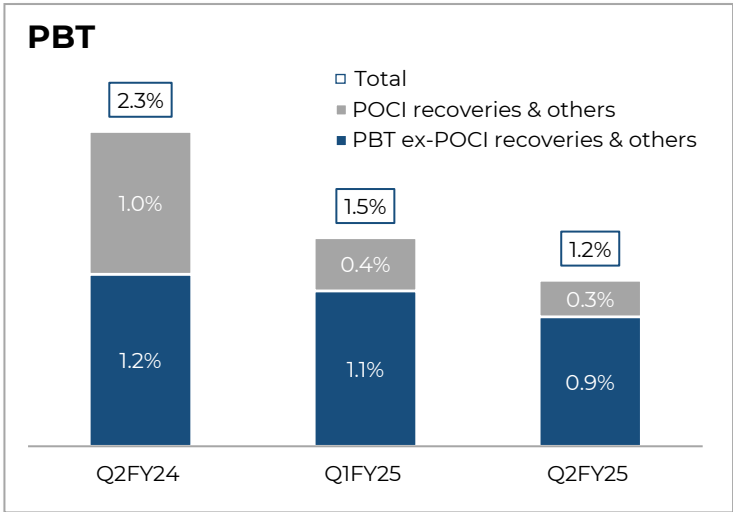
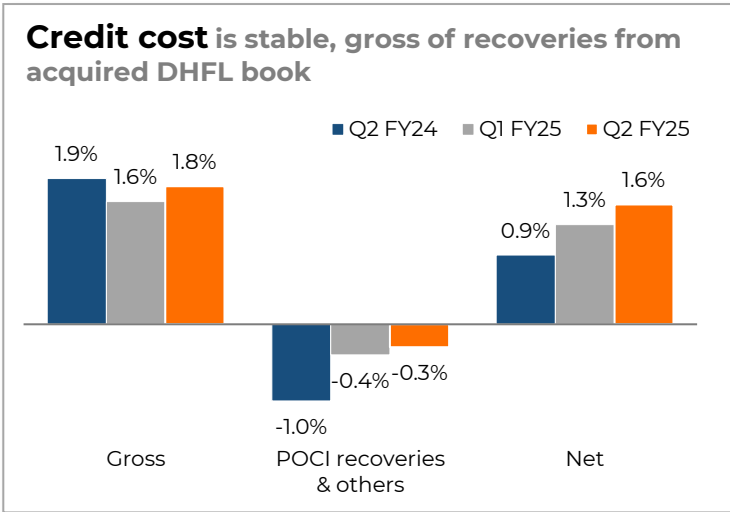
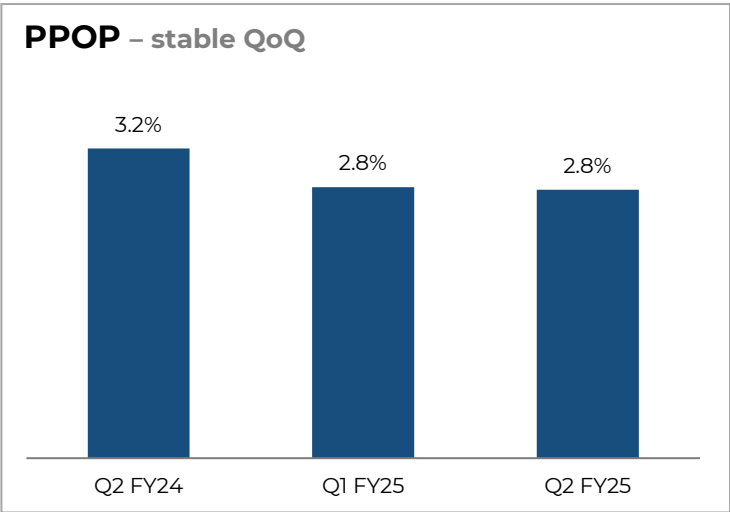
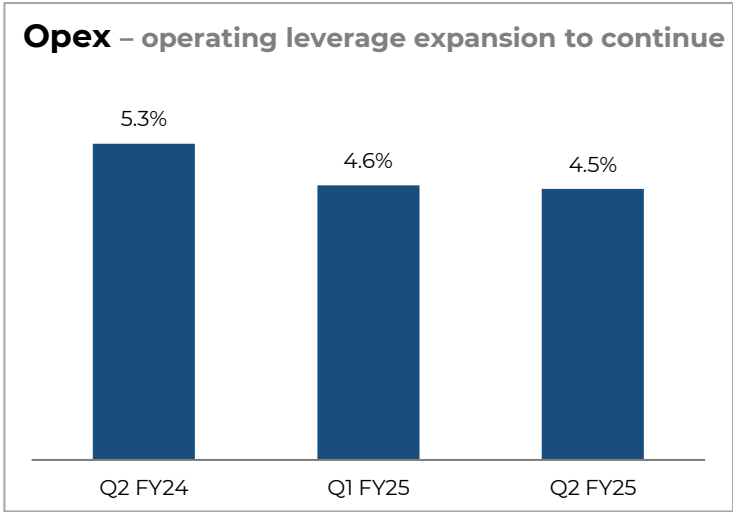
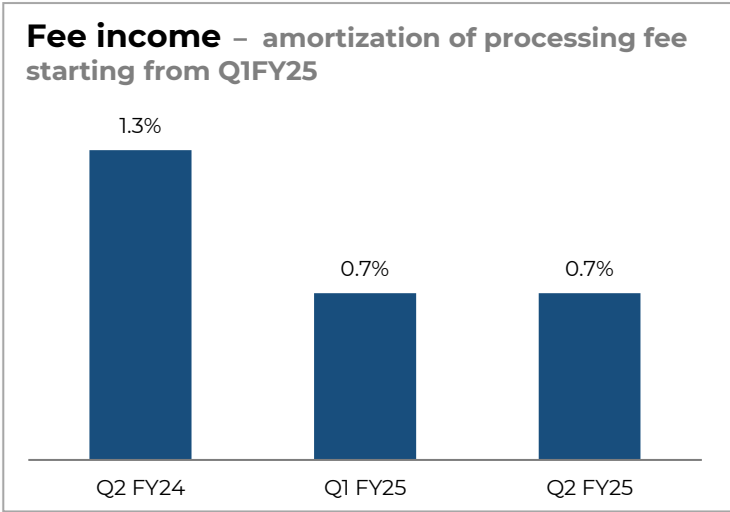
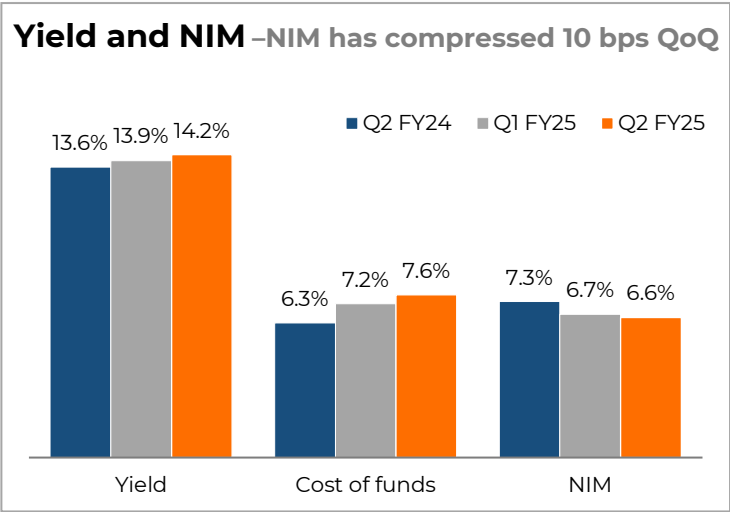
Profitability



Summary (3/3): Growth business profitability* – opex ratio is the key driver



(All ratios as % of average AUM of Growth business)



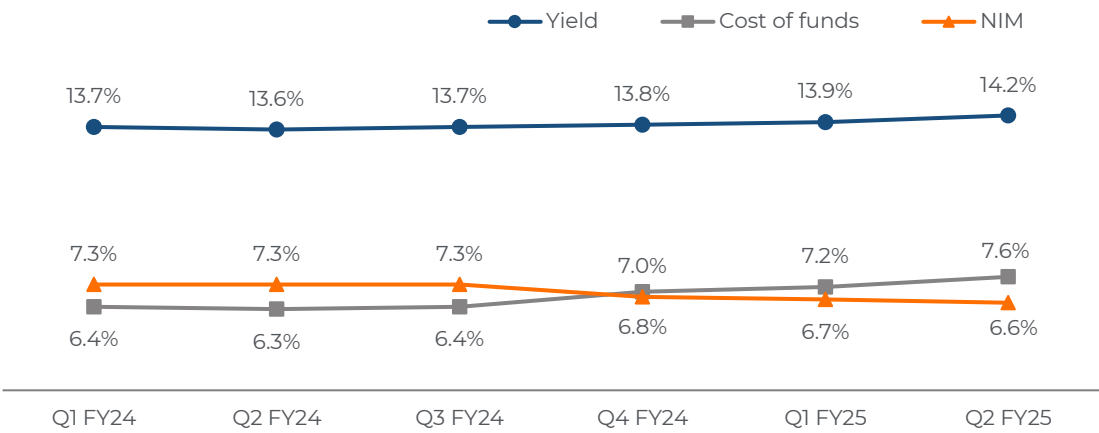
Notes: (*) Based upon pro forma P&L of the Growth business

Growth business P&L ratios

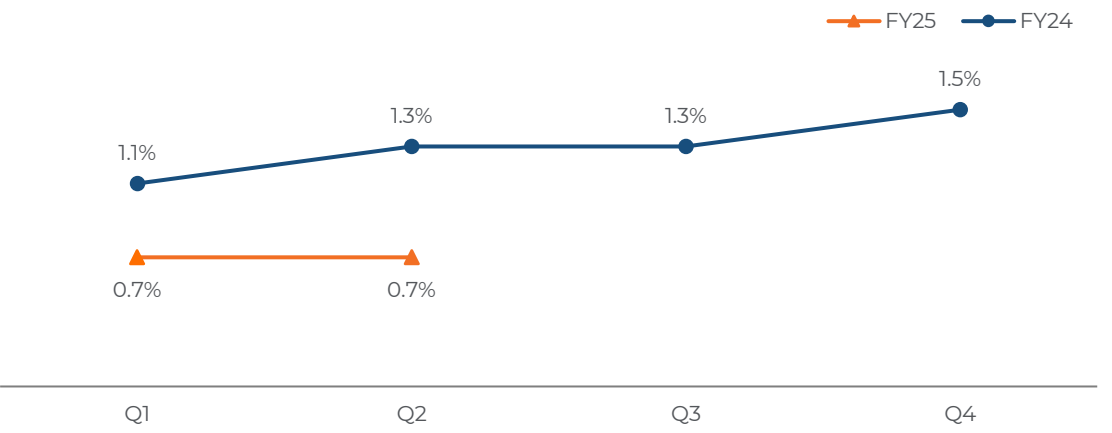


(All ratios as % of average AUM of Growth business)

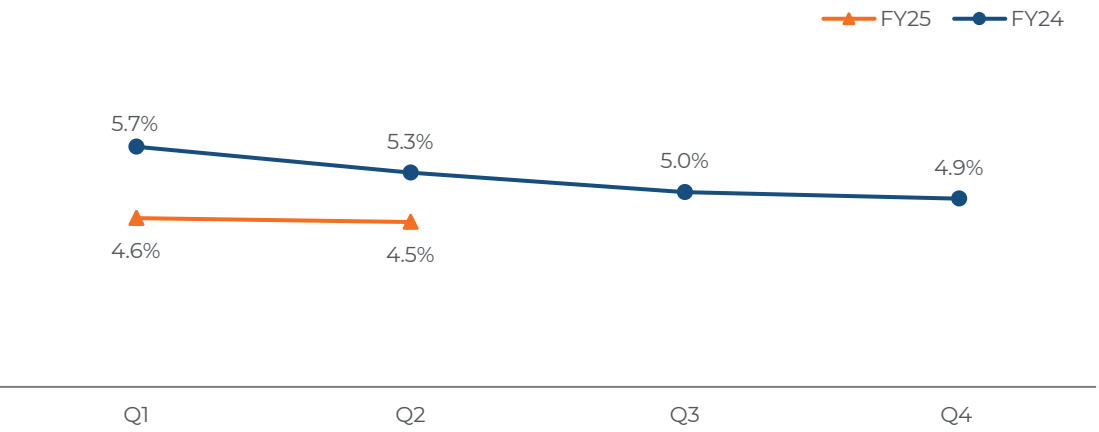
Yields and NIM



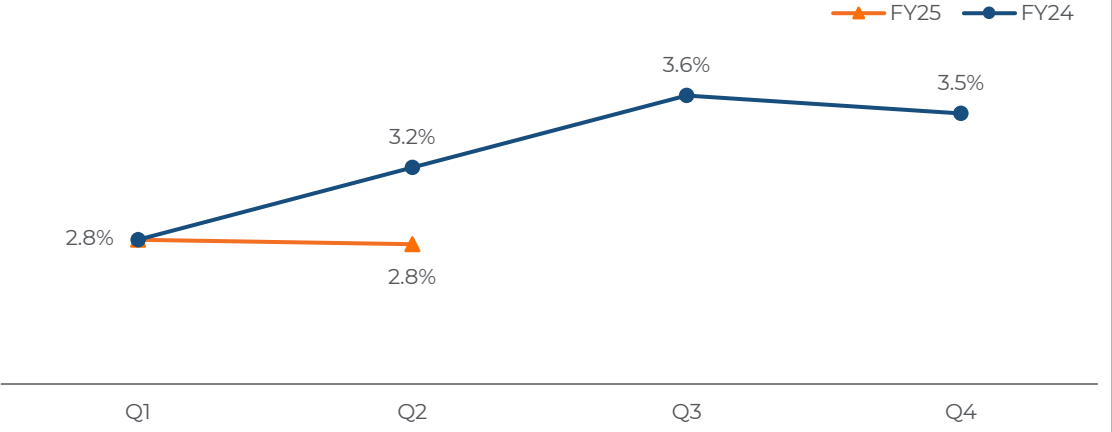
Fee income



Opex



PPOP





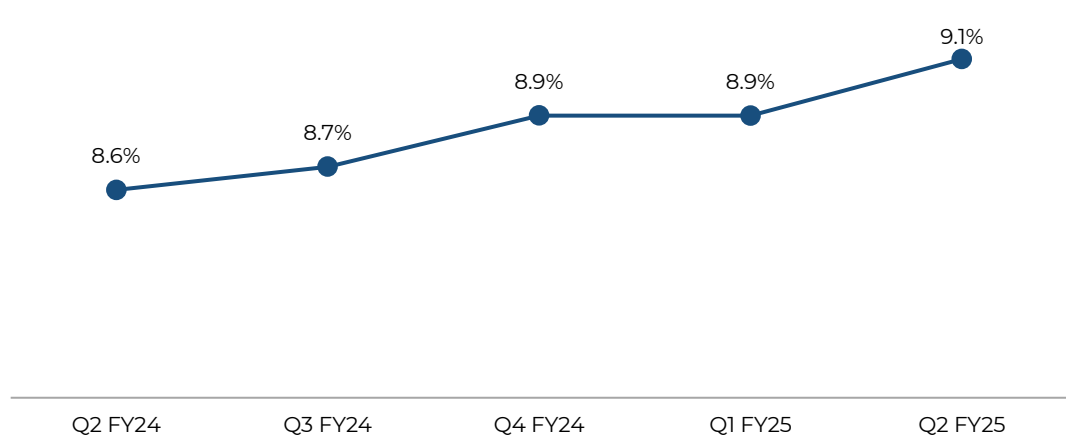
Liabilities Management



Liabilities management

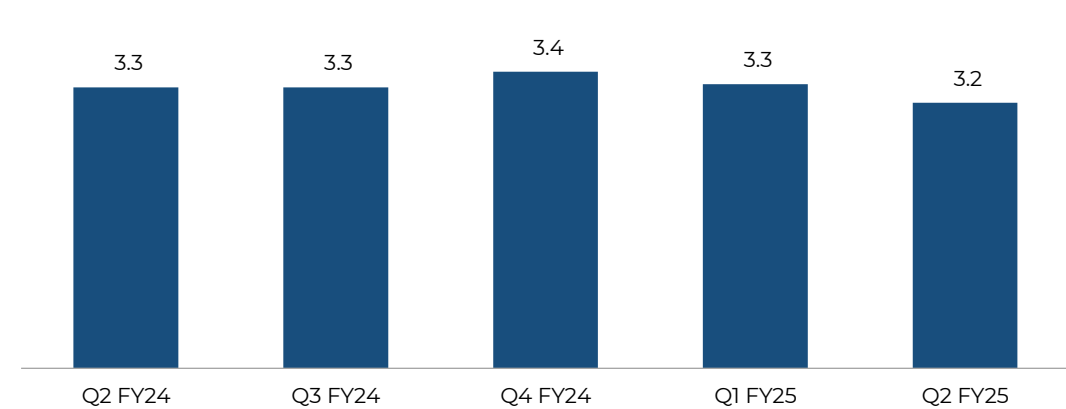


Average borrowing cost



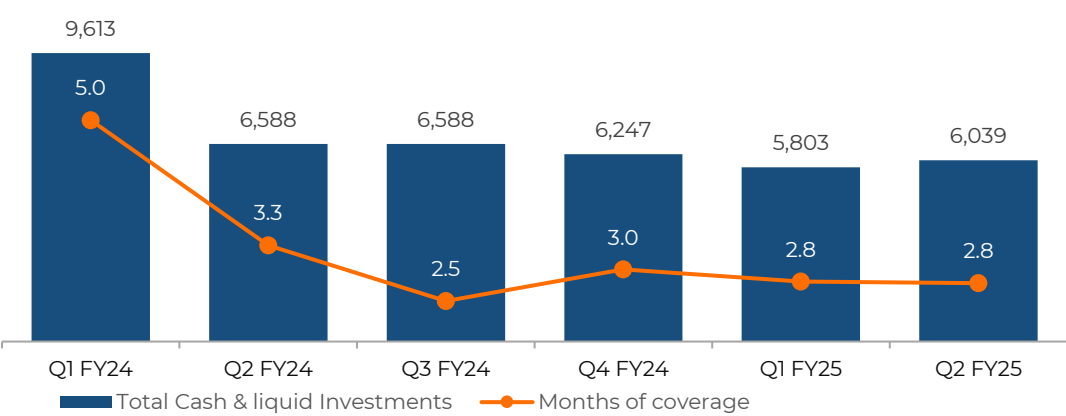
Maturity of borrowings

In years, weighted average on a residual basis

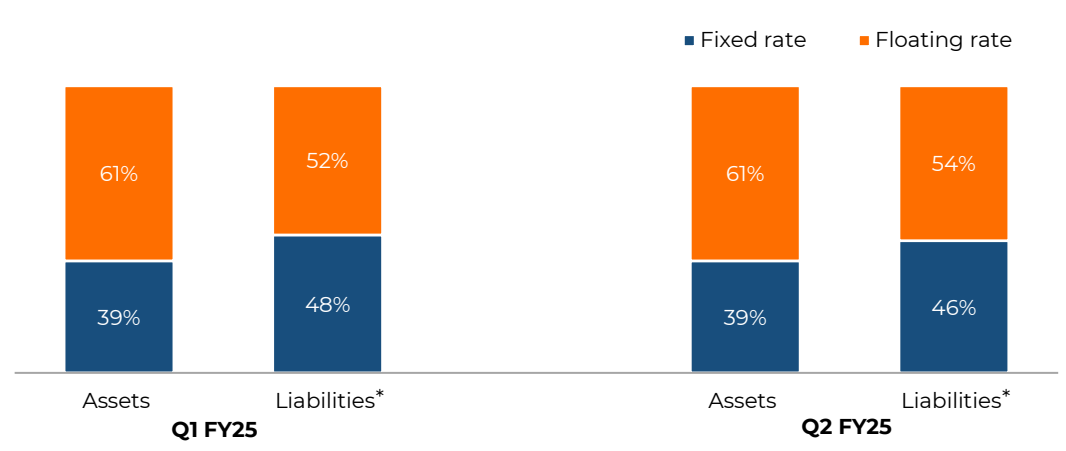


Cash and Liquid Investments

In INR Cr, period-end



Fixed : Floating rate mix

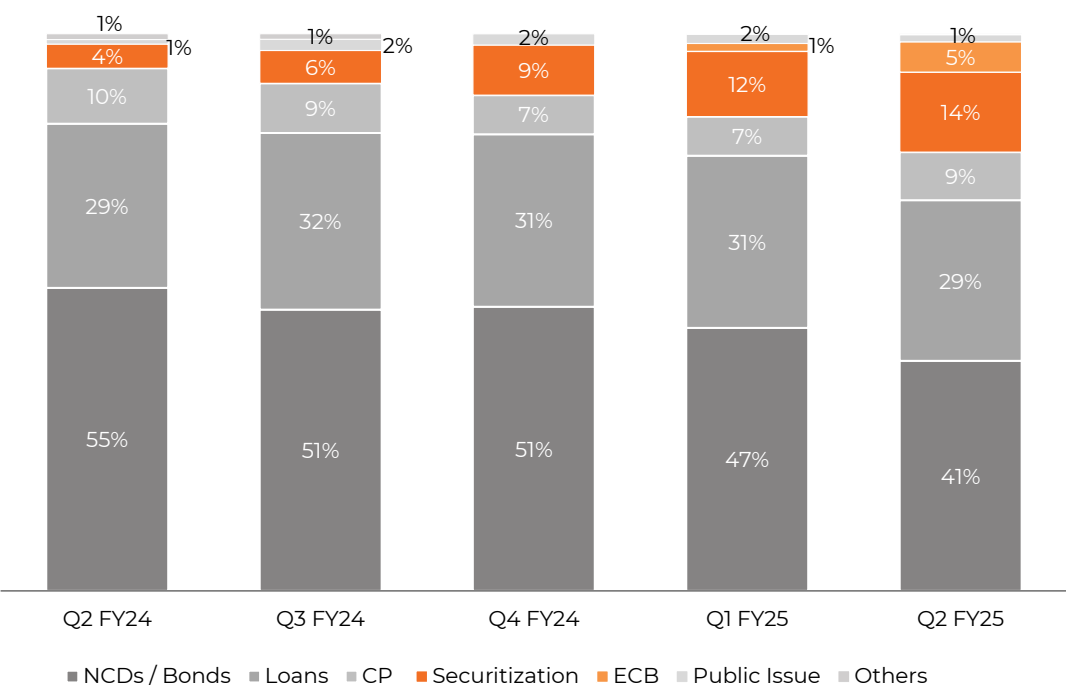


Note: (*) Liabilities includes fixed rate borrowings of INR 16,172 Cr for Q1 FY25 & INR 15,710 Cr for Q2 FY25

Diversifying the borrowing mix

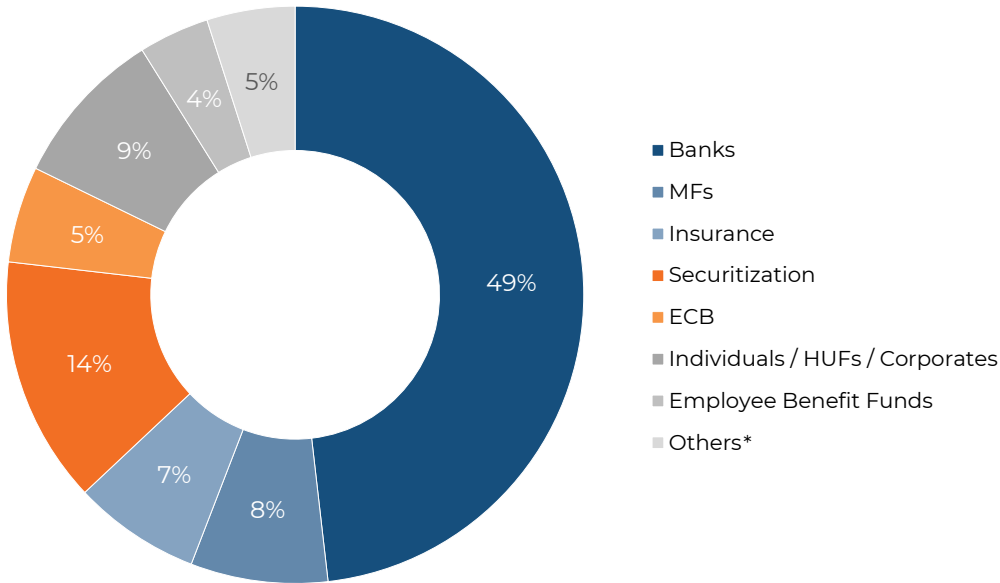


Rising role of Securitization and International Borrowings



Borrowing mix by type of lender

As of Sep '24



Domestic ratings

Long term ratings
ICRA & CARE: AA
Outlook Stable

Short term ratings
CRISIL, ICRA, CARE: A1+

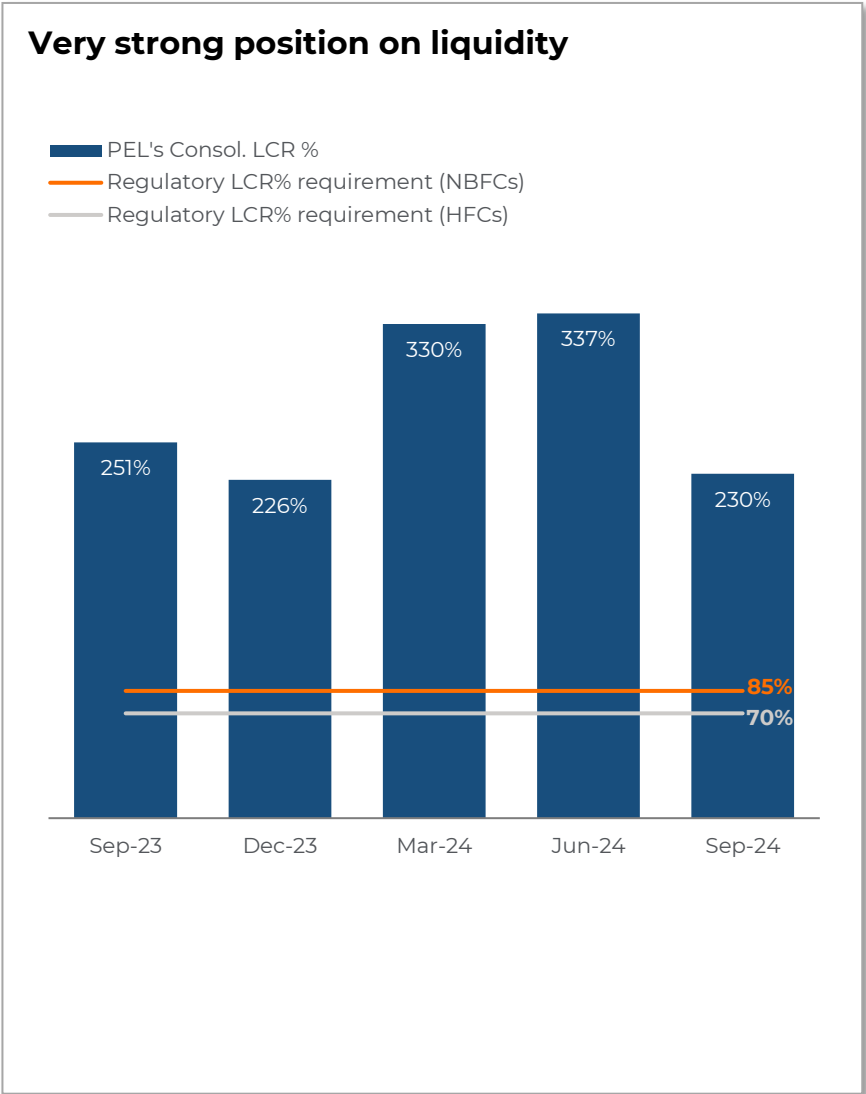
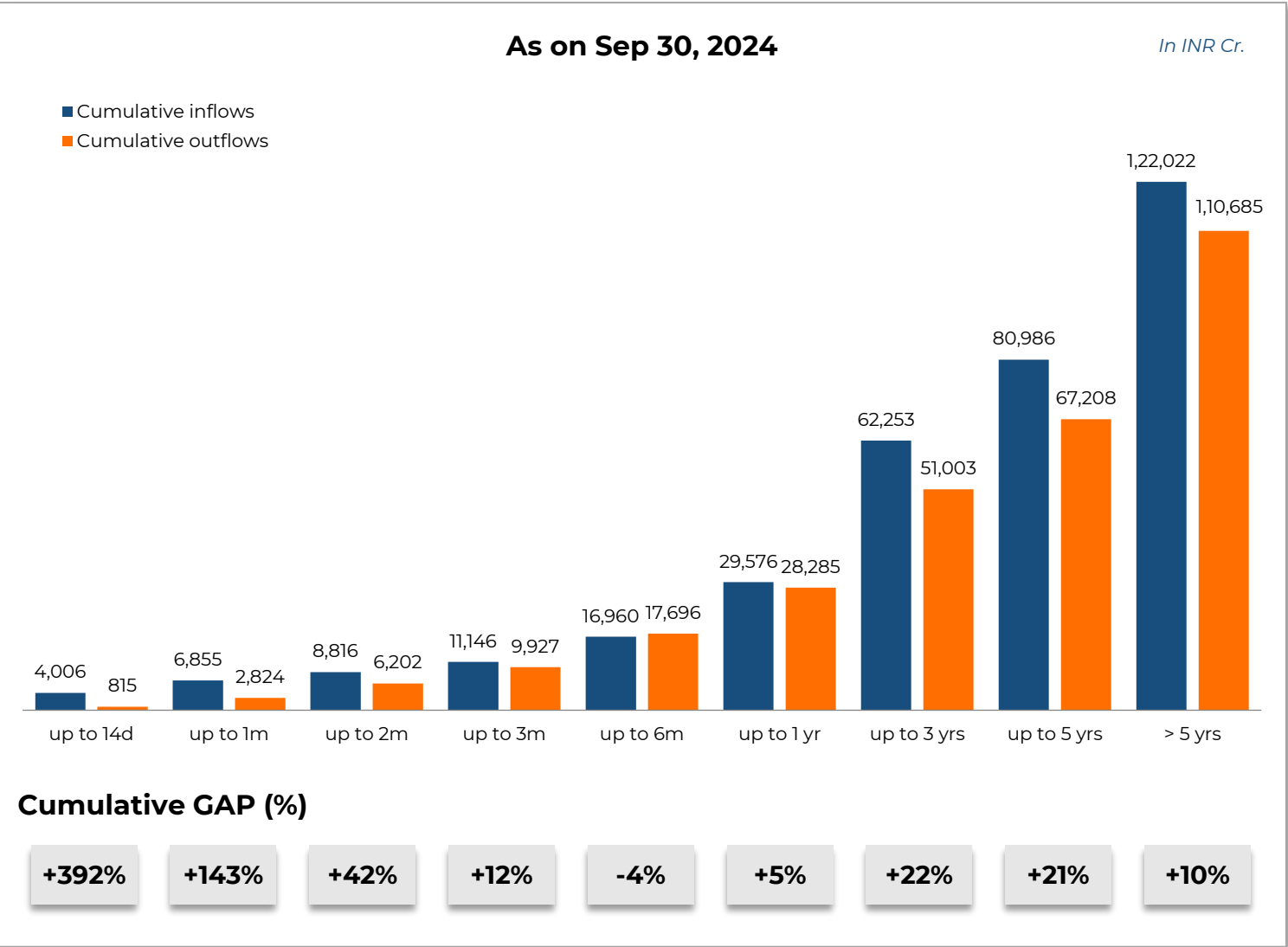
International ratings

**S&P: BB-
Moody's: Ba3**

\$100mn social impact loan | Raised USD sustainability bond of \$300mn in Jul '24 and \$150mn in Oct '24

Notes: Borrowings Include direct assignment (DA) of INR 3,686 Cr as of Q2 FY25, INR 2,408 Cr as of Q1 FY25, INR 1,598 Cr as of Q4 FY24, INR 875 Cr as of Q3 FY24 and INR 612 Cr as of Q2 FY24
(*) Includes NHB, & other financial institutions which contribute 3% and 2% respectively to overall borrowings;

Asset-liability profile





Update on Merger



Return on Investment

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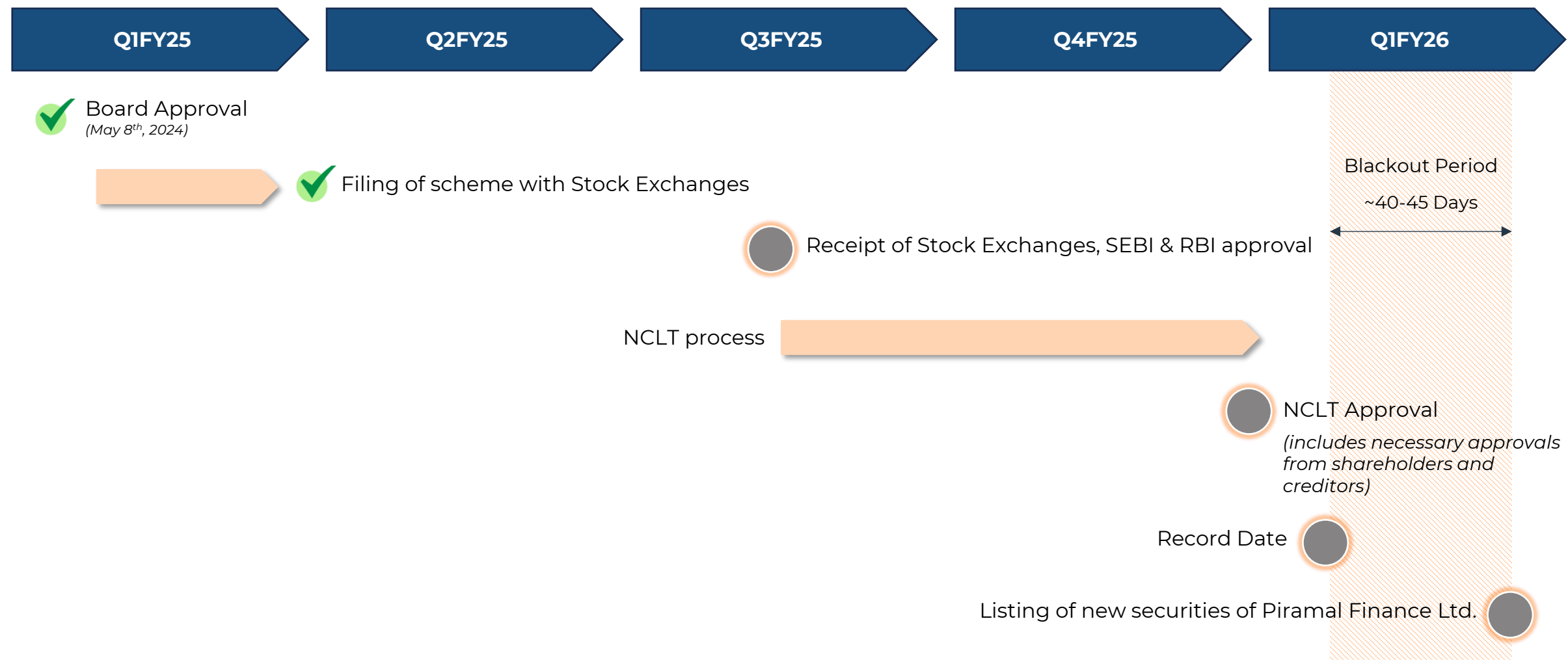
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Performance Results by Year

Period	Profit (M)
2010	11
2011	15
2012	9
2013	14
2014	
2015	
2016	
2017	
2018	



Update: Proposed merger of PEL with PCHFL



The implementation process is on track – proposed merger shall be completed within expected timelines

Note: Above timelines are indicative and subject to regulatory and relevant statutory approvals

Term	Description
90+ DPD delinquency	90 to 179 days DPD (% of average AUM)
Average AUM	Average of periodic average on-book AUM
Blackout period	Blackout period pertains to all listed securities of PEL
Borrowing cost	Borrowing cost = interest expense / average interest - bearing liabilities
CMML	Corporate mid market loans
Cumulative GAP	Cumulative GAP = Cumulative inflows up to 1-year – cumulative outflows up to 1-year
Cumulative GAP (%)	Cumulative GAP (%) = net flows (i.e., cumulative inflows – cumulative outflows) as a % of cumulative outflows
Geography	Population considered Tier 1: 40+ lacs, Tier2: 10-40 lacs, Tier3: <10 lacs; metro adjacent locations carved out from tier 1/2/3 for centers in peripheries of metros.
Growth AUM	It includes Retail AUM and Wholesale 2.0 AUM
Net interest margin (NIM)	NIM = net interest income / on book average AUM
Retail AUM	It includes POCI, SRs, PTC, DA, co-lending & excludes acquired off-book assets (INR 8,002 Cr as of Q2 FY25) in the nature of DA & PTC as part of the DHFL acquisition
Vintage risk	30+ DPD at 3 months on book (MoB) mark
Wholesale 2.0	It refers to loans sanctioned under new real estate (RE) and corporate mid market loans (CMML) from FY22 onwards



Thank You

