March 17, 2025

BSE Limited
Corporate Relationship Department
25th Floor, Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001.
BSE Scrip Code: 524000

National Stock Exchange of India Limited
The Listing Department,
Exchange Plaza,
Bandra- Kurla Complex, Bandra (East),
Mumbai - 400 051.
NSE Symbol: POONAWALLA

Dear Sir / Madam,

Subject: **<u>Press Release</u>**

Press Release titled 'Poonawalla Fincorp Launches Commercial Vehicle Loan Business for Bharat' is being issued by the Company which is enclosed herewith for your reference.

Kindly take the above intimation on record.

Thanking You,

Yours faithfully,
For Poonawalla Fincorp Limited

Shabnum Zaman
Digitally signed by Shabnum Zaman
Date: 2025.03.17 07:50:25 +05'30'

Shabnum Zaman
Company Secretary
ACS-13918

Enc: As above

Poonawalla Fincorp Launches Commercial Vehicle Loan Business for Bharat

Mumbai, March 17, 2025 - Poonawalla Fincorp Limited (PFL), a Cyrus Poonawalla Group promoted NBFC, focused on Consumer & MSME Lending, has expanded its product suite with the launch of its Commercial Vehicle (CV) Secured Loan Business. This new offering aims to bolster the essential logistics and supply chain sectors, by enhancing transportation capabilities for CV operators. The loan covers Small, Light, and Intermediate & Heavy Commercial Vehicles from all major manufacturers, supporting both new and used vehicle purchases. Customers will also benefit from flexible, structured payment and repayment options.

As part of this launch, PFL has also introduced a technology solution aligned with its risk-first approach. The solution focuses on reducing the documentation process for customers, enabling faster turnaround time and a seamless onboarding experience. By integrating with various technology partners, the company has developed assessment framework with validation from verified sources.

With a strong focus on Bharat's tier 2 and tier 3 markets, PFL plans to initially enter 68 locations across 12 states in the first phase, with further plans to expand to 400 locations across 20 states through a hub-and-spoke model in the next phase. CV loans will be offered through direct-to-customer, dealers, and channel partners. The company has onboarded industry professionals to provide tailored financial solutions and enhance customer experiences.

Commenting on the launch, Mr. Arvind Kapil, Managing Director & CEO of Poonawalla Fincorp, said *"Commercial transport sector continues to be the backbone of our growing economy. Our new Commercial Vehicle Loan directly facilitates the financial needs of transporters with streamlined processes and hassle-free documentation. It also adds clear strength to the bouquet of our secured businesses."*

India's booming e-commerce sector, rapid industrial growth, and ambitious infrastructure development have fueled a rising demand for both new and used commercial vehicles nationwide. The used commercial vehicle segment, projected to form a significant part of PFL's Commercial Vehicle loan portfolio, stands as a cornerstone of this initiative, driving affordability and opportunity across the transport and logistics ecosystem.

Adopting a strategic, risk-first approach, PFL not only facilitates quicker loan disbursements but also ensures that fleet owners and transporters can expand their operations with confidence and stability. The company continues to focus on simplifying lending, creating customer delight, and enhancing experiences, which are its top priorities.

For more details, visit the website or download the Poonawalla Fincorp app.

About Poonawalla Fincorp Limited:

It is headquartered in Pune and is a Cyrus Poonawalla group promoted non-deposit taking systemically important non-banking finance company (ND-SI-NBFC), registered with the Reserve Bank of India

(RBI). The Company started operations nearly three decades back and is listed on the BSE Limited (BSE) and the National Stock Exchange of India Limited (NSE).

The Company's identity "P" stands for Passion, Principles, Purpose, People and Possibilities. The Company has widespread coverage across 18 states and 2 Union Territories. The Company has AUM of ₹30,984 crore as on December 31, 2024, and employs around 2560+ people. The Company's financial services offerings include pre-owned car finance, personal loans, consumer loans, loan to professionals, business loans, loan against property and machinery loans.

For media inquiries, please contact:

For more information, please log on to: www.poonawallafincorp.com
For media queries contact: corporatecommunications@poonawallafincorp.com