

25<sup>th</sup> August 2026

**BSE Limited**

1<sup>st</sup> Floor, New Trading Wing,  
Rotunda Building, P.J. Towers,  
Dalal Street, Fort,  
Mumbai - 400 001  
BSE Scrip Code: 544597

**National Stock Exchange of India Limited**

Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No. C/1, G-Block,  
Bandra - Kurla Complex, Bandra (East),  
Mumbai - 400 051  
NSE Symbol: PIRAMALFIN

**Sub.: Intimation of Schedule of Analyst/Institutional Investor Meeting and Investor Presentation under the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations')**

Dear Sir/Madam,

We wish to inform you that pursuant to Regulation 30(6) of the SEBI Listing Regulations, the schedule of Analyst/Institutional Investor Meeting is as under:

| Date                           | Particulars                                              | Interaction with | Venue  |
|--------------------------------|----------------------------------------------------------|------------------|--------|
| 1 <sup>st</sup> September 2026 | Elara conference - Ashwamedh - Elara India Dialogue 2026 | Investor Group   | Mumbai |

*Note: Date is subject to change. Changes may happen due to exigencies on the part of Investors / Company.*

Further, the investor presentation to be made at above mentioned conference is enclosed herewith.

Kindly take the above on record.

Thanking you.

Yours faithfully,

**For Piramal Finance Limited**

*(Formerly known as Piramal Capital & Housing Finance Limited)*

**Bipin Singh**

**Company Secretary**

Encl.: As Above.

**Piramal Finance Limited** (Formerly known as Piramal Capital & Housing Finance Limited)

Registered Office Address: 601, 6<sup>th</sup> Floor, Amity Building, Piramal Corporate Park, Kamani Junction, Opp. Fire Station,  
LBS Marg, Kurla (West), Mumbai- 400070 | CIN: L64910MH1984PLC032639

Secretarial Department: 5<sup>th</sup> Floor, Amity Building, Piramal Corporate Park, Kamani Junction, Opp. Fire Station,  
LBS Marg, Kurla (West), Mumbai - 400070, Maharashtra, India

[www.piramalfinance.com](http://www.piramalfinance.com) | EMAIL ID: [corporate.secretarial@piramal.com](mailto:corporate.secretarial@piramal.com) | TEL: +91-22-6918 1200; FAX: +91-22-6835 9780



**Piramal Finance Limited**

**Results Presentation**

**Q1 FY27**

16 July 2026

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**Launched  
today**

**Our AI-powered investor relations agent  
Pia (Piramal Investor Assistant)**

Access Pia: <https://www.piramalfinance.com/investors>

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*Note: Historical information for Q1 FY26 and before is presented as previously disclosed and pertains to Piramal Enterprises before the merger with Piramal Finance in September 2025.*

## Our blueprint for value creation

1



### Growth

**2x AUM in ~3 years**

2



### Profitability

**RoAUM >3%**

3



### Predictability

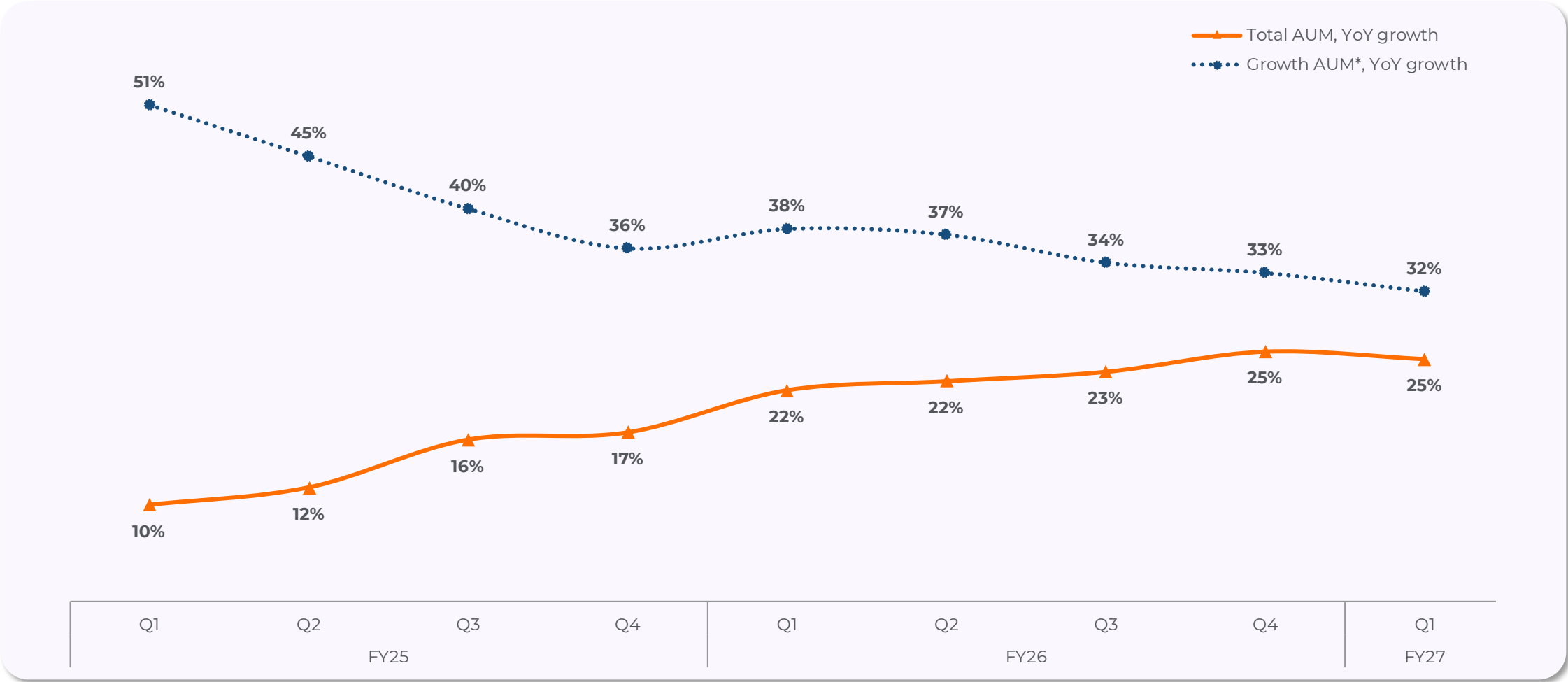
**Stable Risk Steady Earnings**

4



### Build a future-proof, **AI-native** company

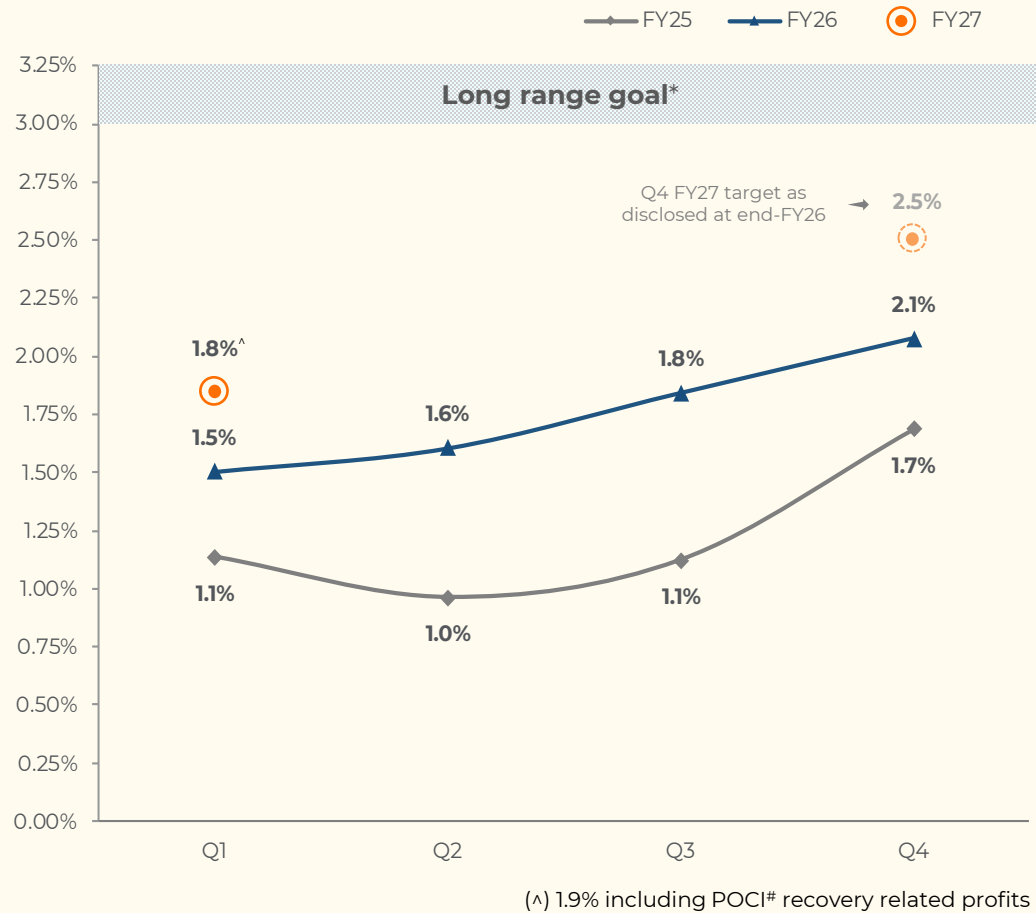
# 1 Our Growth AUM are scaling up at 32% YoY



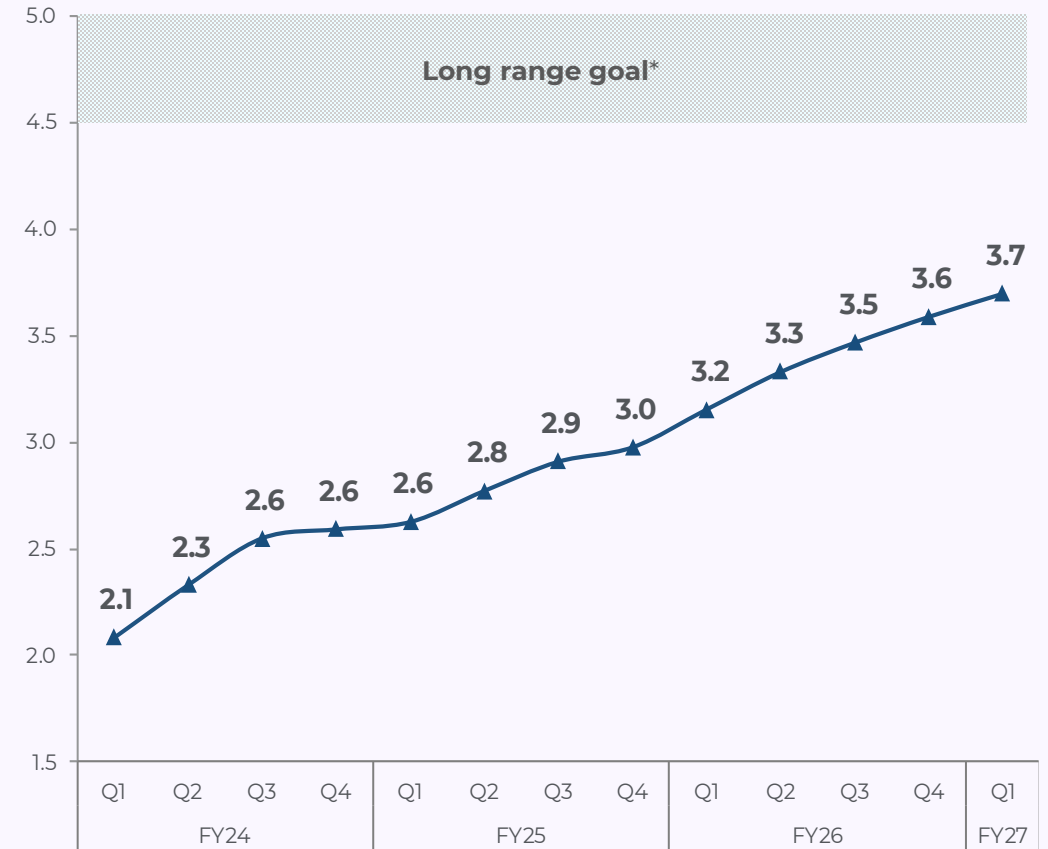
Note: (\*) Growth AUM include Retail and Wholesale AUM and exclude the discontinued Legacy business, Growth AUM are now 98% of total AUM.

## 1. Growth business RoAUM

Excluding POCI recovery related profits

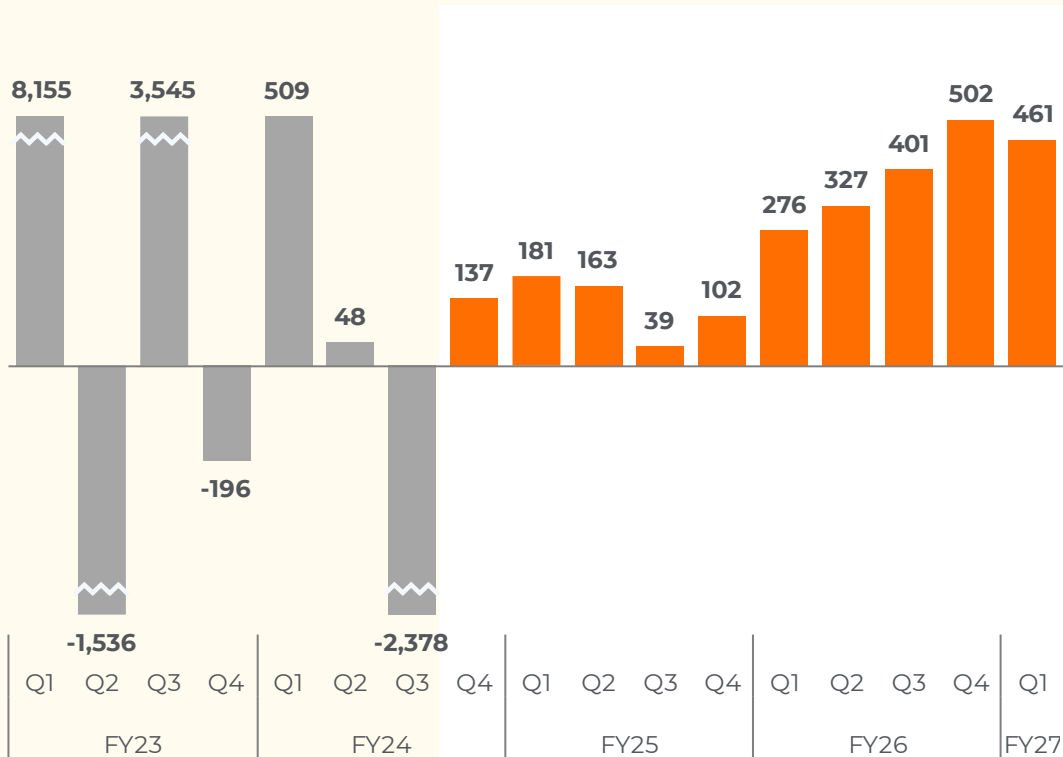


## 2. AUM-to-equity



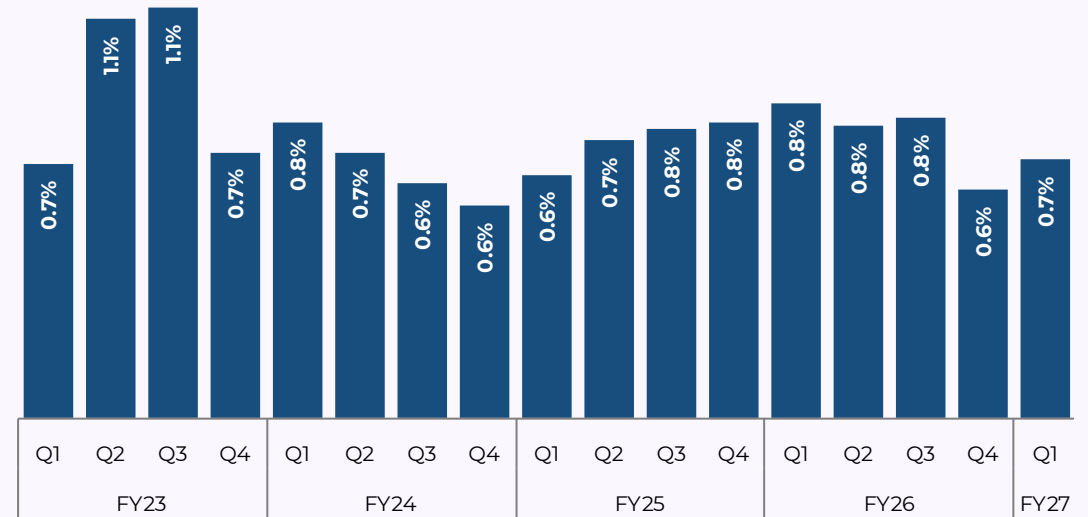
## Stable consol profits in last 10 quarters

Consol. PAT, in ₹ Cr.



## Steady risk

90+ DPD in Retail



Wholesale Stage 2+3 assets <0.2%

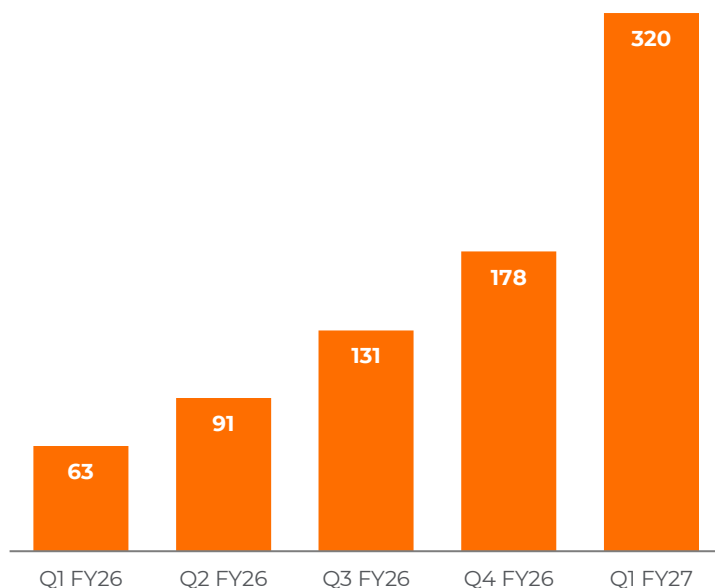
4

# Piramal.ai – Use of Gen-AI has grown more than 5x in the last year

## Token volume

Total SLM and LLM token usage

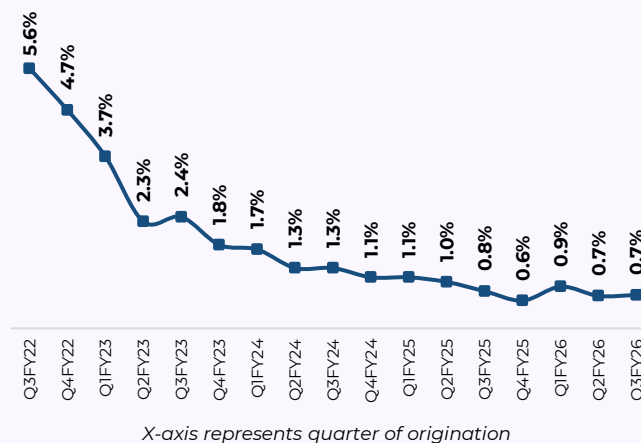
# Bn



## Impact of AI across five key business areas

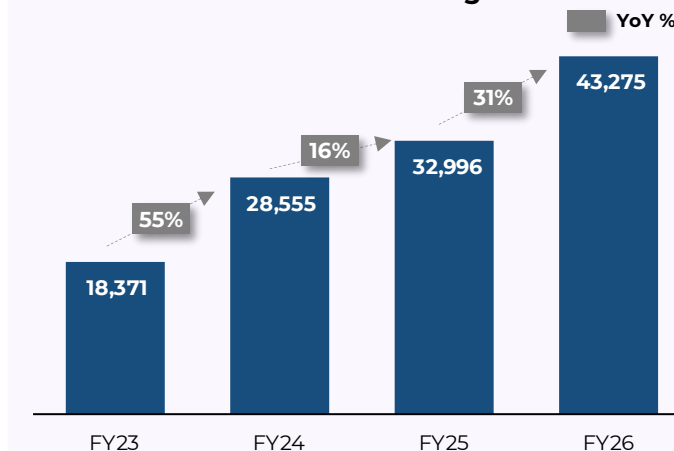
### 1. Underwrite Better

#### Vintage Risk (30+ at 6MOB) - retail



### 2. Drive Growth

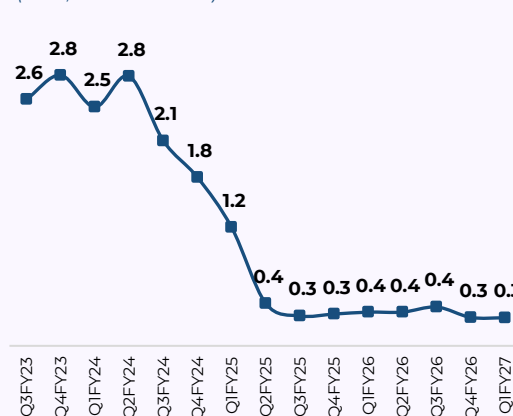
#### Consistent retail disbursement growth



### 3. Improve CX

#### Customer complaints in retail

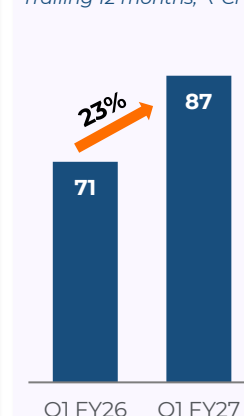
(Per 1,000 customers)



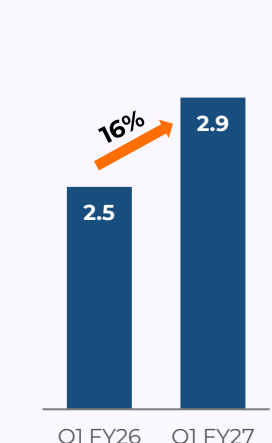
### 4. Enhance Productivity

#### Disb. per branch

Trailing 12 months, ₹ Cr



#### Disb. per employee



### 5. Build More



**57%**  
of overall code  
now written by AI



# Q1 FY27 Results Summary

# Q1 FY27 Summary – Continued momentum on AUM and profit growth



▲ Growth AUM up 32% YoY

▲ PAT up 67% YoY

▲ 1.9% Growth book RoAUM

- 1 **AUM** ₹1,06,940 Cr, up 25% YoY | **Retail AUM** ₹91,249 Cr, up 32% YoY
- 2 **NIM** 6.5%, up 47bps YoY and stable QoQ | **COB** 8.8%, stable QoQ
- 3 **Retail opex-to-AUM** 3.5%, continues to decline – down 66bps YoY | Company **cost-to-income** 52.5%, vs 65.6% in Q1 FY26
- 4 **Stable asset quality: GNPA** 2.4% (vs 2.8% in Q1 FY26) and stable **Growth business credit cost** 1.6%
- 5 **PAT** ₹461 Cr, up 67% YoY | **RoAUM** 1.9% (Growth business), vs 1.5% in Q1 FY26
- 6 **AUM/E** 3.7x | Average **LCR** 553% | **Cash & equivalents** ₹ 6,925 Cr (6% of assets)

# Business Snapshot

**AUM**

**₹1,06,940 Cr**

up 25% YoY / 6% QoQ

**Retail : Wholesale  
AUM mix**

**85 : 15**

80 : 20 in Jun-25

**PAT**

Q1 FY27

**₹461 Cr**

up 67% YoY

**PBT\***

Growth business

Q1 FY27

**₹470 Cr**

up 59% YoY

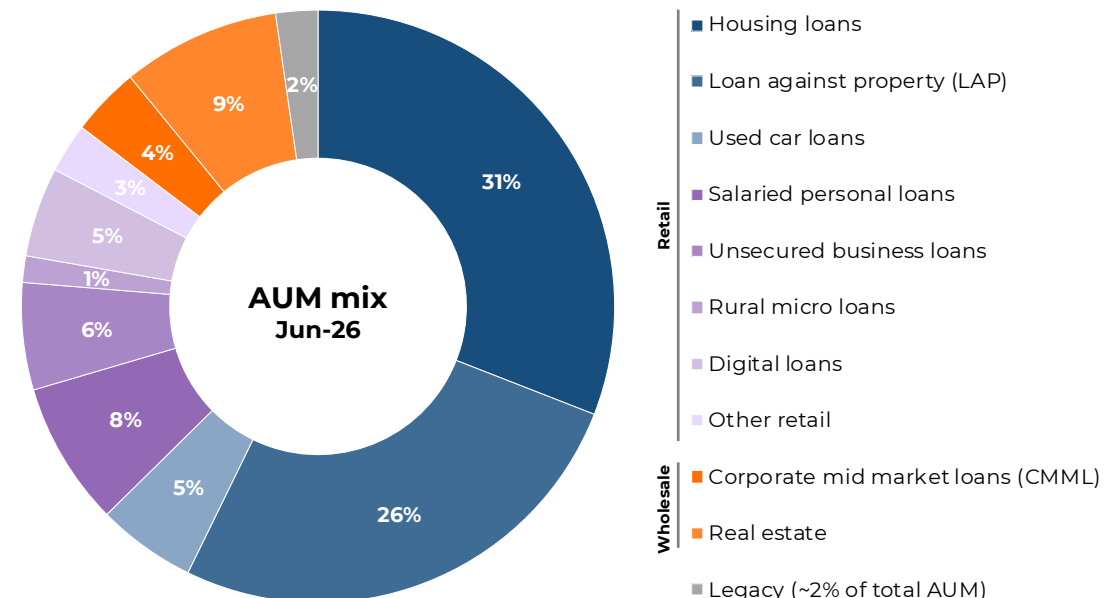
**RoAUM\***

Growth business

Q1 FY27

**1.9%**

up 33bps YoY



**Net worth**

**₹28,906 Cr**

Debt to equity: 2.8x

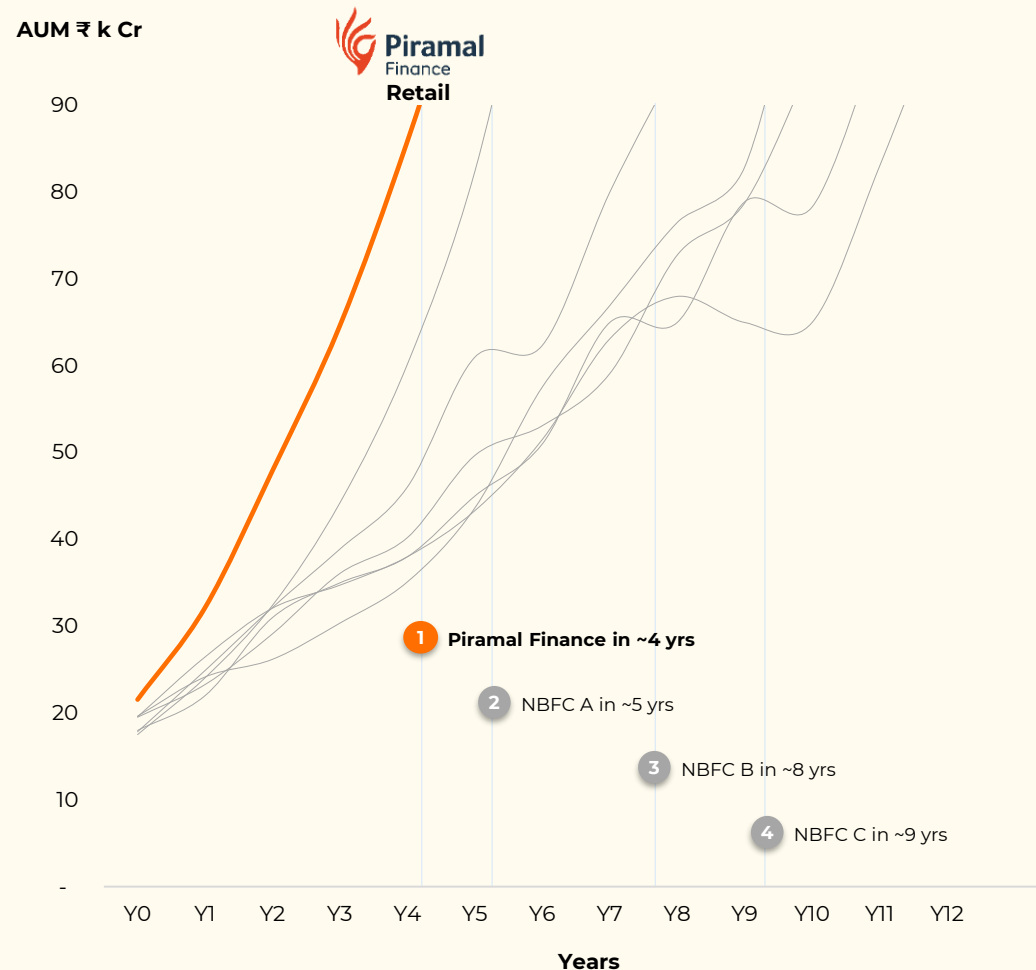
**Borrowings**

**₹82,345 Cr**

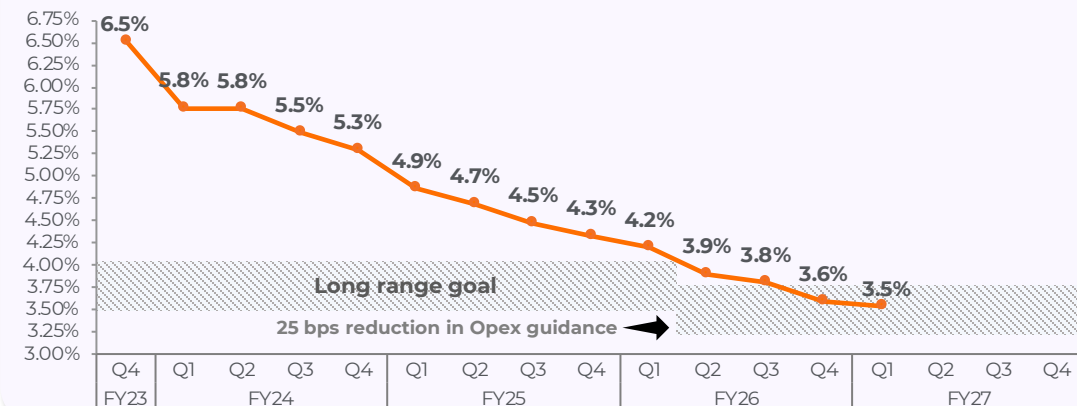
up 20% YoY

# Our retail scale-up (along with declining opex and controlled risk) is among the fastest ones in industry

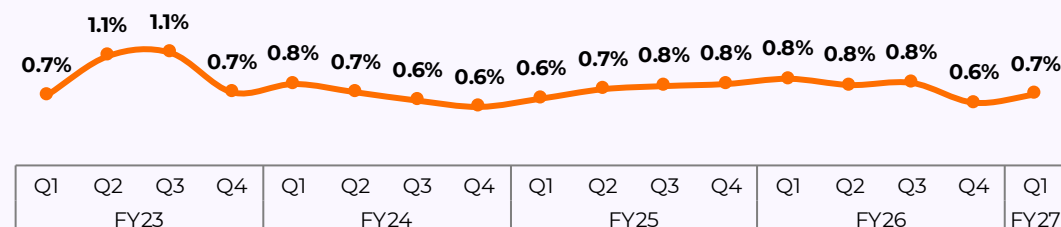
**1** We are one of the fastest among retail NBFCs\* to grow AUM from ₹20k Cr to ₹90k Cr...



**2** ...while reducing our opex-to-AUM by ~300 bps over last 13 quarters, and...



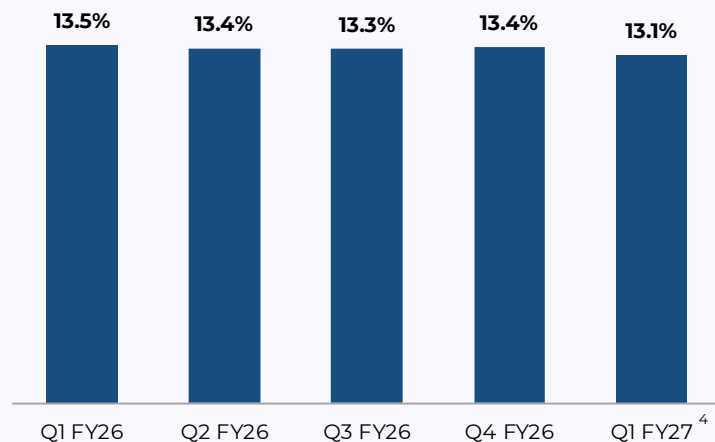
**3** ...keeping a tight control on retail 90+ DPD



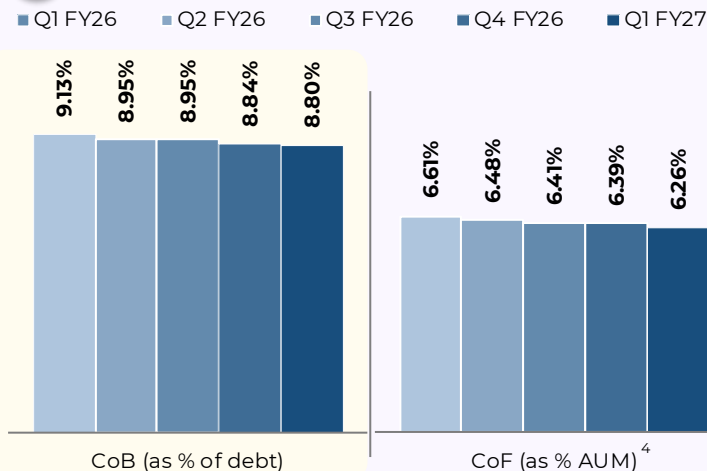
# Growth business profitability<sup>1</sup>

Ratios on AUM<sup>2</sup>

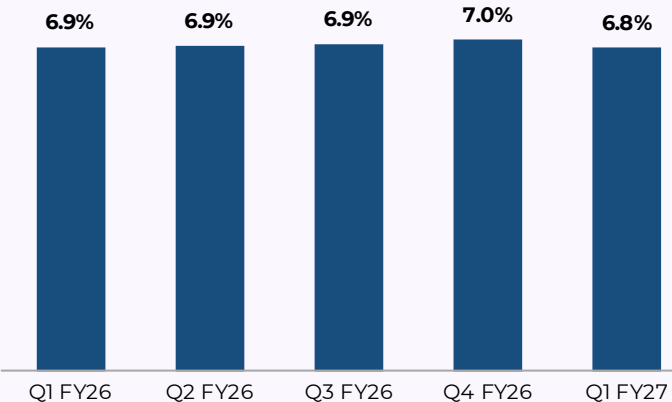
## 1 Total income



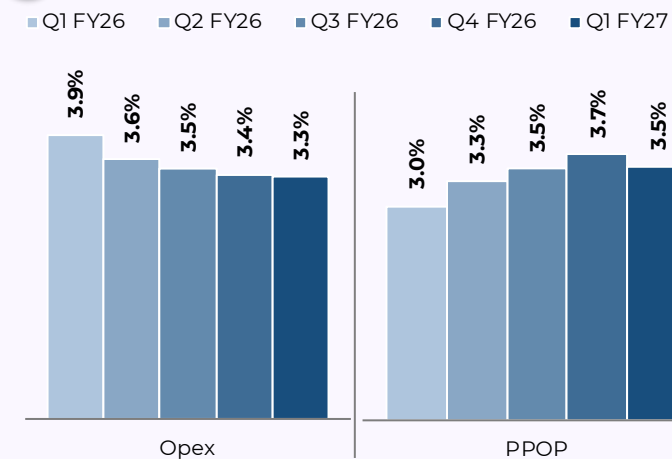
## 2 Interest expense



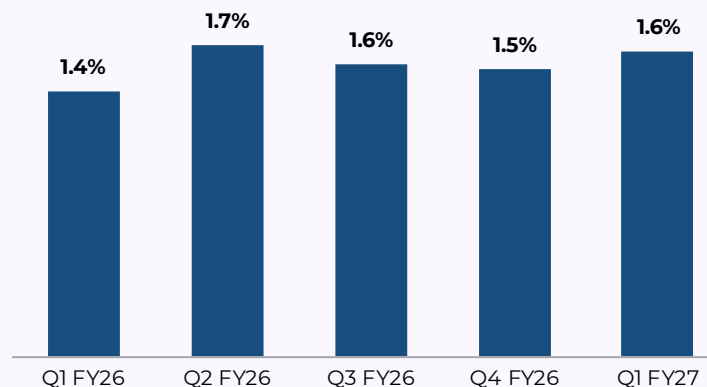
## 3 Net income margin



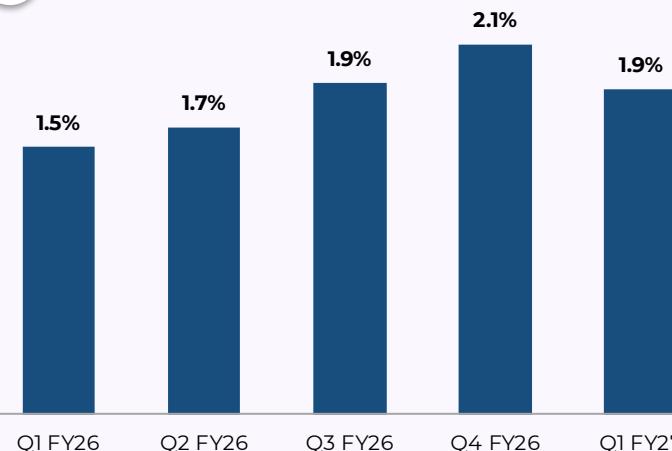
## 4 Opex & PPOP



## 5 Credit cost



## 6 RoAUM<sup>3</sup>



Notes: (1) Pro forma business P&L; (2) AUM = Loans (on-book) + off-book assets; (3) RoAUM = PAT / Avg. AUM; (4) Q1FY27 value as % of loans would be 14.3% (int. inc. of 13.4% + retail fee of 0.9%).



## Retail lending

# Q1 FY27 Snapshot – Retail Lending

AUM

₹ 91,249 Cr

▲ 32% YoY

Presence

780

Branch network

607

Cities

26

States

Mortgages AUM  
(HL+LAP)

₹ 61,199 Cr

▲ 30% YoY | 67% of retail AUM

Opex to AUM

3.5%

▼ ~300 bps in three years

AUM yield

13.6%

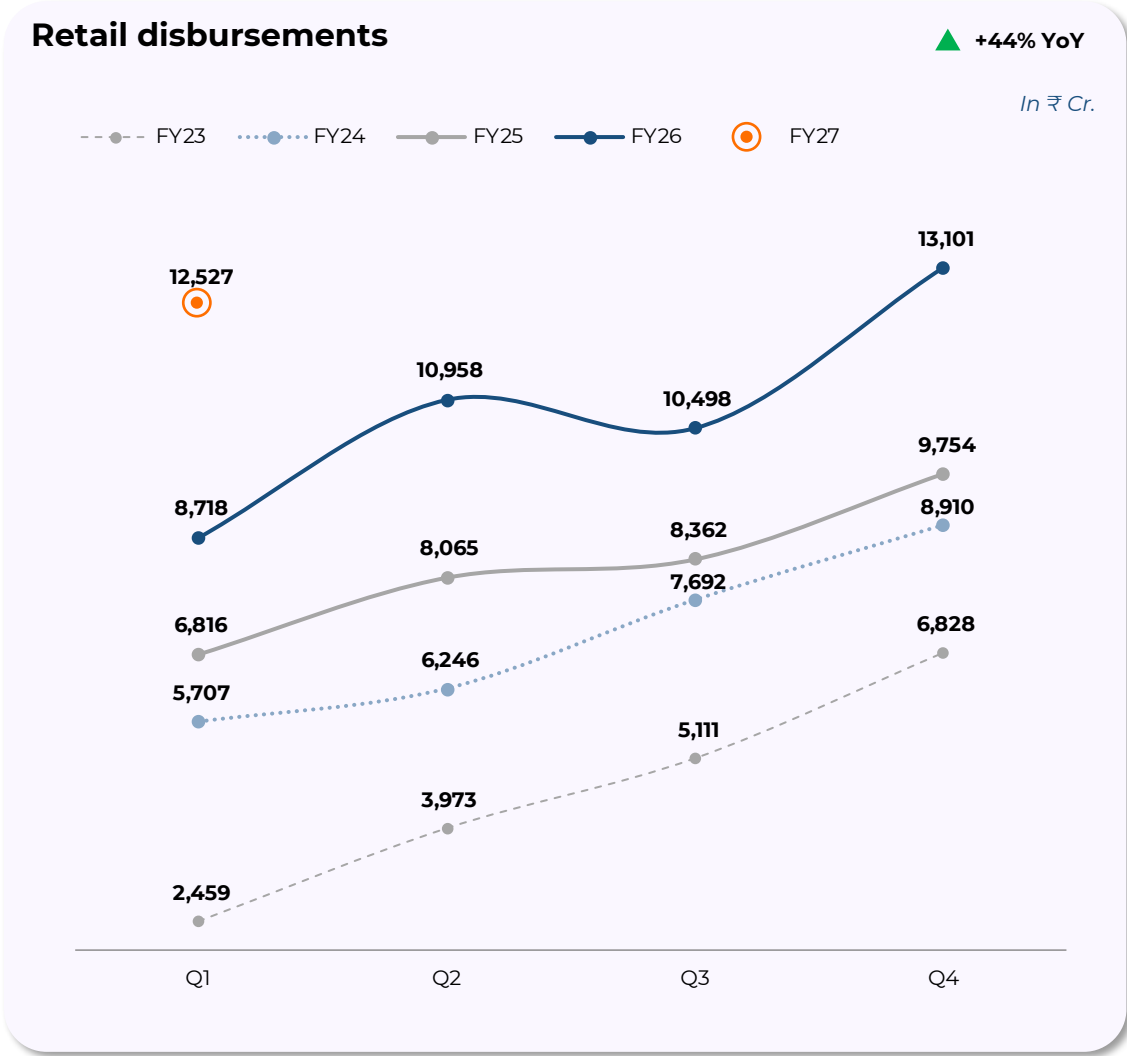
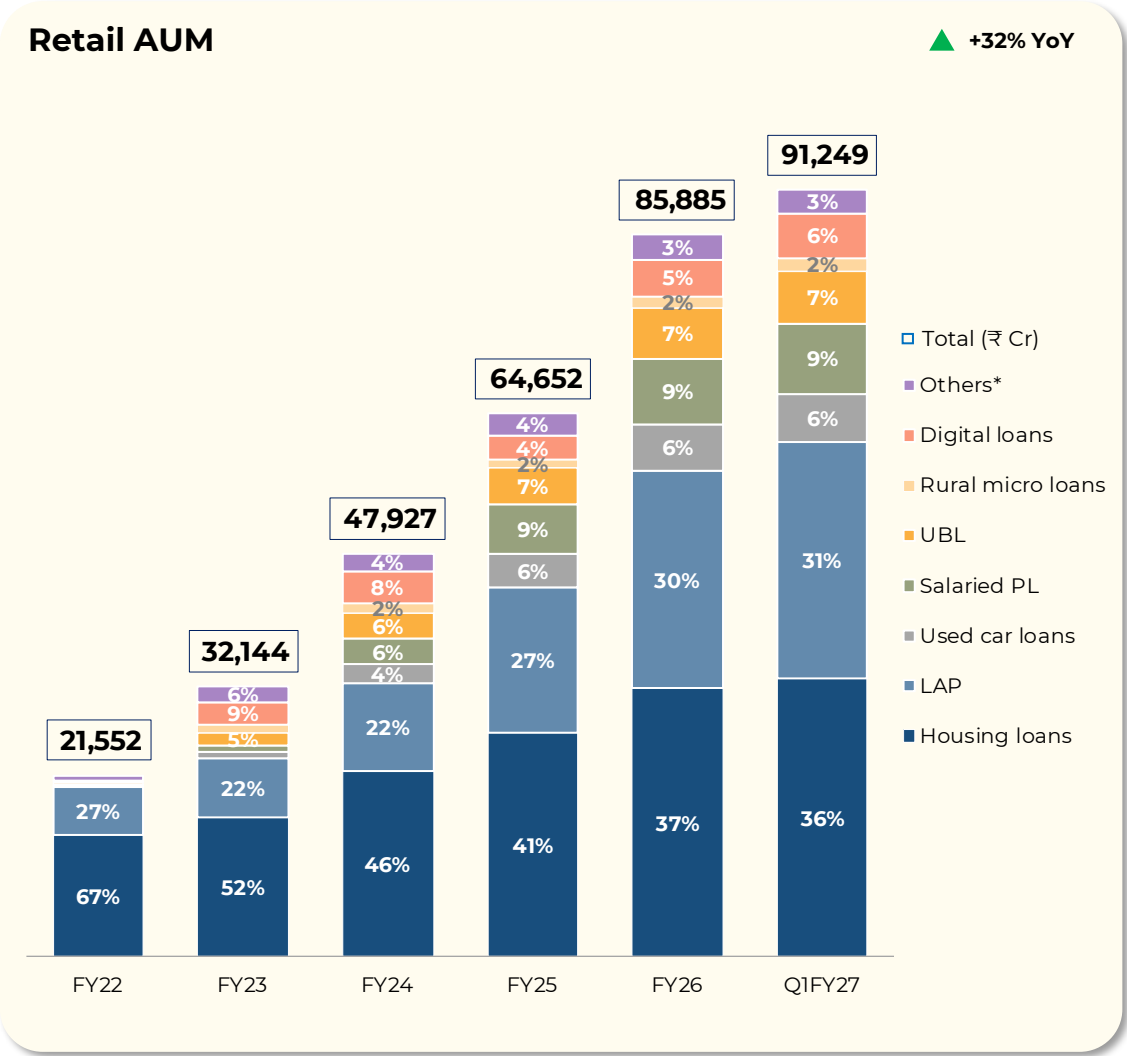
Steady QoQ  
(excl. fee income)

90+ DPD

0.7%

Stable portfolio over four years

# Retail AUM up 32% YoY, disbursements up 44% YoY



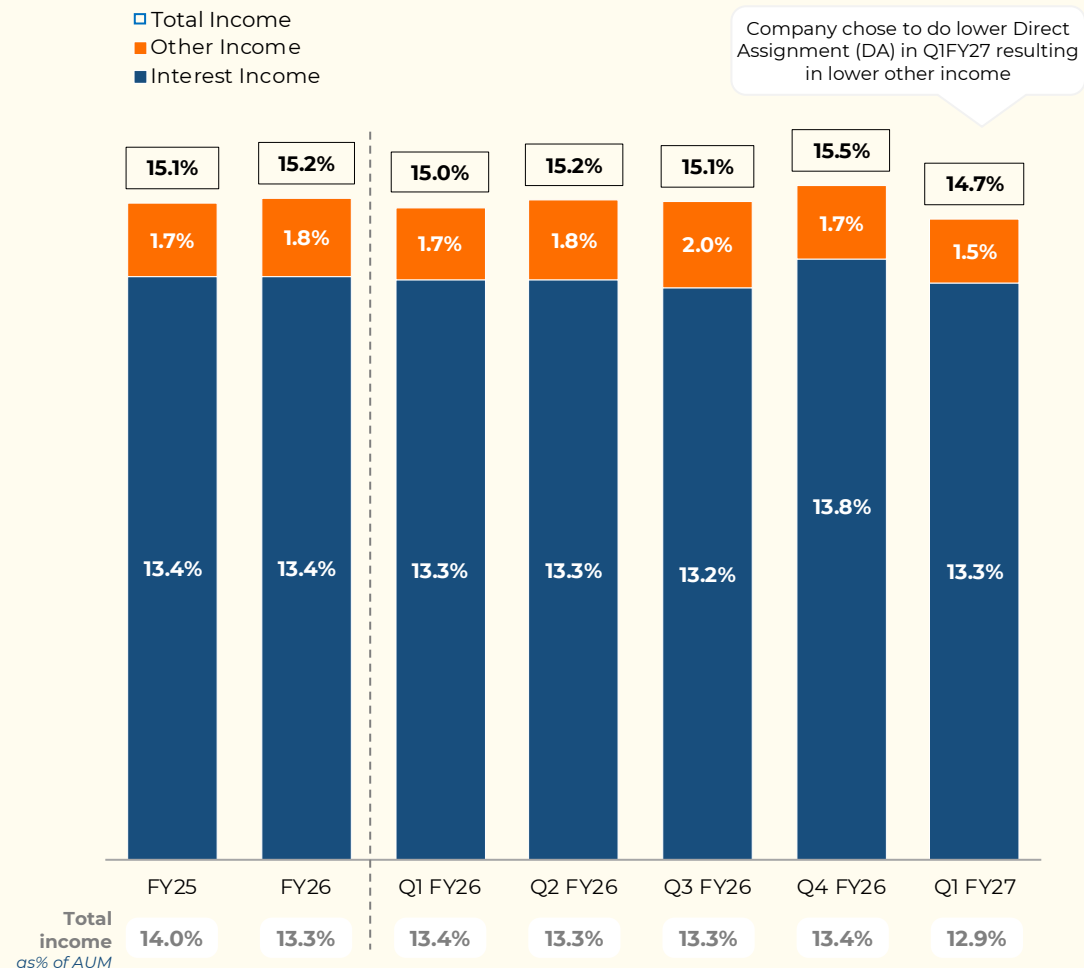
Note: (\*) Others includes gold loans (₹ 6 Cr as of Q1 FY27), loan against mutual fund (LAMF) (₹ 1,514 Cr as of Q1 FY27), SRs (₹ 1,274 Cr as of Q1 FY27) & pass-through certificates (PTC) (₹ 84 Cr as of Q1 FY27)



# Stable income profile – operating leverage playing out well

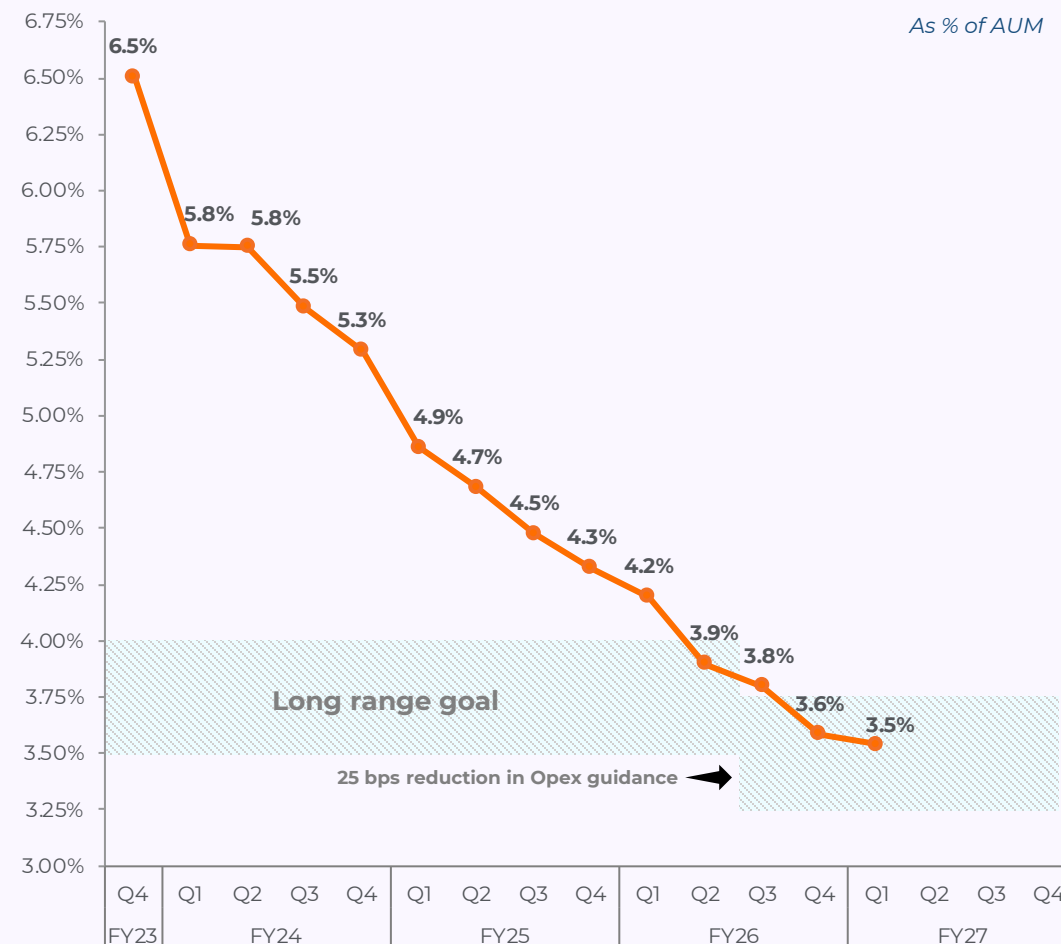
## Retail total income

As % of loans



## Opex ratio has entered our guided range, and continues to fall

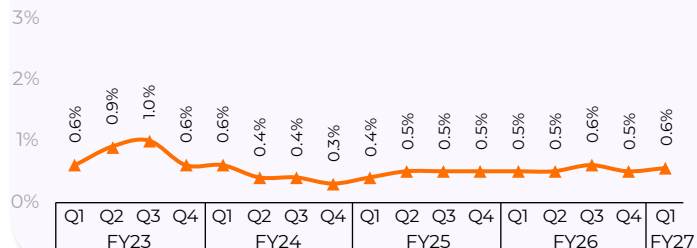
As % of AUM



# Retail risk (1/2) – Stable asset quality across all products

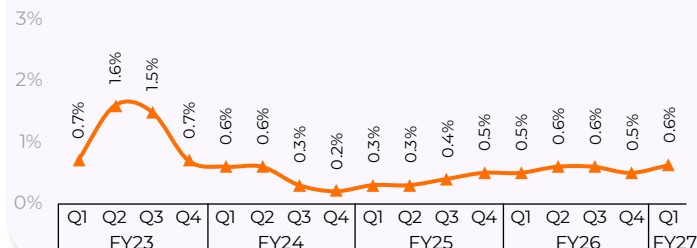
## Housing loans

● 33,079 ● 31%



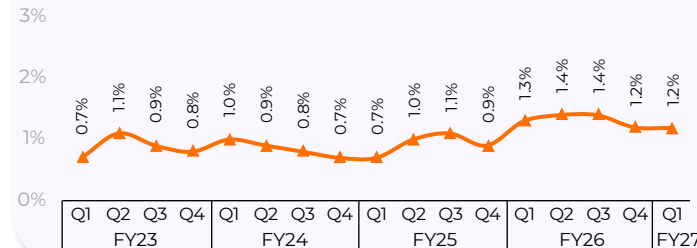
## LAP

● 28,121 ● 26%



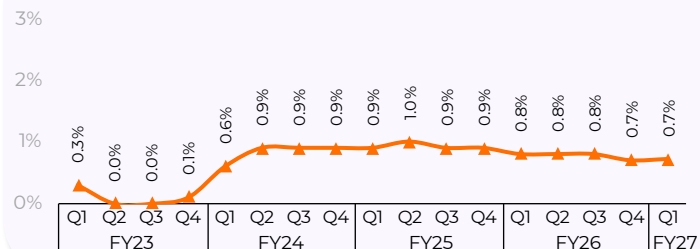
## Used car loans

● 5,760 ● 5%



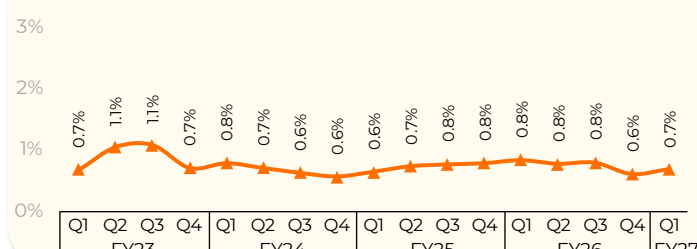
## Salaried PL

● 8,381 ● 8%



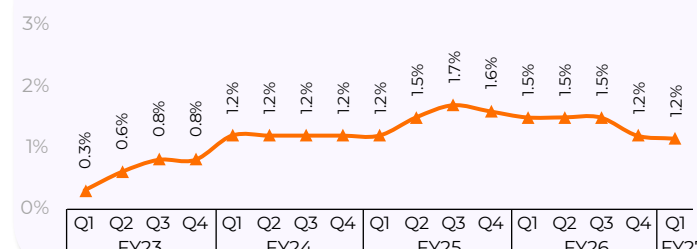
## Retail overall

● 91,249 ● 85%



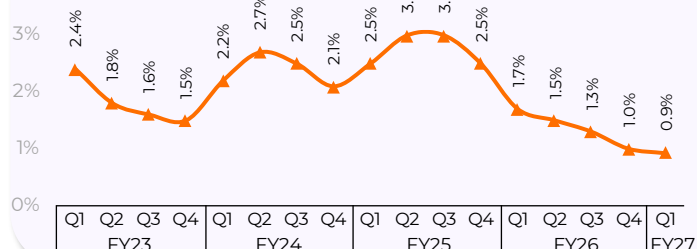
## UBL

● 6,249 ● 6%



## Digital loans

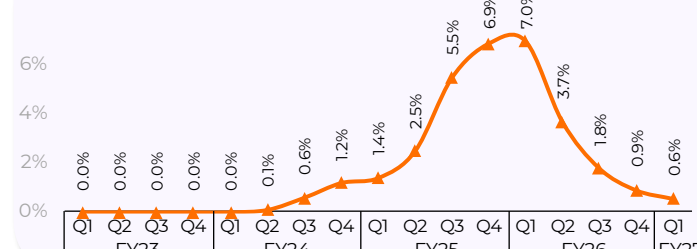
● 5,236 ● 5%



● AUM as of Q1 FY27 (₹ Cr)  
 ● % of total AUM as of Q1 FY27  
 ▲ 90+ DPD

## Rural micro loans

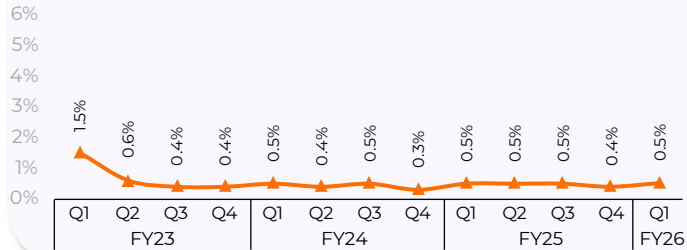
● 1,547 ● 1%



# Retail risk (2/2) – vintage risk\* : New originations have been of improving / stable quality

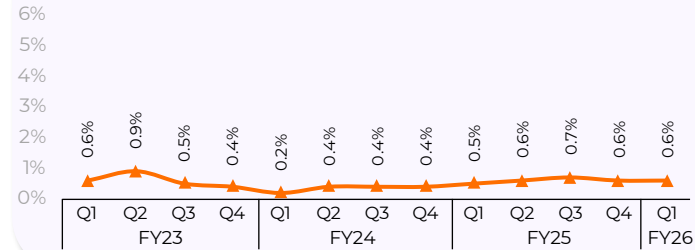
## Housing loans

● 33,079 ● 31%



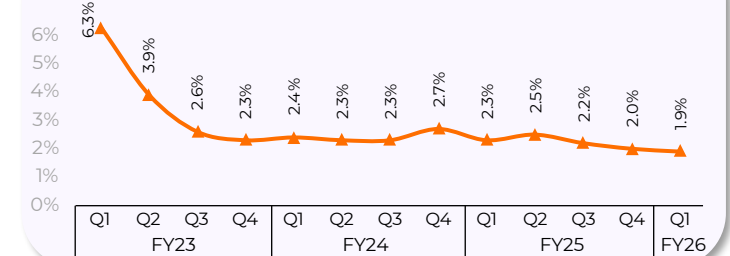
## LAP

● 28,121 ● 26%



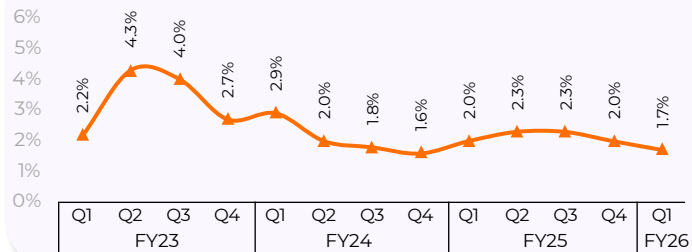
## Used car loans

● 5,760 ● 5%



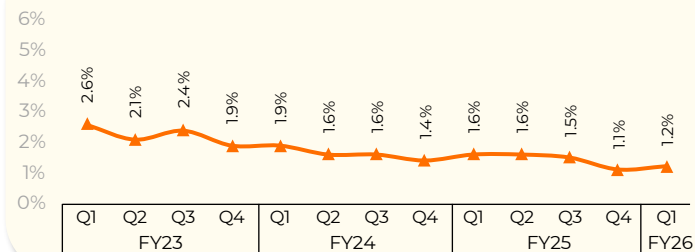
## Salaried PL

● 8,381 ● 8%



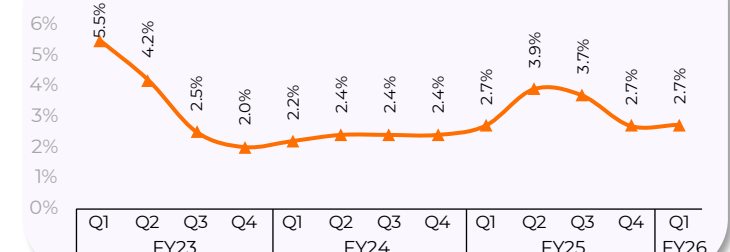
## Retail overall

● 91,249 ● 85%



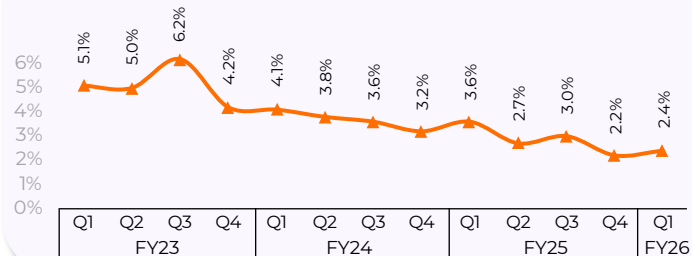
## UBL

● 6,249 ● 6%



## Digital loans

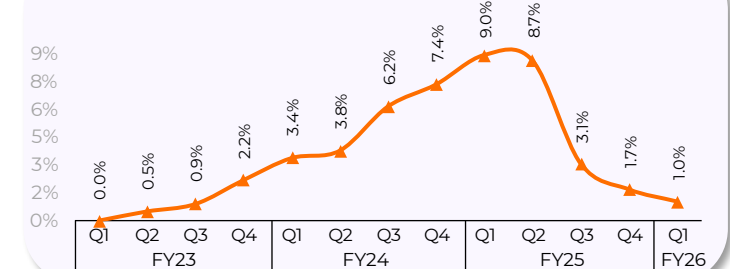
● 5,236 ● 5%



● AUM as of Q1 FY27 (₹ Cr)  
 ● % of total AUM as of Q1 FY27  
 ▲ \* 90+ DPD 12 months on book

## Rural micro loans

● 1,547 ● 1%



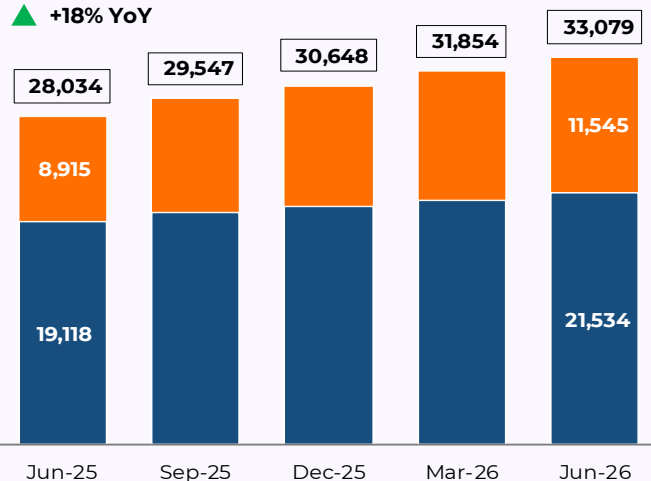
# Mortgage and its sub-segments

## Housing loans

### AUM

▲ +18% YoY

(In ₹ Cr)

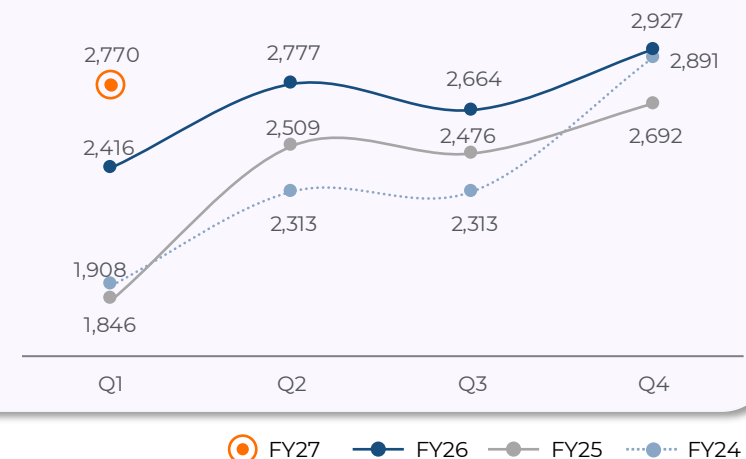


|                      | Average ticket size | Average LTV | Average CIBIL score | Disbursement yield |
|----------------------|---------------------|-------------|---------------------|--------------------|
| Total                | ₹ 24 Lac            | 60%         | 750                 | 11.7%              |
| Mass affluent >₹35 L | ₹ 63 Lac            | 62%         | 750                 | 11.0%              |
| Affordable <₹35 L    | ₹ 15 Lac            | 59%         | 751                 | 12.4%              |

### Disbursements

▲ +15% YoY

(In ₹ Cr)

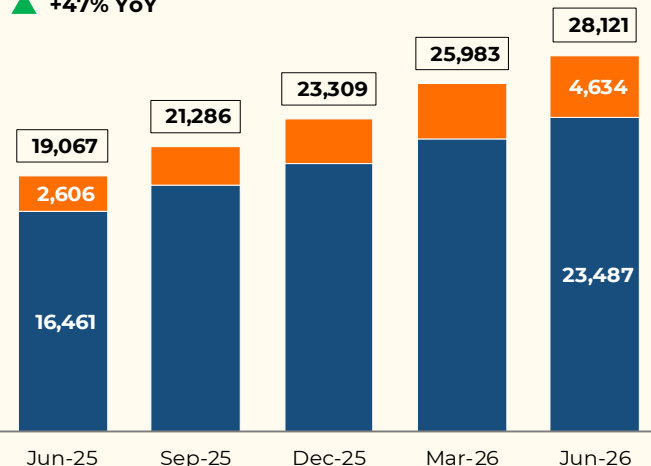


## LAP

### AUM

▲ +47% YoY

(In ₹ Cr)

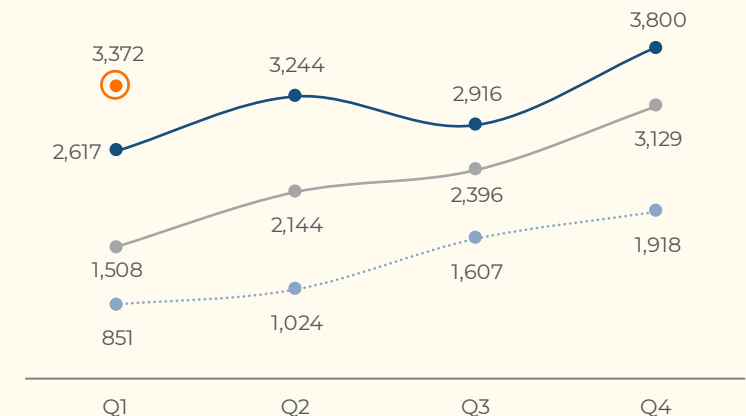


|                   | Average ticket size | Average LTV | Average CIBIL score | Disbursement yield |
|-------------------|---------------------|-------------|---------------------|--------------------|
| Total             | ₹ 30 Lac            | 49%         | 742                 | 12.8%              |
| LAP Plus >₹1.5 Cr | ₹ 3.6 Cr            | 49%         | 742                 | 11.1%              |
| LAP <₹1.5 Cr      | ₹ 22 Lac            | 49%         | 742                 | 13.4%              |

### Disbursements

▲ +29% YoY

(In ₹ Cr)

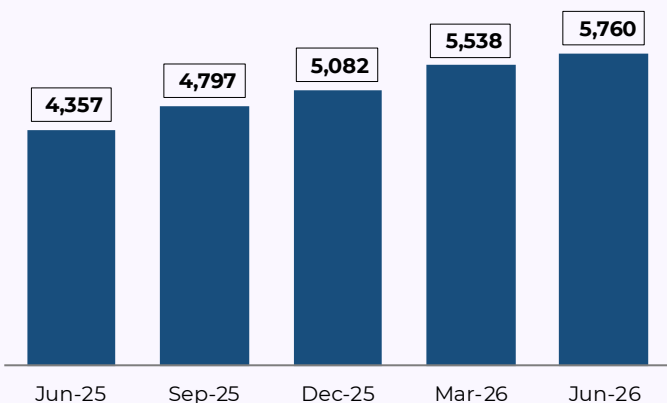


# Other secured products – Used car loans and gold loans

## AUM

▲ +32% YoY

(In ₹ Cr)



₹ 6.8 Lac

Average ticket size

752

Average CIBIL score

70%

Average LTV

15.5%

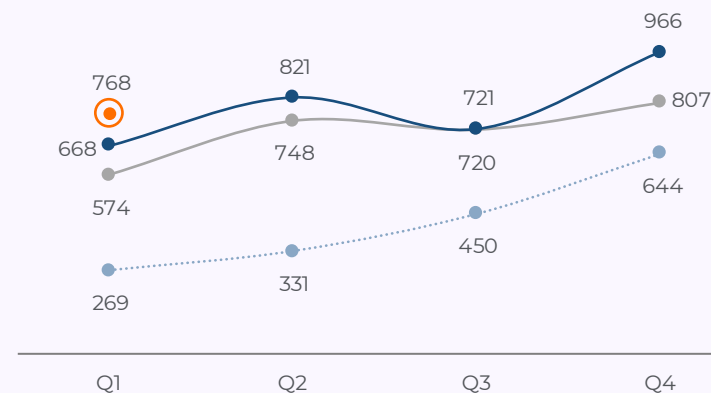
Disbursement yield

## Disbursements

▲ +15% YoY

(In ₹ Cr)

○ FY27 ● FY26 ● FY25 ●●● FY24



Used car loans

1<sup>st</sup> quarter of Gold loans business, disbursed ₹6 Cr in first full month of operation (Jun'26)

Completed phase 1 rollout with 67 branches, now started Phase 2

22

Branches

Mar-26

67

Branches

Jun-26

Aiming to reach 200 branches by end-FY27



₹ 85 k

Average ticket size

17.9%

Disbursement yield

12 months

Tenure

Repayments : Monthly interest servicing and bullet Payment

## Key features

- ✓ **AI-enabled gold business**  
Leverage AI tools for customer sourcing, 24x7 AI based security monitoring
- ✓ **Retail gold loans primarily for personal use**  
Not catering to jewelers, bullion, pawn brokers, or wholesale profiles
- ✓ **Part payment and part release facility**  
Flexible schemes with choice of interest payment frequency
- ✓ **Focus on tier 2 & 3 markets**  
to have healthy portfolio with better yield

Gold loans

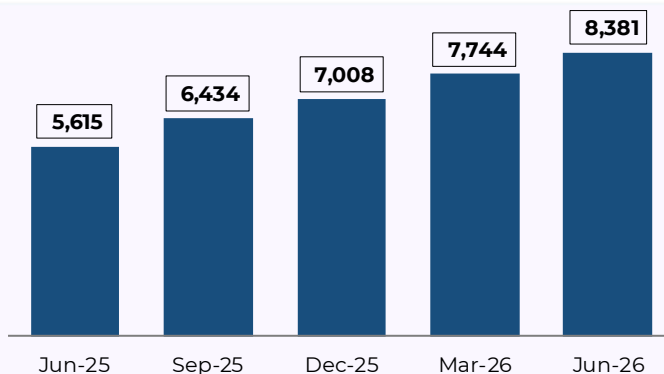
# Unsecured products – Growth picked up strongly across all products

(In ₹ Cr) ○ FY27 —●— FY26 —●— FY25 ...●... FY24

Salaried PL

## AUM

▲ +49% YoY



₹ 5.0 Lac

Average ticket size

761

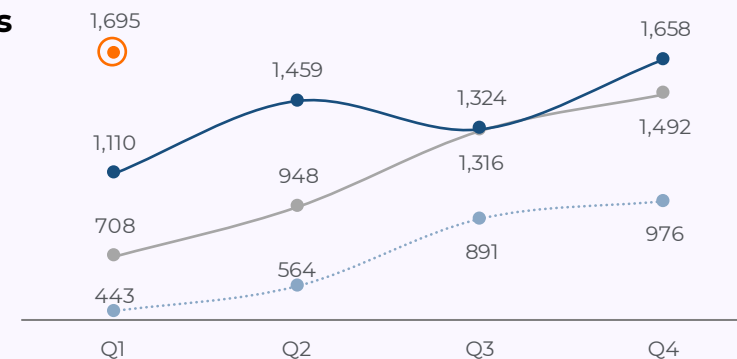
Average CIBIL score

16.6%

Disbursement yield

## Disbursements

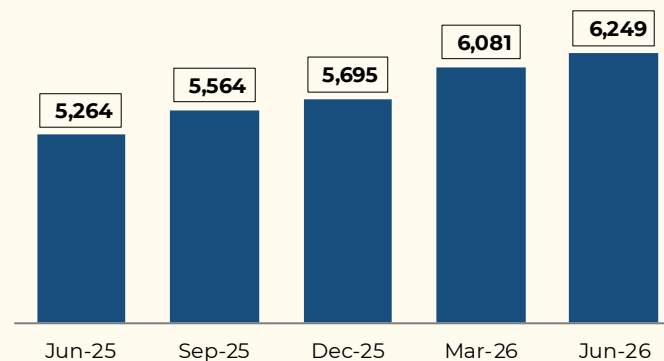
▲ +53% YoY



UBL<sup>^</sup>

## AUM

▲ +19% YoY



₹ 4.4 Lac

Average ticket size

753

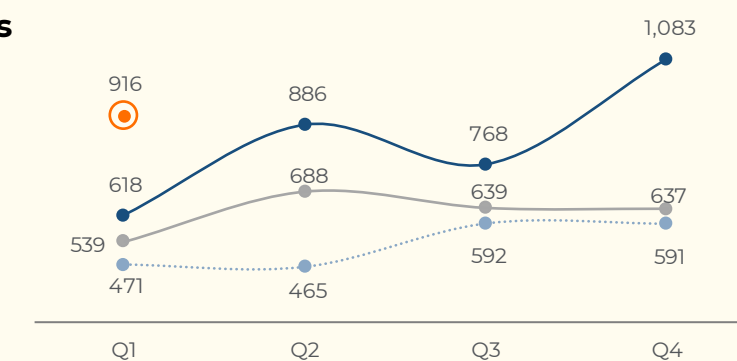
Average CIBIL score

18.8%

Disbursement yield

## Disbursements

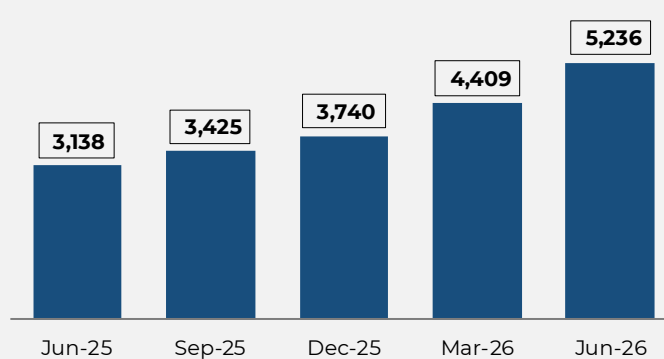
▲ +48% YoY



Digital loans

## AUM

▲ +67% YoY



₹ 81 k

Average ticket size

762

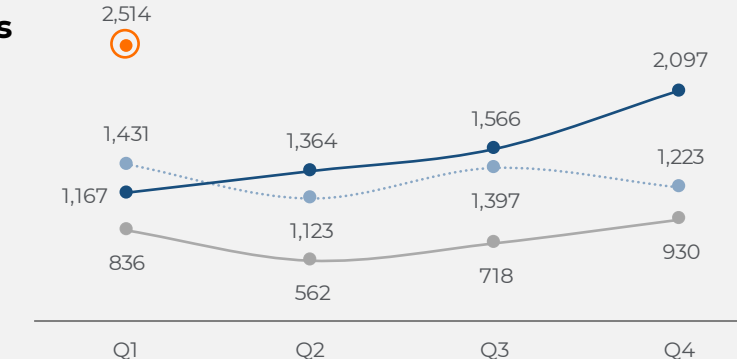
Average CIBIL score

14.7%

Disbursement yield

## Disbursements

▲ +115% YoY

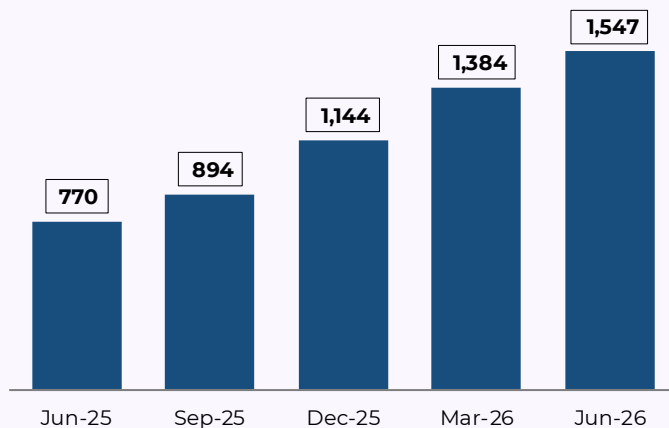


# Micro-loan is first product in our emerging rural strategy

## AUM

▲ +101% YoY

(In ₹ Cr)

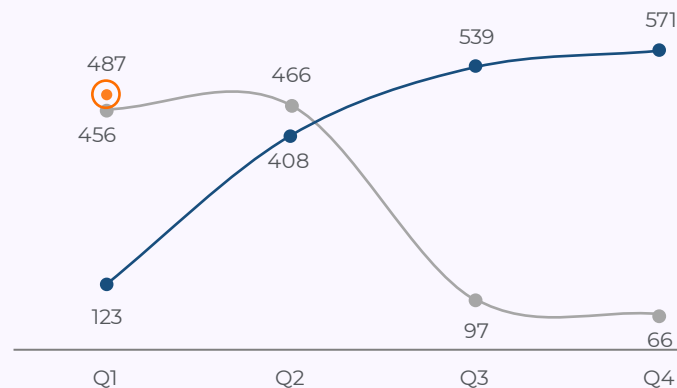


## Micro-loans disbursements

▲ +296% YoY

(In ₹ Cr)

○ FY27 ● FY26 — FY25

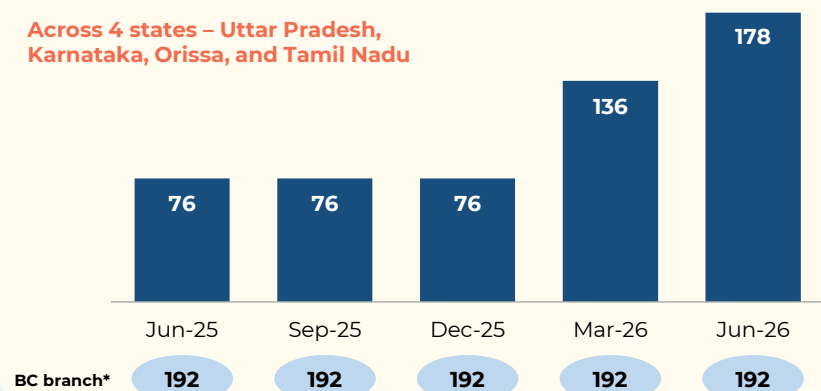


Handloom weaver | 7+ yrs in business  
₹40k for purchasing raw material

## Rural branch network

# branches

Across 4 states – Uttar Pradesh, Karnataka, Orissa, and Tamil Nadu



₹ 56 k

Average  
ticket size

20.8%<sup>^</sup>

Disbursement  
yield

24-30  
months

Tenure

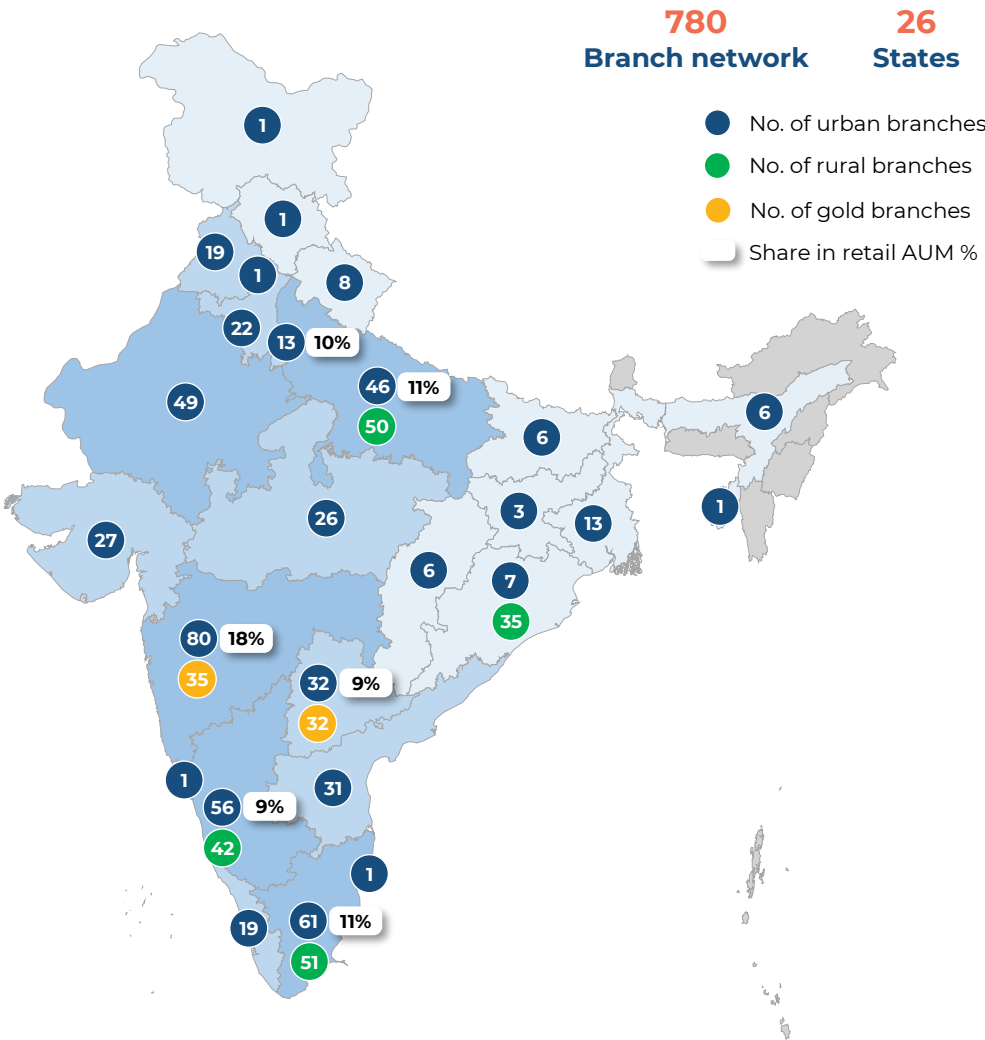
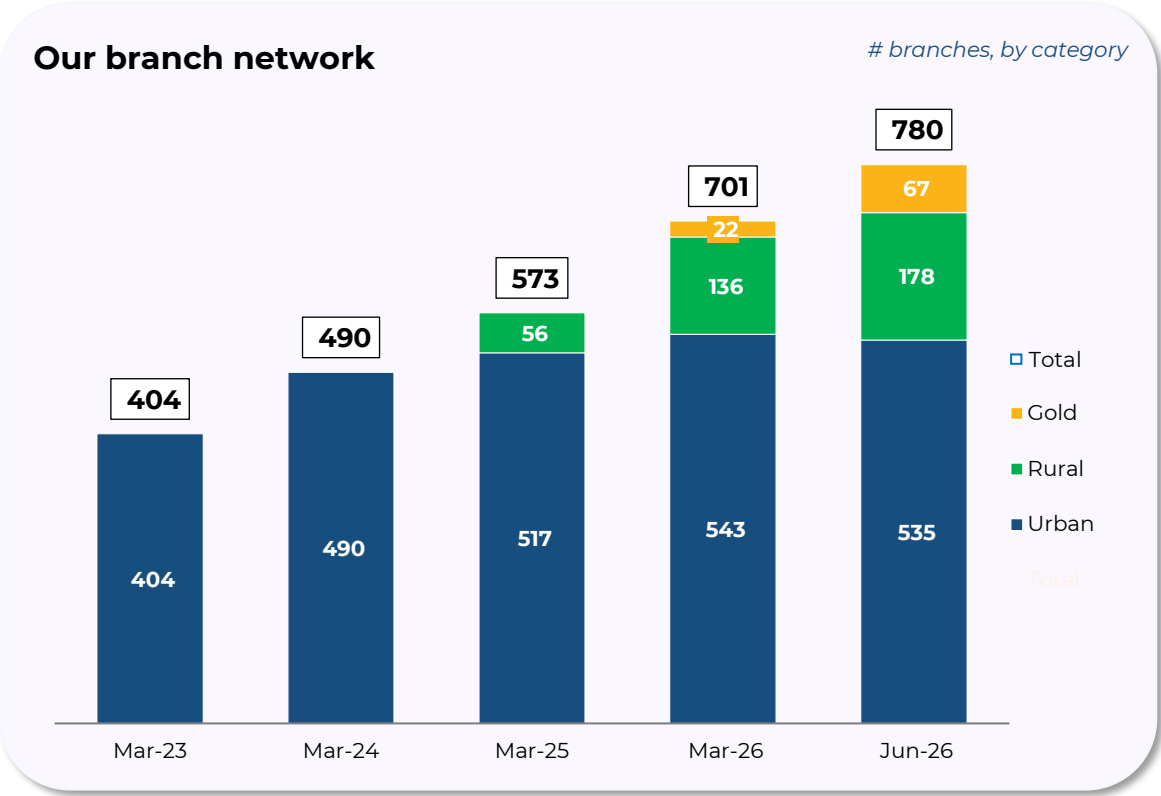
99% of rural loans originated are 1<sup>st</sup> round loans



Agriculture & Allied | 10+ yrs in business  
₹80k loan for purchasing supplies

# Branch network is expanding across various formats

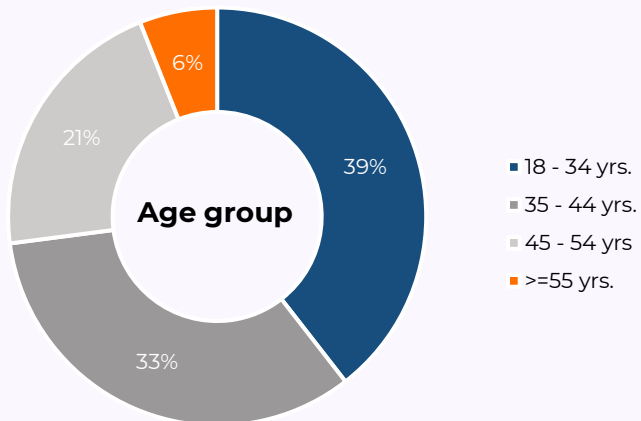
## Geographic split of branch network



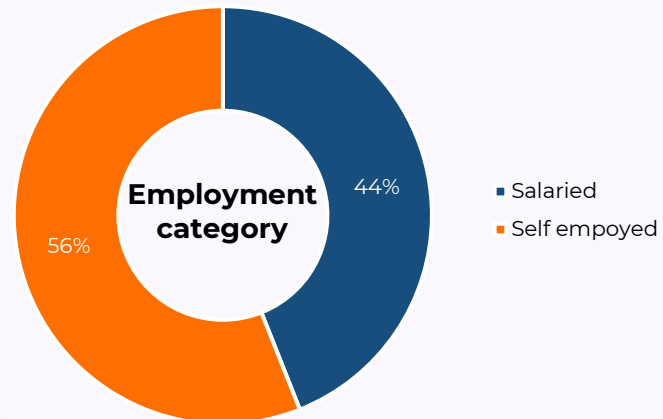


# Profile of customers acquired at urban branches

## Median customer at 38 years of age



## 56% customers are self-employed

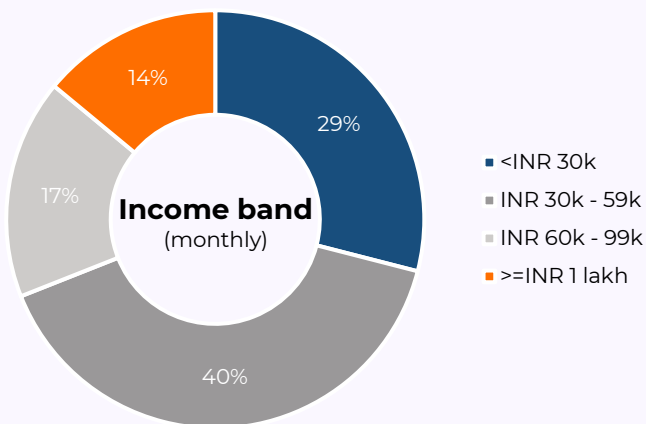


Mobile shop owner from Bhilwara

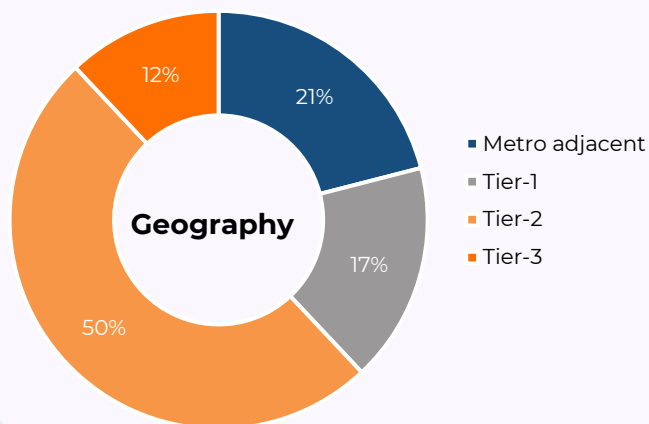


Tailor Master from Gwalior

## Median customer earns ₹49k monthly



## 82% customers outside tier-1 markets



Marble Trader From Shahpura



Hotel owner from Aurangabad



Road constructor from Bangalore



Govt. servant from Jalna

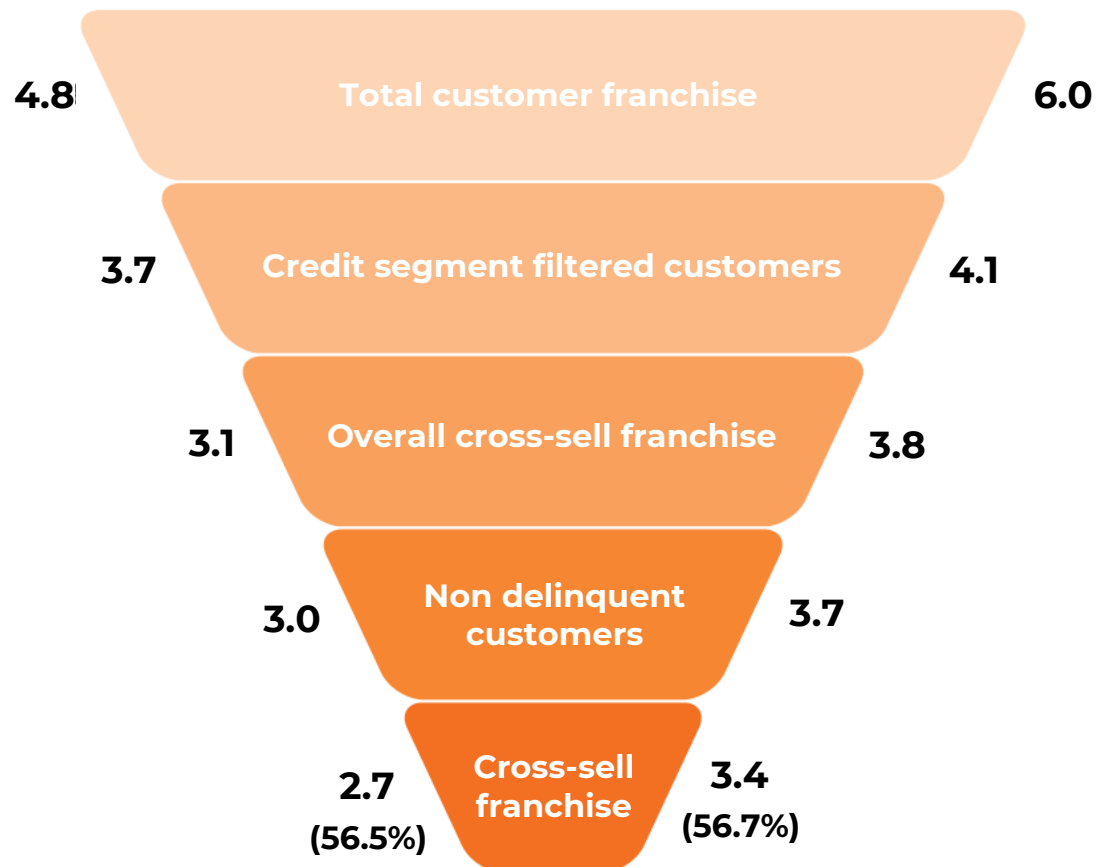
Customers acquired through urban branch network represent 91% of total retail AUM

# Cross-sell franchise | 25-30% of unsecured disb. through cross-sell

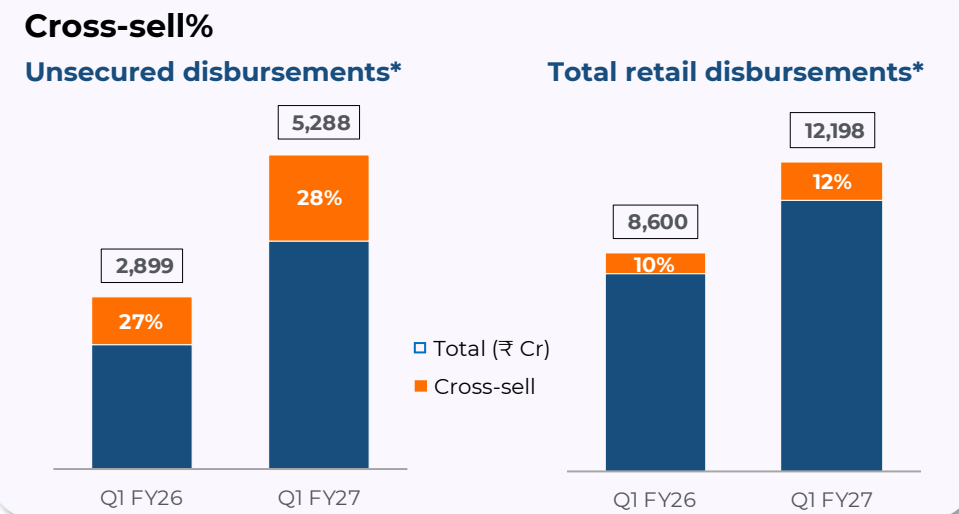
Total customer franchise **up 24% YoY** to 6 Mn

Q1 FY26

In Mn

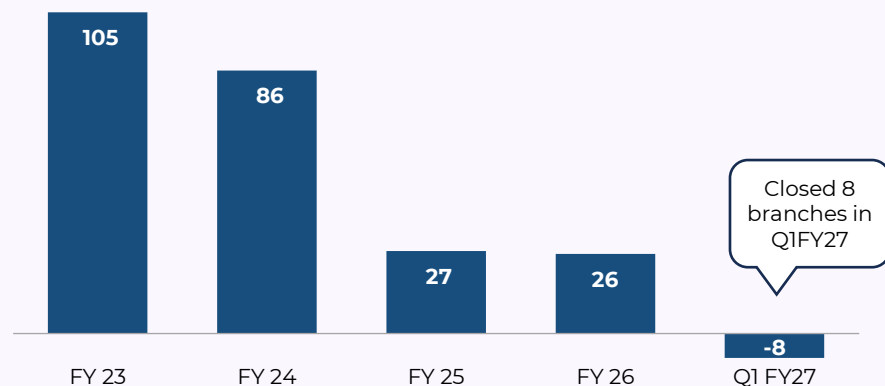


Q1 FY27



# Urban branch productivity improvement to continue

## 1 We are expanding our urban branch network in a calibrated manner...



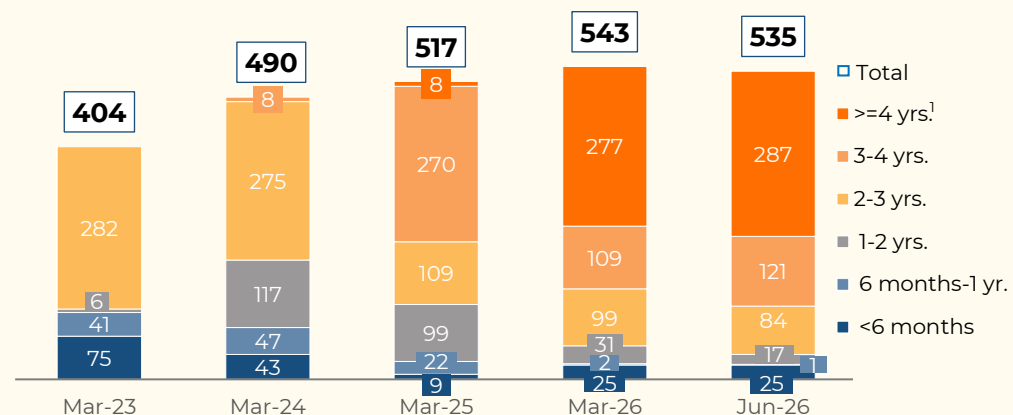
## 2 ...and are focusing on increasing product penetration into existing branches

No. of branches

| Products offered      | Mar-23     | Mar-25     | Jun-26     |
|-----------------------|------------|------------|------------|
| Housing loans         | 398        | 512        | 532        |
| LAP                   | 343        | 512        | 532        |
| Used car loans        | 169        | 363        | 331        |
| Salaried PL           | 127        | 319        | 507        |
| UBL                   | 93         | 293        | 379        |
| <b>Total branches</b> | <b>404</b> | <b>517</b> | <b>535</b> |

## 3 Our urban branches are also becoming more mature...

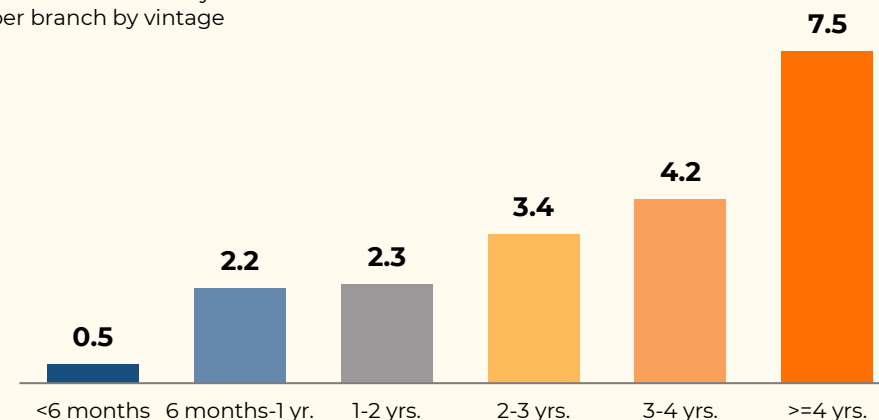
# branches, by vintage



## 4 ...and, hence, productivity may further increase

₹ Cr

Benchmark monthly disbursement<sup>2</sup> per branch by vintage



# Piramal.ai – Use case dashboard

| Category                                                                                                           | #  | AI Solution                             | Metric                                                              | Q1 FY26  | Q1 FY27   |
|--------------------------------------------------------------------------------------------------------------------|----|-----------------------------------------|---------------------------------------------------------------------|----------|-----------|
|  <b>Drive Growth</b>               | 1  | ARYA (work assistant / coach / friend)  | # Queries on ARYA                                                   | 1,25,000 | 3,18,900  |
|                                                                                                                    | 2  | AI driven sales assistance on Incentive | # AI assisted incentive queries answered                            | 54,000   | 71,800    |
|                                                                                                                    | 3  | AI driven contest management            | # AI assisted contest gamification messages                         | 23,000   | 44,000    |
|                                                                                                                    | 4  | Disbursements via voice AI              | ₹ Quarterly disbursements done through voice bots                   | -        | ₹33 Cr    |
|  <b>Underwrite Better</b>          | 5  | AI assisted bank statement analysis     | # of bank statement processed & analyzed through AI for underwriter | 69,771   | 2,30,468  |
|                                                                                                                    | 6  | Image intelligence                      | # of image processed through AI for input in credit decisioning     | -        | 1,35,190  |
|                                                                                                                    | 7  | Document fraud intelligence             | # Documents being scanned for tampering and fraud through AI        | 18,342   | 5,01,190  |
|                                                                                                                    | 8  | Fraud decisioning AI engine             | # Cases where fraud alerts are given by AI agents                   | 9,51,599 | 18,02,189 |
|  <b>Intelligent Collections</b>    | 9  | Hands-free collections                  | ₹ Monthly collections through hands free collections                | ₹84 Cr   | ₹1,019 Cr |
|  <b>Audit and Compliance</b>       | 10 | Masking                                 | # of documents identified for masking / Aadhaars masked             | 8,05,098 | 37,47,847 |
|  <b>Improve CX</b>               | 11 | AI enabled customer resolutions         | % Inbound emails responded by AI                                    | -        | 43%       |
|                                                                                                                    | 12 | AI enabled voice engagement             | % Welcome calls completed by Voice AI                               | -        | 11%       |
|                                                                                                                    | 13 | Voice + Chat bots                       | # Bots live                                                         | 6        | 44        |
|                                                                                                                    | 14 | Customer onboarding                     | % Share on bot onboarded to total onboarded                         | -        | 32%       |
|  <b>AI led people management</b> | 15 | AI led hiring                           | # of RMs interviewed by AI                                          | -        | 4,366     |

# Our Q1 FY27 AI spotlight – Credit.ai

~50% increase in credit manager productivity in last 2 years

## Automation

### Straight to Credit

AI verifies submitted documents and moves the case directly from sales to credit

### Document Processor

EPDFs and Bank statements are digitized and processed for credit and fraud triggers

### Bank Statement Assistant

AI agent for underwriters on bank statements to get visibility on circular transactions and obligations

### Pre-PD Preparation

Questionnaire and checklist for discussion with applicant is created by AI

### Field Investigation Agent

AI assesses the requirement for a field investigation, triggers the and reviews the report

## Insight

### Credit Assessment Copilot

One stop AI generated synthesis of the entire case from bureau, banking, fraud, etc.

### Image Insights

AI Based Analysis of field investigation and personal discussion reports, generating features from images for consumption of underwriters and models

### Map Insights

AI highlights geo-based insights on risk, distance and valuation based on past applications

### CIBIL Insights

AI Summary of Individual and Commercial CIBIL , automatically surfacing summaries, triggers and anomalies

## Decisioning

### AI based Credit Decision

AI Recommendation for underwriters based on reasoning through entire application

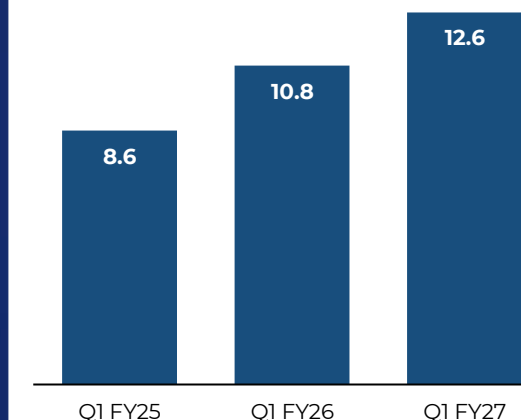
### Fraud Engine

AI analyses various parameters and documents, with triangulation and in an application to assess fraud

### AI Credit Models

Suite of AI models to decision on leverage, Bank Statements, policy compliance, bureau, risk and early mortality

Average decided amount per credit manager (₹ Cr)



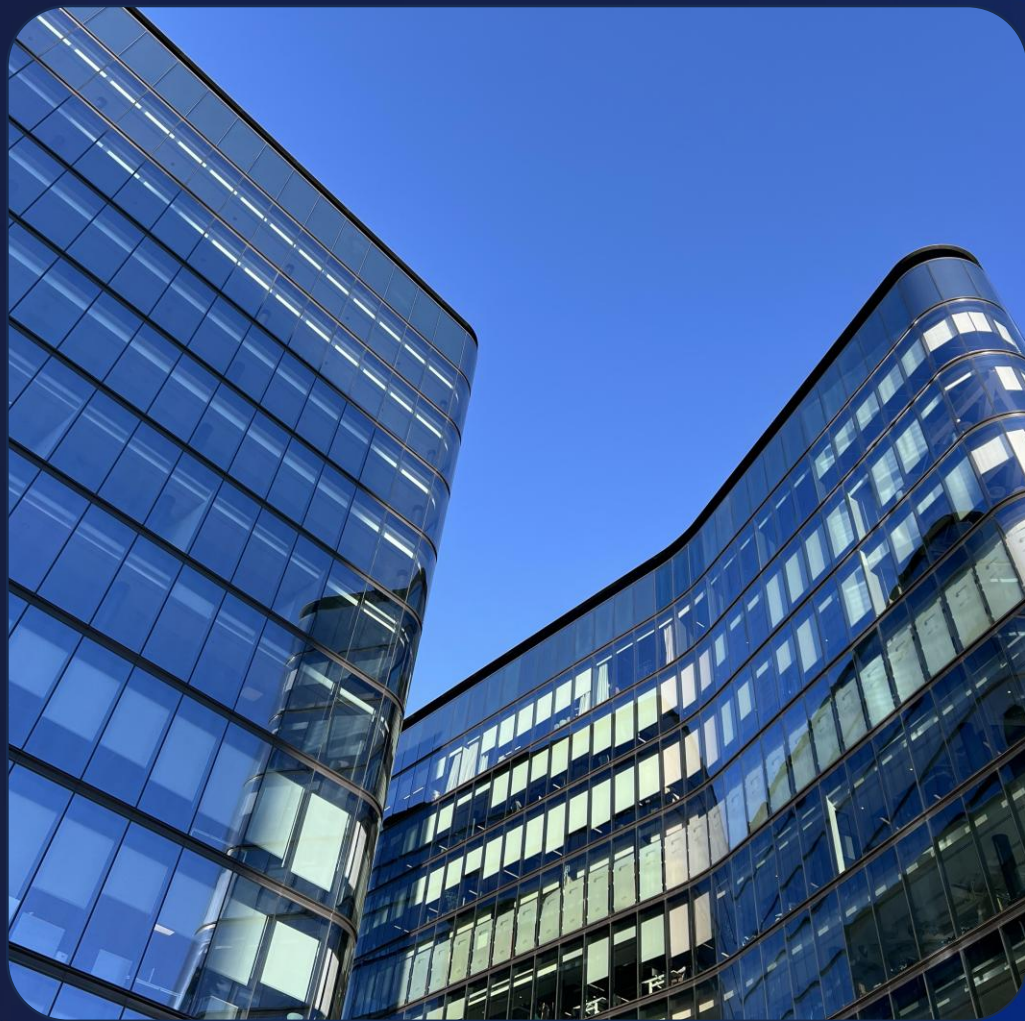
## Q4 FY26 AI Spotlight – Operations.ai

- Zero-touch Processing
- AI Powered Contests
- NDC Automation
- Branch Ops Registers

## Q3 FY26 AI Spotlight – Collections.ai

- Reinforcement learning models
- STT (Speech-to-Text) models
- Our AI collection bots
- Implemented Self Cure model





# Wholesale lending

## Q1 FY27 Snapshot – Wholesale lending

AUM

₹ 13,238 Cr

▲ 27% YoY

Mix

70 : 30

Real estate

CMML

Disbursements

Q1 FY27

₹ 2,604 Cr

▲ 13% YoY

Average ticket size  
(On outstanding AUM)

₹ 56 Cr

Portfolio EIR  
(Effective interest rate)

14.2%

Repayments as  
% of disbursements

Q1 FY27

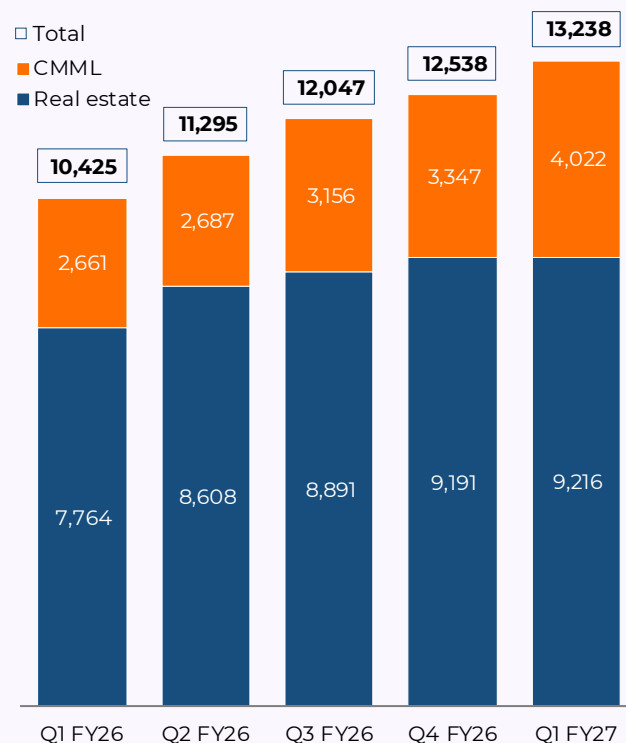
74%

Repayments rate remains strong with strong environment for borrower cashflows

# Building a diversified and granular book backed by cash flows and assets

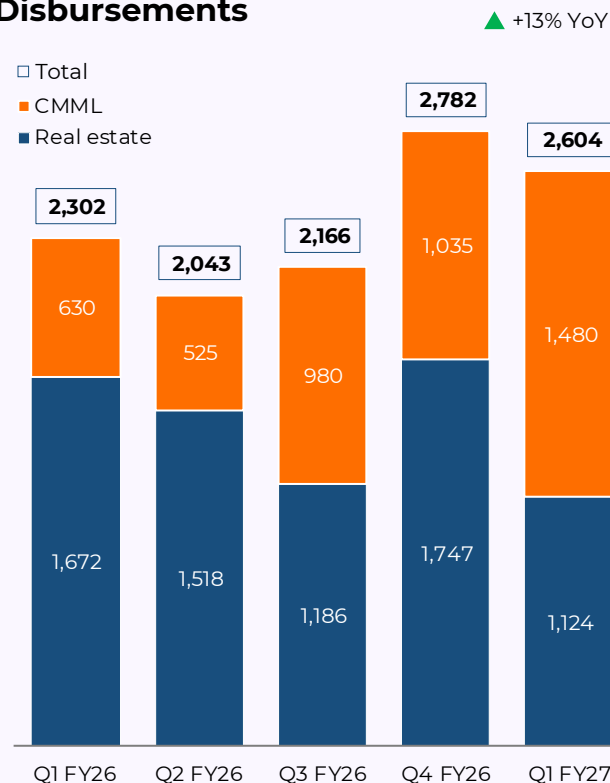
## AUM

□ Total  
■ CMML  
■ Real estate



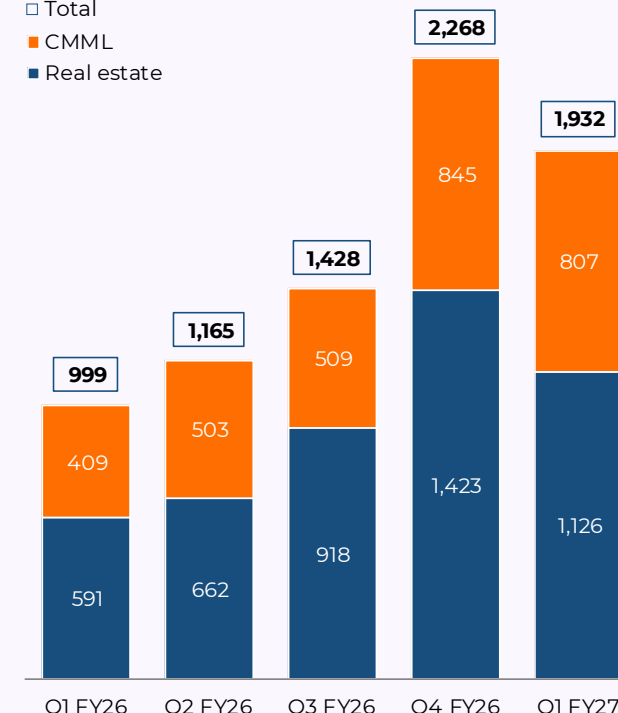
## Disbursements

□ Total  
■ CMML  
■ Real estate



## Total repayments (including pre-payments)

□ Total  
■ CMML  
■ Real estate



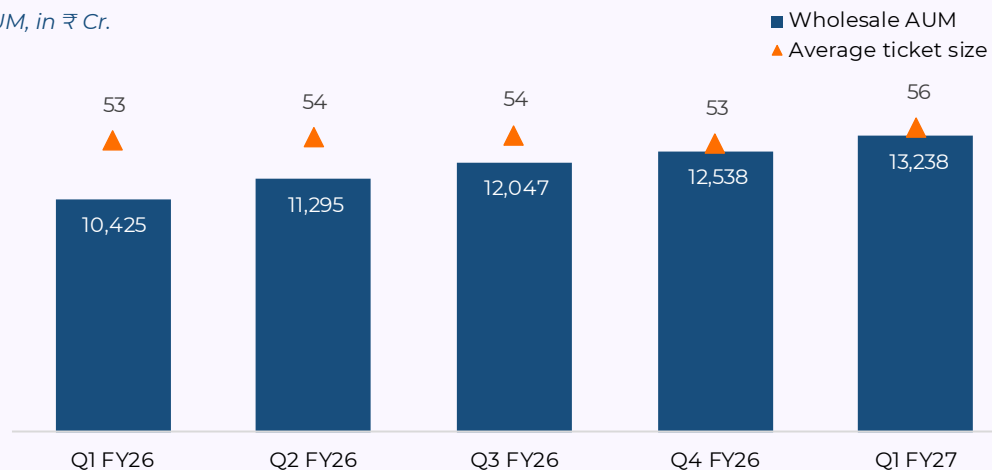
- **Performing well**, in line with or ahead of underwriting, as reflected in prepayments
- **Since inception (Q2 FY22)**, we have **disbursed** ₹ 28,113 Cr across 419 loans and received **total repayments** of ₹ 14,841 Cr
- In Q1 FY27, we received **pre-payments** worth ₹ 1,030 Cr | **Repayments** (₹ 1,932 Cr) were 74% of the disbursements



# Granular and diversified build-out

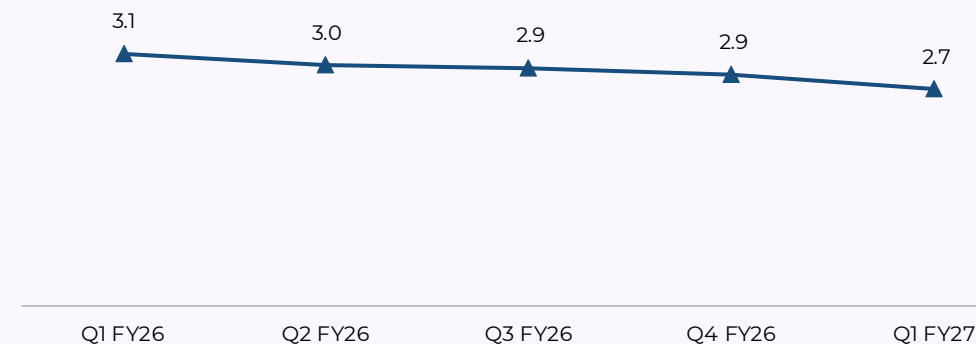
## A granular build-out

AUM, in ₹ Cr.



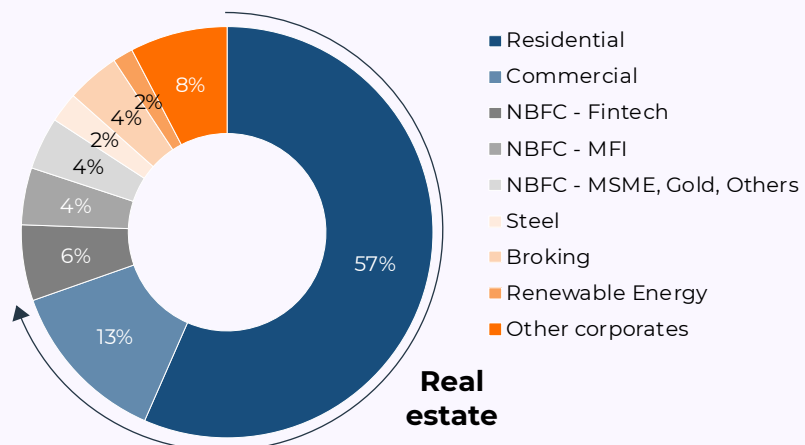
## Average loan tenure

In years, represents average residual tenor



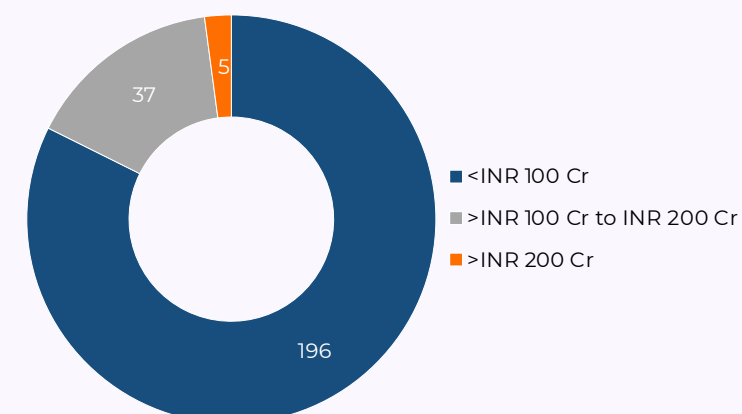
## Overall asset diversity (AUM mix)

As of Jun 2026

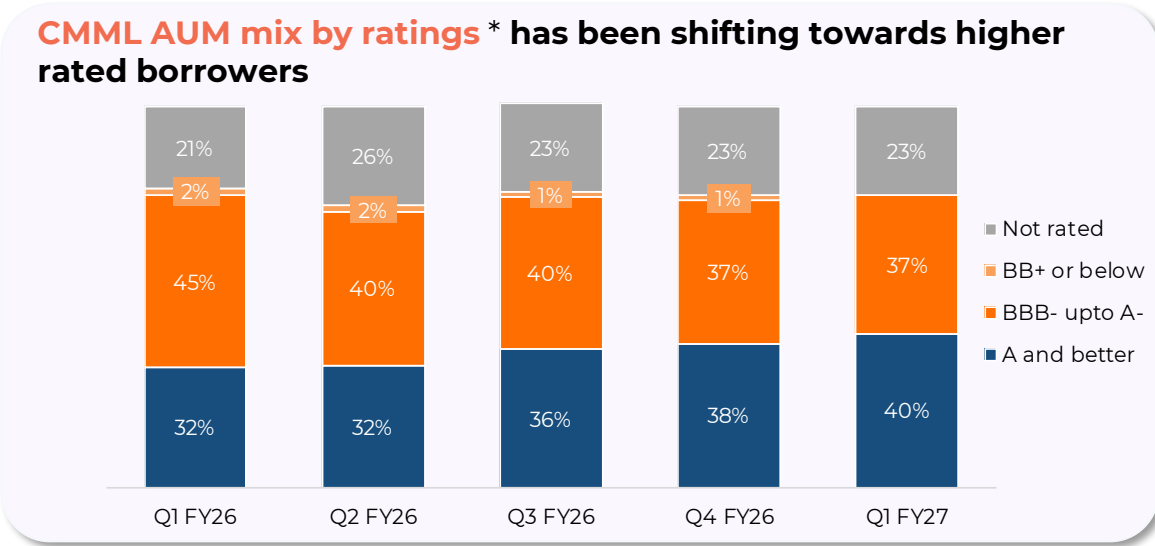
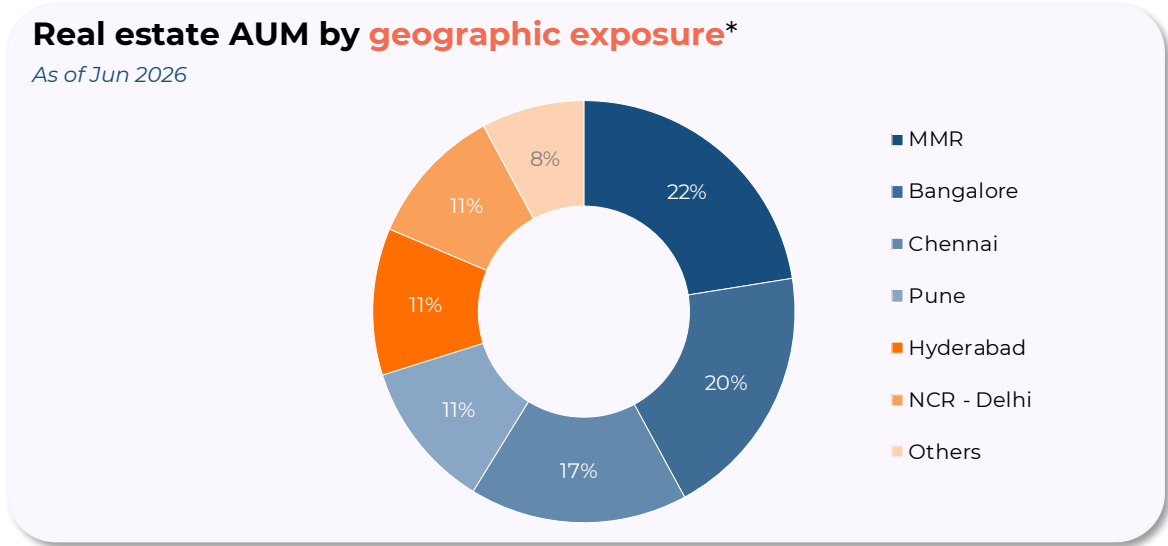
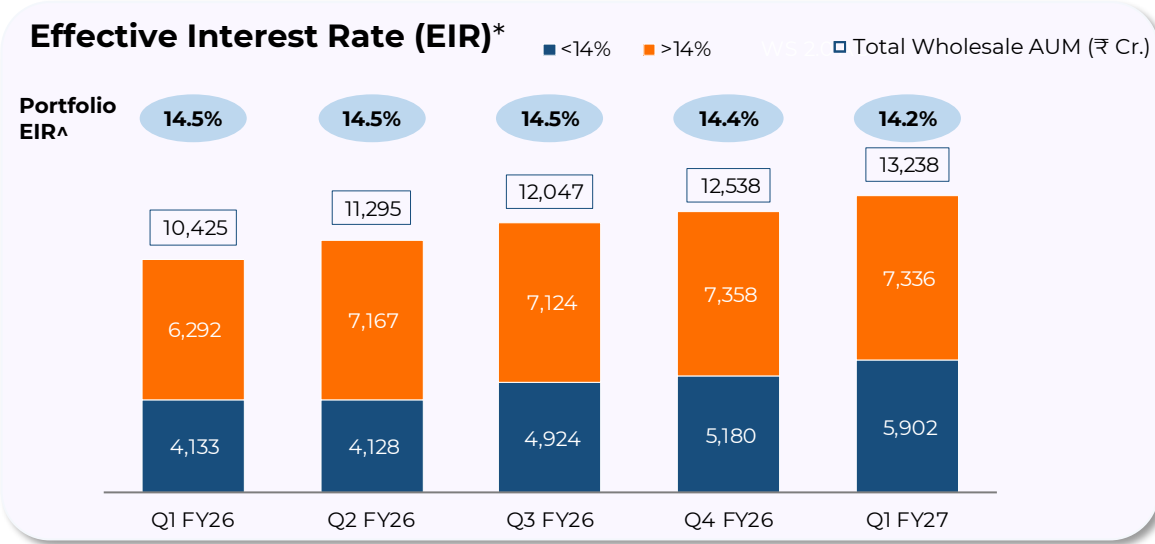
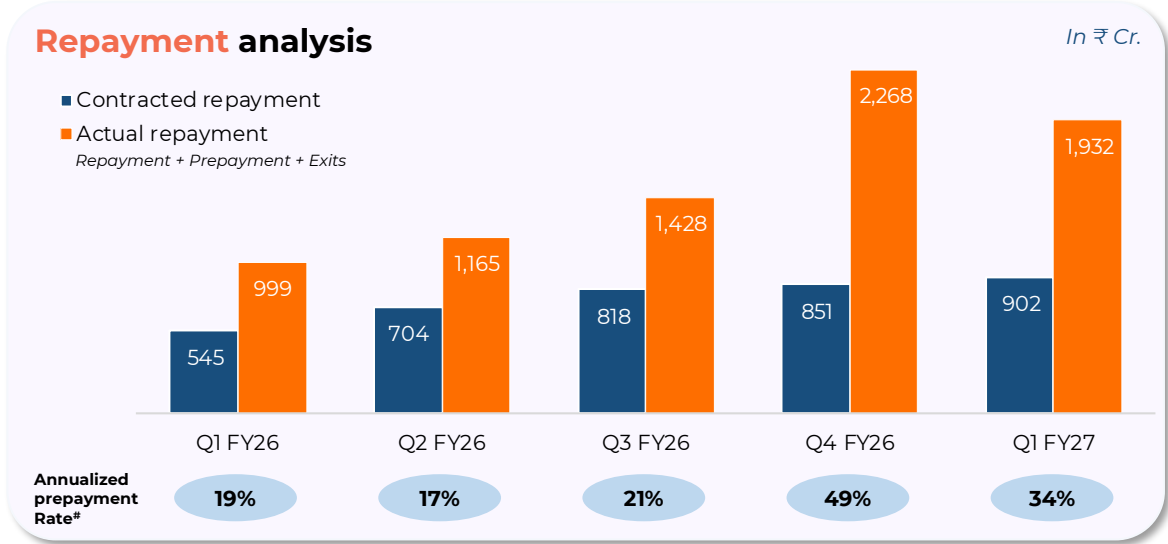


## Mix by ticket size range

# Number of deals; Jun 2026



# Portfolio analysis



Notes: (\*) Represents data for outstanding AUM; (^) Portfolio EIR % includes fee income; (#) As % of average AUM



# Financials

# Profit and loss statement – consolidated

| Consolidated income statement                              | Q1 FY27      | Q1 FY26      | YoY %      | Q4 FY26        | QoQ %      |
|------------------------------------------------------------|--------------|--------------|------------|----------------|------------|
| Interest income <sup>1</sup>                               | 3,179        | 2,504        | 27%        | 3,038          | 5%         |
| Less: interest expense                                     | 1,736        | 1,494        | 16%        | 1,676          | 4%         |
| <b>Net interest income</b>                                 | <b>1,442</b> | <b>1,010</b> | <b>43%</b> | <b>1,362</b>   | <b>6%</b>  |
| Fee & commission                                           | 127          | 114          | 11%        | 75             | 70%        |
| Dividend                                                   | 18           | 15           | 23%        | 16             | 14%        |
| Others                                                     | 106          | 98           | 8%         | 103            | 2%         |
| <b>Other income</b>                                        | <b>251</b>   | <b>227</b>   | <b>10%</b> | <b>194</b>     | <b>29%</b> |
| <b>Total income</b>                                        | <b>1,693</b> | <b>1,237</b> | <b>37%</b> | <b>1,556</b>   | <b>9%</b>  |
| Less: Operating expenses                                   | 889          | 812          | 10%        | 862            | 3%         |
| <b>Pre-provision operating profit (PPOP)</b>               | <b>804</b>   | <b>425</b>   | <b>89%</b> | <b>694</b>     | <b>16%</b> |
| Less: loan loss provisions & FV loss / (gain) <sup>2</sup> | 460          | 202          | 127%       | 1,787          | -74%       |
| <b>Profit before tax &amp; associate income</b>            | <b>344</b>   | <b>223</b>   | <b>55%</b> | <b>(1,093)</b> |            |
| Add: associate income                                      | 99           | 78           | 26%        | 9              |            |
| <i>of which: Alternatives</i>                              | 82           | 70           | 18%        | 10             |            |
| <i>Pramerica Life Insurance</i>                            | 17           | 9            | 91%        | (2)            |            |
| <b>Profit before tax</b>                                   | <b>443</b>   | <b>301</b>   | <b>47%</b> | <b>(1,085)</b> |            |
| Less: current & deferred tax                               | (18)         | 25           |            | 3              |            |
| Add: exceptionals <sup>3</sup>                             |              |              |            | 1,590          |            |
| <b>Net Profit</b>                                          | <b>461</b>   | <b>276</b>   | <b>67%</b> | <b>502</b>     | <b>-8%</b> |

▲ **+25% YoY**  
**AUM growth**

▲ **+37% YoY**  
**Total Income**

▲ **+10% YoY**  
**Opex**

▲ **+67% YoY**  
**Net Profit**

Note: (1) Interest Income includes DA upfront income of ₹ 85 Cr in Q1FY27, ₹ 100 Cr in Q1FY26, and ₹ 120 Cr in Q4FY26; (2) In Q1 FY26, ECL rebalancing for the overall portfolio had a positive impact of about ₹ 105 Cr; (3) Q4FY26 exceptionals include gains of ₹ 263 Cr from Shriram LI stake sale and deferred consideration of ₹1,326 Cr from Piramal Imaging sale in 2018

# Link to Data Sheet Q1 FY27 and Pia (Piramal Investor Assistant)



Data from previous quarters now available on our website

Click here to download the 'Data Sheet Q1 FY27'



Launched our AI-powered investor relations agent  
**Pia (Piramal Investor Assistant)**

**What can Pia do for you?**  
Pia is trained to understand the complex financial and operational nuances of our business and is available to respond to you round-the-clock!

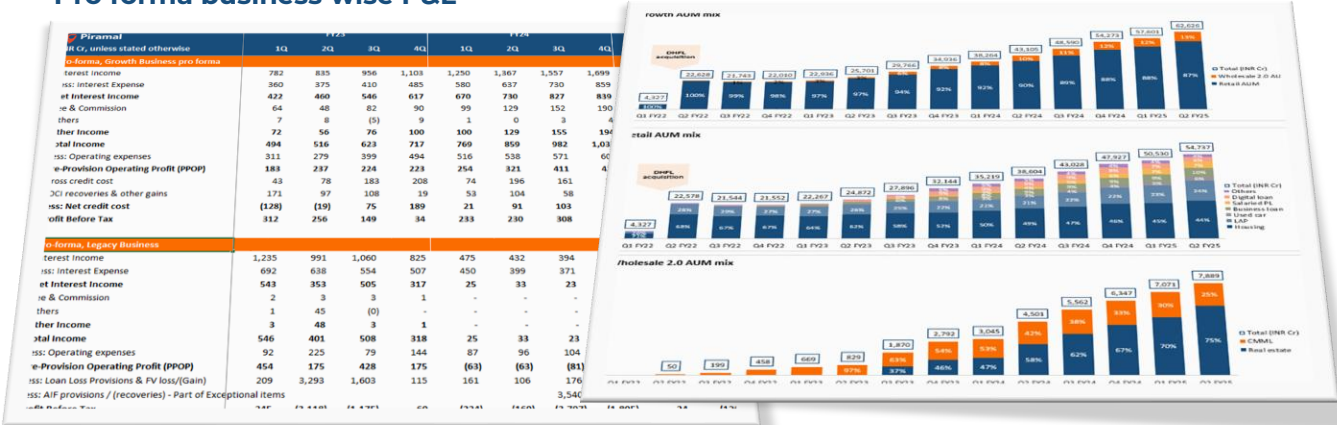
You can work with Pia to:

- Parse Financials:** Query specific line items, margin trends, or capital allocation history across multiple quarters without digging through PDFs.
- Synthesise Transcripts:** Ask for direct summaries or specific management commentary from past earnings calls regarding operational milestones or headwinds.

Access Pia directly through our secure portal here:  
<https://www.piramalfinance.com/investors>

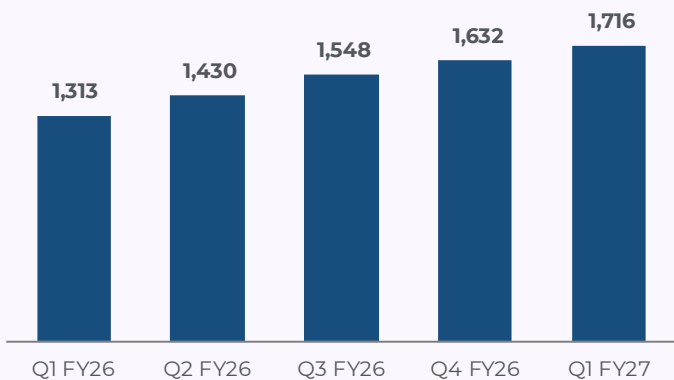
## Pro forma business wise P&L

## Story in charts

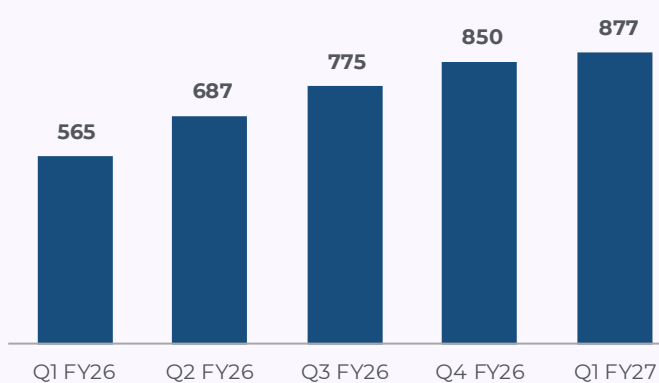


# Quarterly P&L\* - Growth business

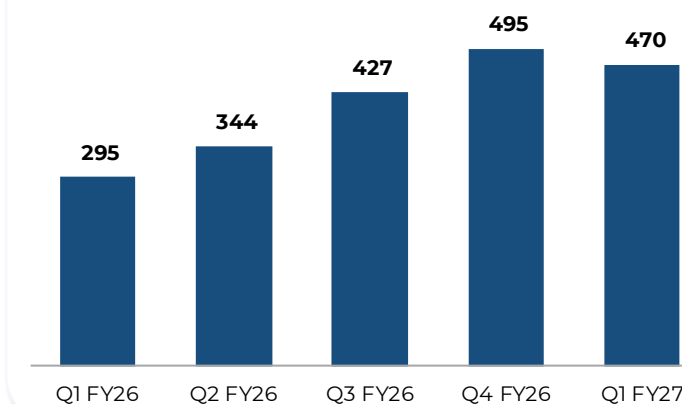
## Net total income



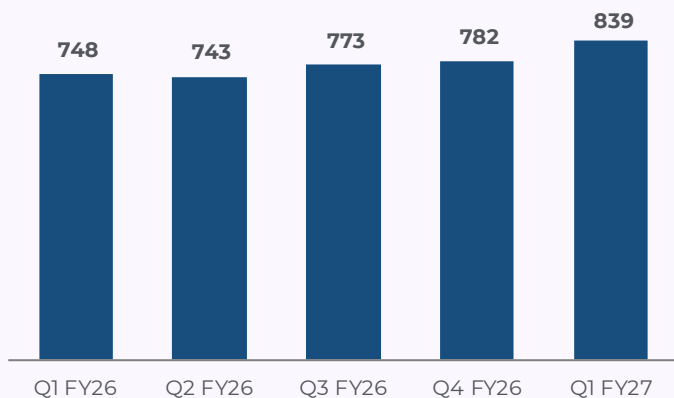
## PPOP



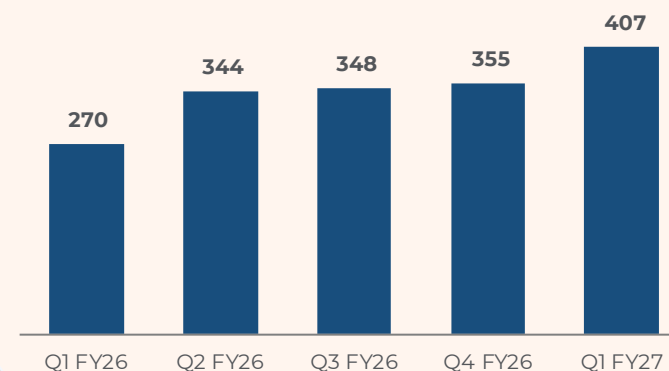
## PBT



## Opex

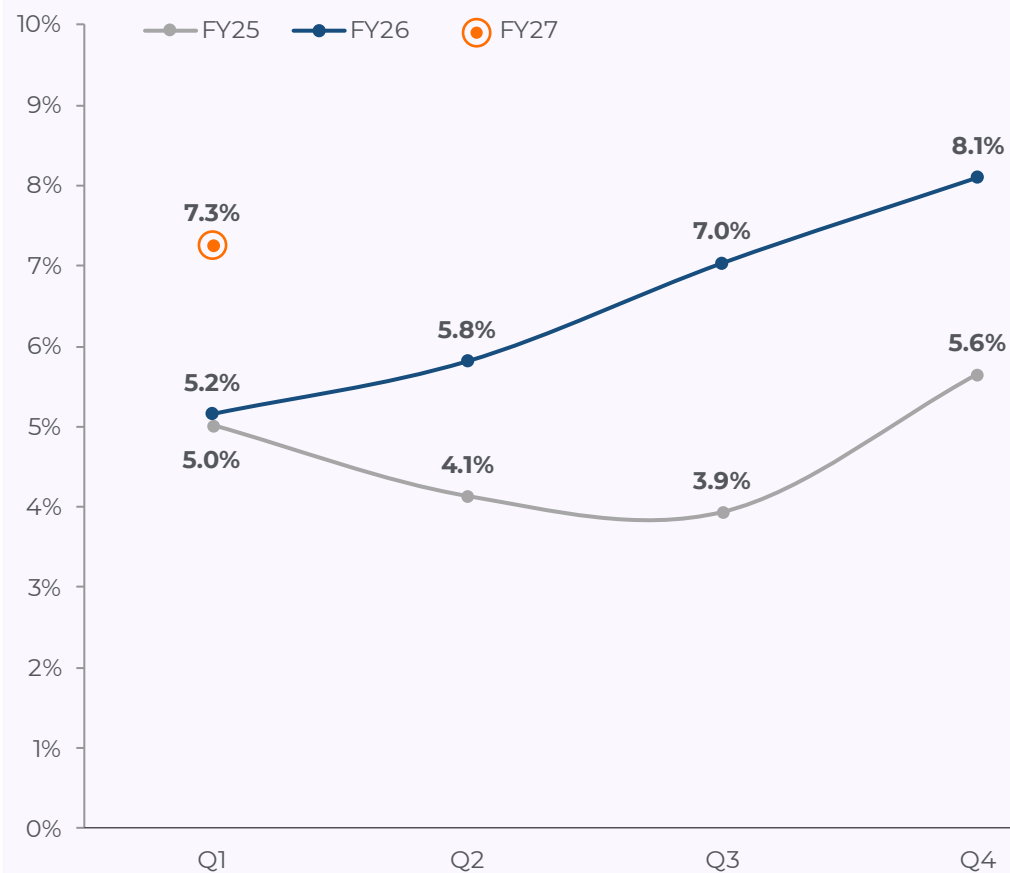


## Credit Cost

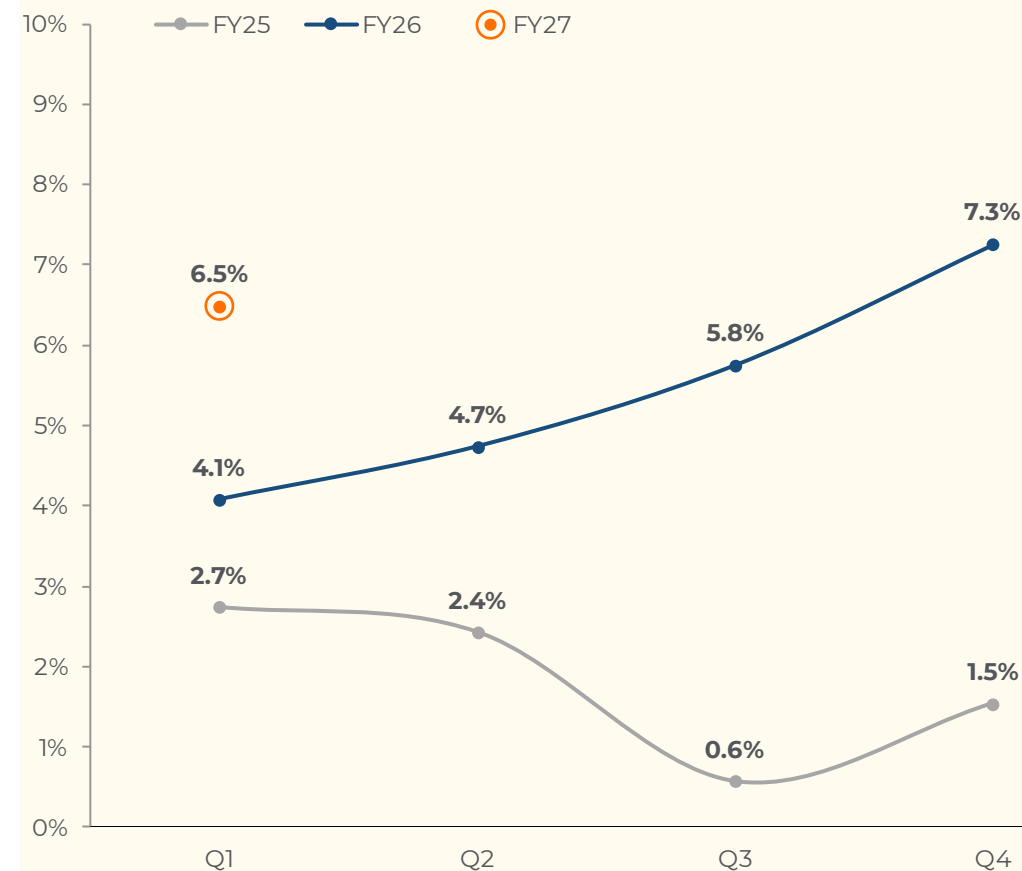


# Consol ROEs have steadily risen

## Growth RoE



## Consol RoE



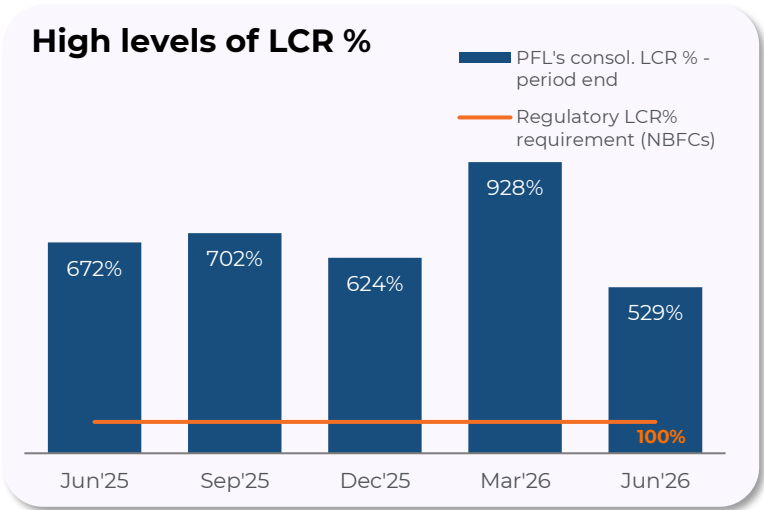
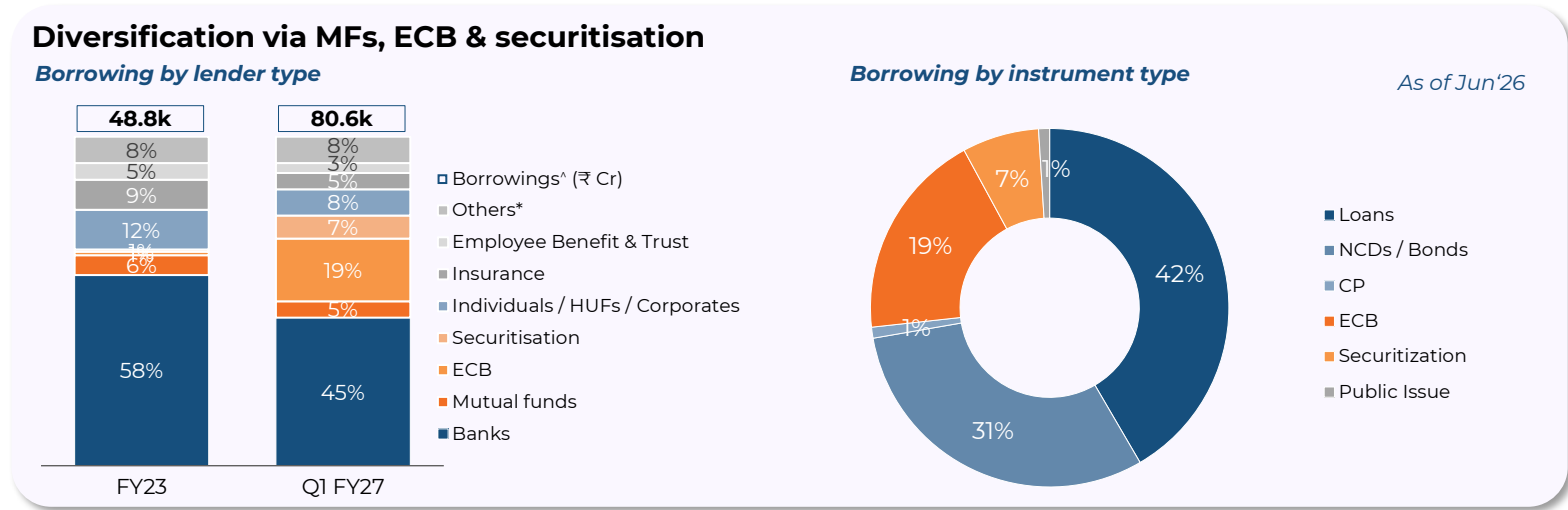
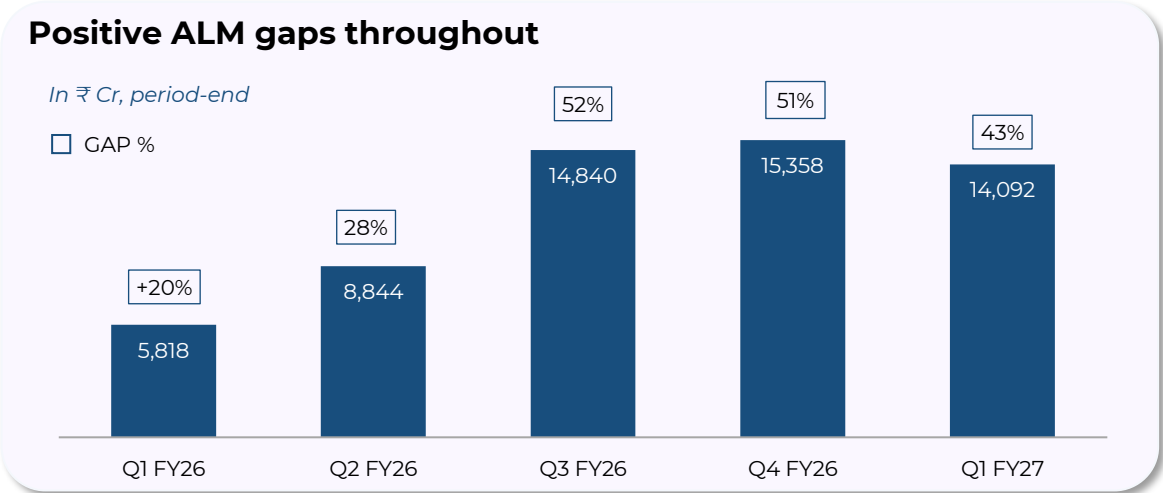
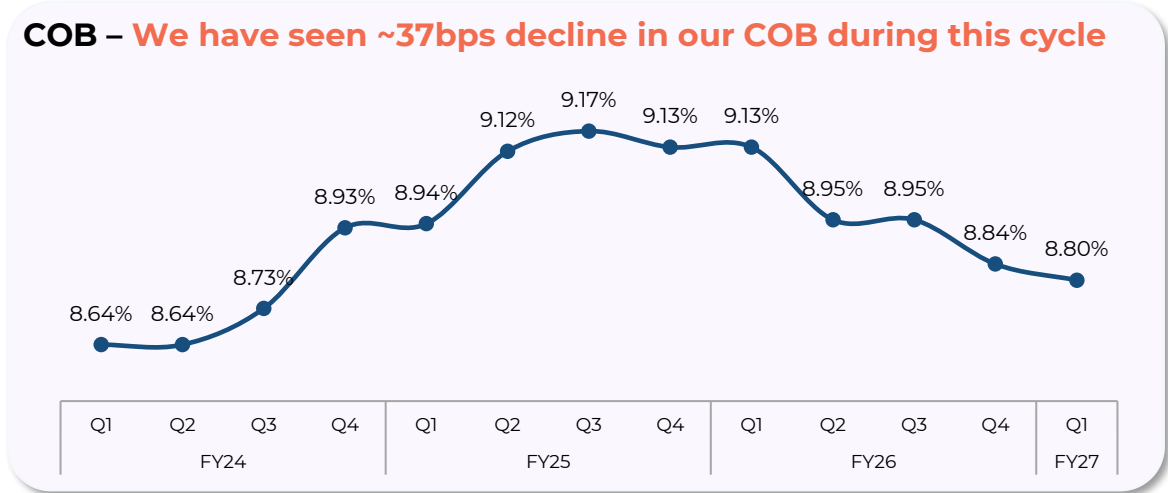
Q1FY25 and Q2FY25 RoE benefited from POCI related recoveries

# Balance sheet – consolidated

| Particulars                            | Jun-26          | Jun-25        | Mar-26          |
|----------------------------------------|-----------------|---------------|-----------------|
| <b><u>Assets</u></b>                   |                 |               |                 |
| Cash & liquid investments              | 6,925           | 9,070         | 8,640           |
| Gross asset under management           | 95,369          | 77,572        | 90,018          |
| ECL provision                          | 2,167           | 1,829         | 1,843           |
| Net assets under management            | 93,203          | 75,743        | 88,175          |
| Investments in Shriram group           | 1,372           | 1,708         | 1,372           |
| Investments in alternatives and others | 3,105           | 3,608         | 3,333           |
| Fixed assets                           | 2,460           | 2,571         | 2,468           |
| Net other assets / (liabilities)       | 4,186           | 3,241         | 4,148           |
| <b>Total assets</b>                    | <b>1,11,251</b> | <b>95,942</b> | <b>1,08,136</b> |
| <b><u>Liabilities</u></b>              |                 |               |                 |
| Net worth                              | 28,906          | 27,174        | 28,191          |
| Gross debt                             | 82,345          | 68,767        | 79,945          |
| <b>Total liabilities</b>               | <b>1,11,251</b> | <b>95,942</b> | <b>1,08,136</b> |
| <b>Capital Adequacy</b>                | <b>18.85%</b>   | <b>19.29%</b> | <b>19.77%</b>   |



# Liabilities



**Long-term Domestic ratings**

CRISIL, ICRA & CARE: AA+ Outlook Stable

**International ratings**

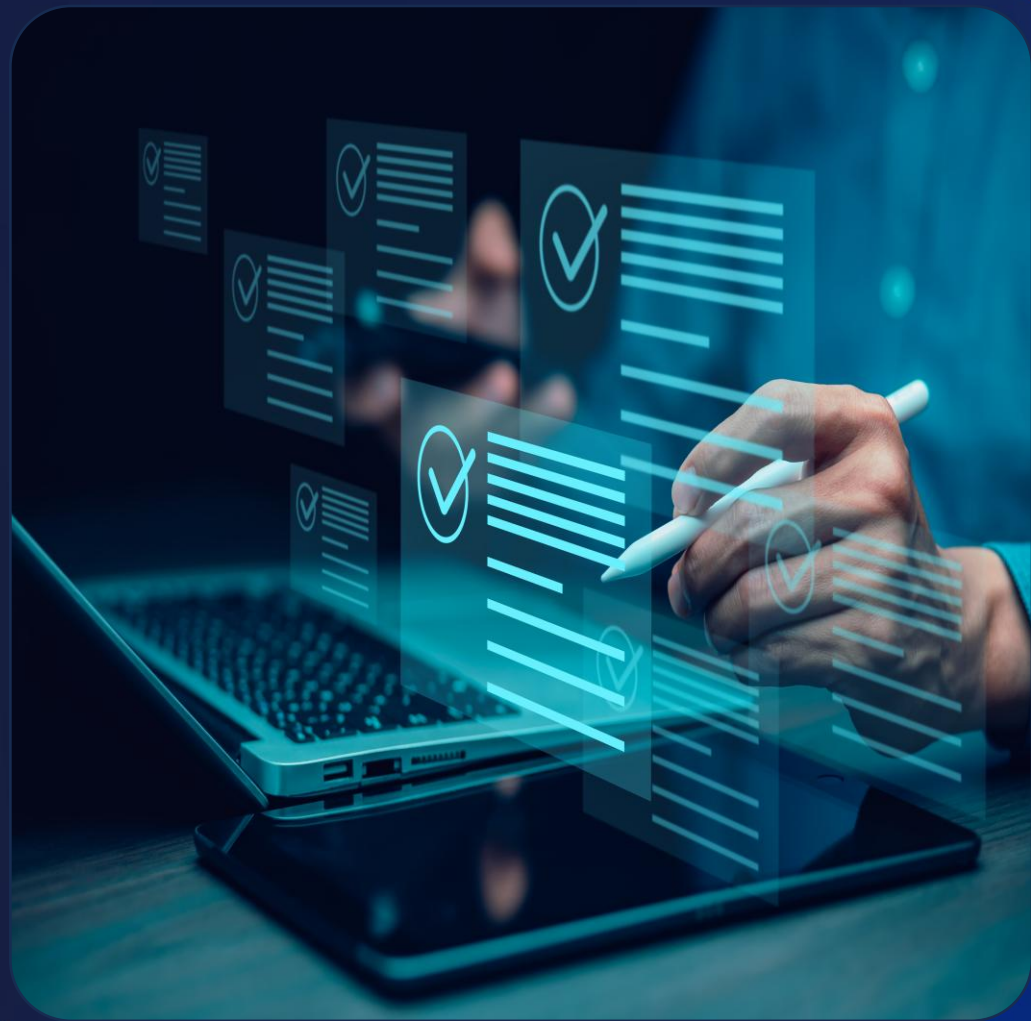
S&P: BB  
Moody's: Ba3

**New ratings by Japanese credit rating agencies**

R&I: BBB / Stable  
JCRA: BBB / Stable

**Q1 FY27 consol. LCR of 553% on period average basis**

Notes: (^) Small variance between total borrowings and gross debt mentioned in balance sheet is primarily due to Ind AS adjustments and fair value of ECB; (\*) Includes NHB, & other financial institutions which contribute 2% and 6% respectively to overall borrowings



## Appendix

# Asset classification: Growth assets

| Total assets (₹ Cr.)                        | Jun-26        | Mar-26        | Jun-25        |
|---------------------------------------------|---------------|---------------|---------------|
| Stage 1                                     | 89,287        | 84,033        | 68,263        |
| Stage 2                                     | 1,640         | 1,387         | 1,416         |
| Stage 3                                     | 1,862         | 1,627         | 1,251         |
| <b>Sub-Total</b>                            | <b>92,790</b> | <b>87,047</b> | <b>70,930</b> |
| POCI                                        | 127           | 164           | 315           |
| <b>Total AUM*</b>                           | <b>92,917</b> | <b>87,211</b> | <b>71,245</b> |
| Total provisions (₹ Cr.)                    |               |               |               |
| Stage 1                                     | 889           | 842           | 656           |
| Stage 2                                     | 229           | 171           | 183           |
| Stage 3                                     | 646           | 534           | 425           |
| <b>Total</b>                                | <b>1,764</b>  | <b>1,548</b>  | <b>1,265</b>  |
| Provision coverage ratio (%)                |               |               |               |
| Stage 1                                     | 1.0%          | 1.0%          | 1.0%          |
| Stage 2                                     | 14.0%         | 12.4%         | 12.9%         |
| Stage 3                                     | 34.7%         | 32.8%         | 34.0%         |
| <b>Total provisions as a % of total AUM</b> | <b>1.9%</b>   | <b>1.8%</b>   | <b>1.8%</b>   |

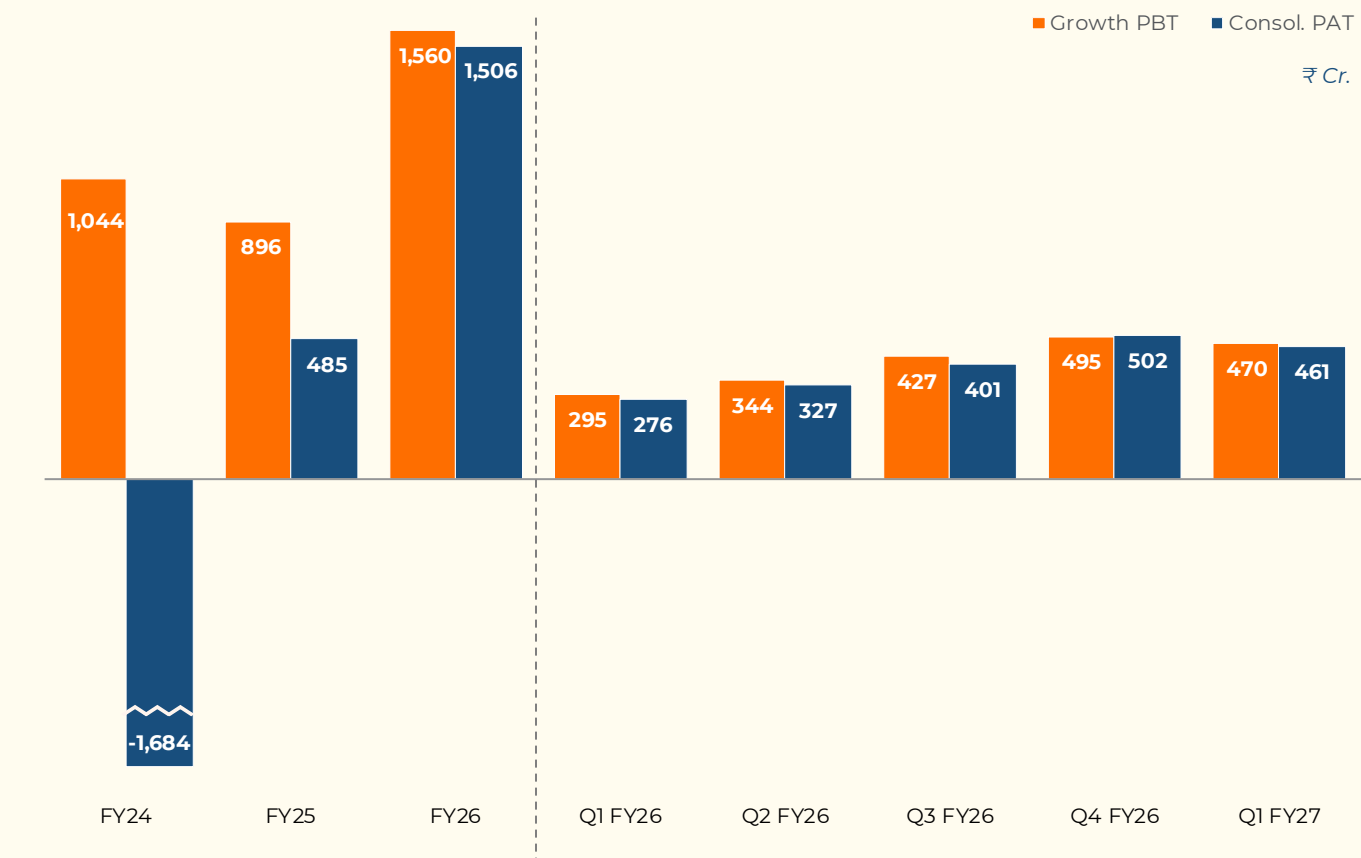
# Asset classification: Total assets

| Total assets (₹ Cr.)                        | Jun-26        | Mar-26        | Jun-25        |
|---------------------------------------------|---------------|---------------|---------------|
| Stage 1                                     | 90,692        | 86,350        | 73,568        |
| Stage 2                                     | 2,344         | 1,535         | 1,641         |
| Stage 3                                     | 2,206         | 1,970         | 2,047         |
| <b>Sub-Total</b>                            | <b>95,242</b> | <b>89,855</b> | <b>77,256</b> |
| POCI                                        | 127           | 164           | 315           |
| <b>Total AUM*</b>                           | <b>95,369</b> | <b>90,018</b> | <b>77,572</b> |
| <b>Total provisions (₹ Cr.)</b>             |               |               |               |
| Stage 1                                     | 1,099         | 1,069         | 1,018         |
| Stage 2                                     | 374           | 190           | 210           |
| Stage 3                                     | 695           | 583           | 601           |
| <b>Total</b>                                | <b>2,167</b>  | <b>1,843</b>  | <b>1,829</b>  |
| <b>Provision coverage ratio (%)</b>         |               |               |               |
| Stage 1                                     | 1.2%          | 1.2%          | 1.4%          |
| Stage 2                                     | 15.9%         | 12.4%         | 12.8%         |
| Stage 3                                     | 31.5%         | 29.6%         | 29.3%         |
| <b>Total provisions as a % of total AUM</b> | <b>2.3%</b>   | <b>2.1%</b>   | <b>2.4%</b>   |
| <b>GNPA ratio (%)</b>                       | <b>2.4%</b>   | <b>2.3%</b>   | <b>2.8%</b>   |
| <b>NNPA ratio (%)</b>                       | <b>1.6%</b>   | <b>1.6%</b>   | <b>2.0%</b>   |

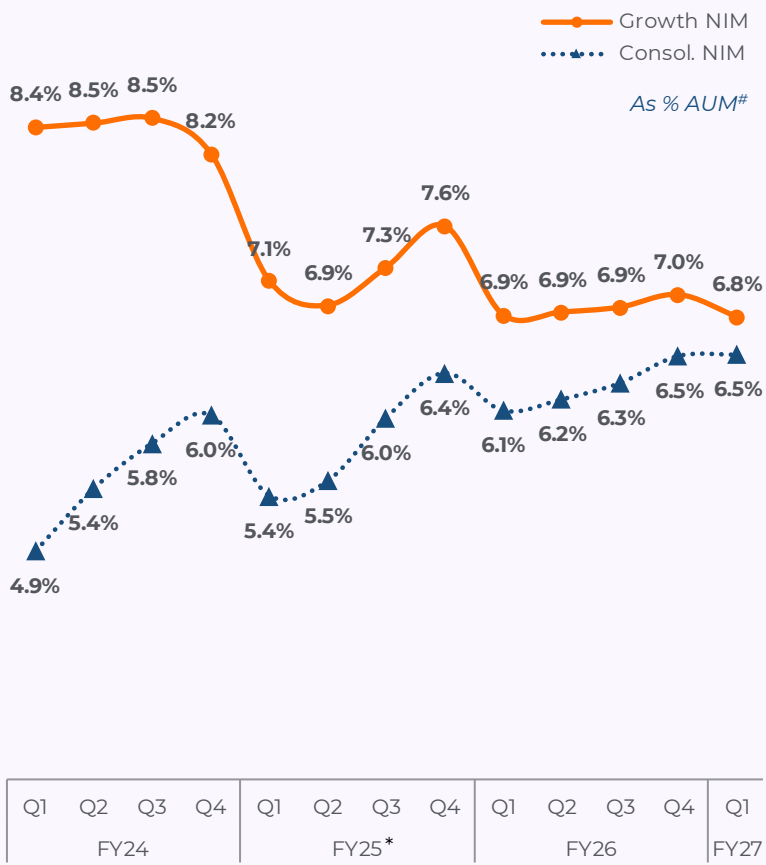
Note: (\*) Excludes Direct Assignment (DA) (₹ 9,560 Cr as of Q1 FY27, ₹ 9,074 Cr as of Q4 FY26, and ₹ 6,829 Cr as of Q1 FY26, Co-lending (₹ 2,010 Cr as of Q1 FY27, ₹ 2,138 Cr as of Q4 FY26, and ₹ 1,356 Cr as of Q1 FY26)

# Growth book now drives our consolidated financials

Growth and Consol profits have been largely identical over the last 5 quarters



Consol. NIM getting closer to Growth NIM



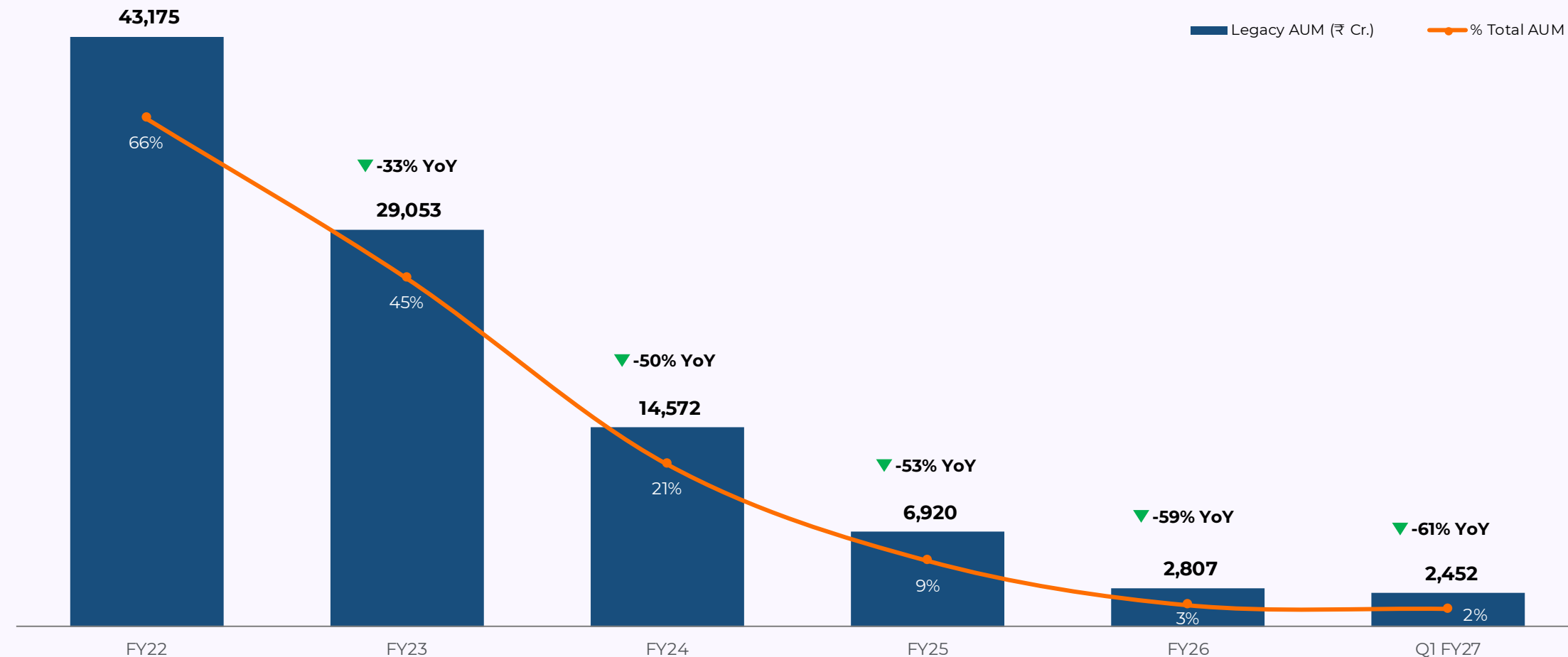
Note : (\*)The drop in FY25 Growth Net Income Margin was due to amortization of retail processing fee; (#) AUM = Loans (on-book) + off-book assets

# Legacy AUM are now ~2% of total AUM

AUM down 94% since March 2022

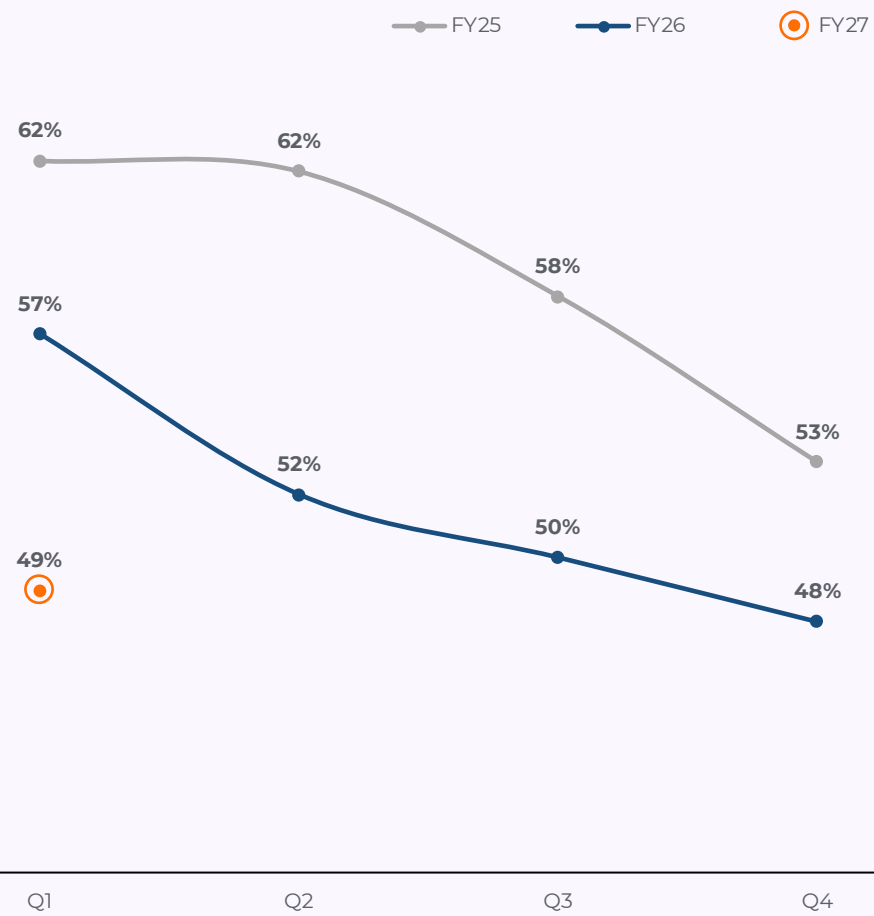
▼ -61% YoY

▼ -13% QoQ

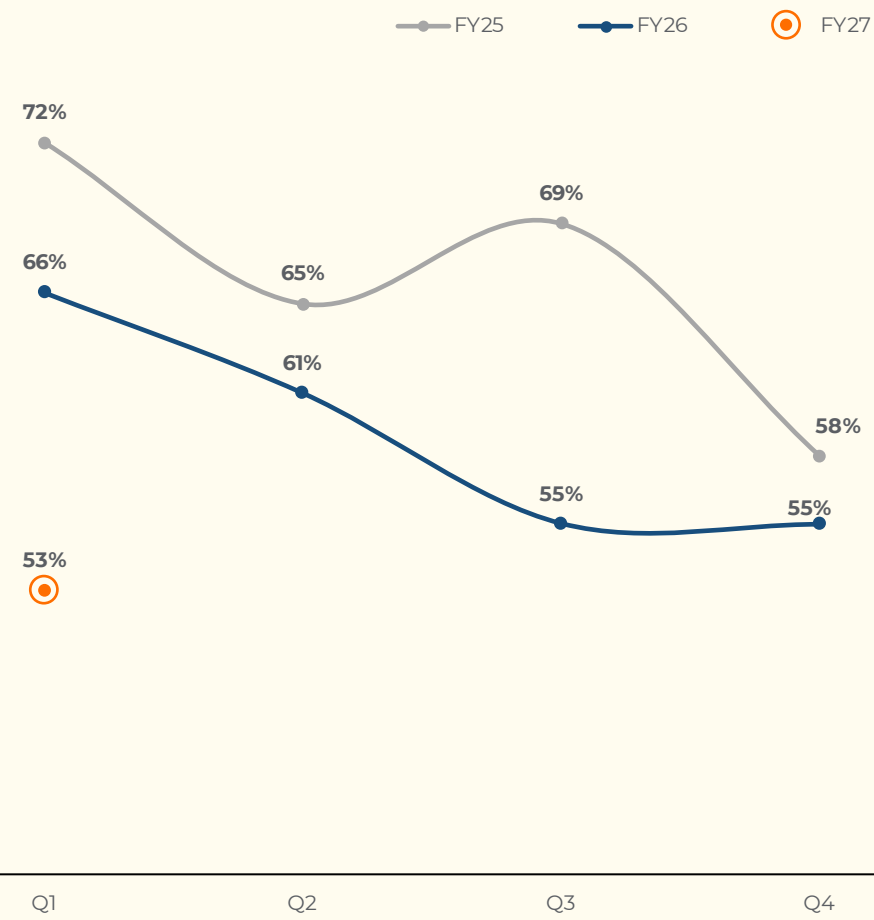


# Cost-to-income ratio continues to come down

## Cost-to-income: Growth business



## Cost-to-income: Company

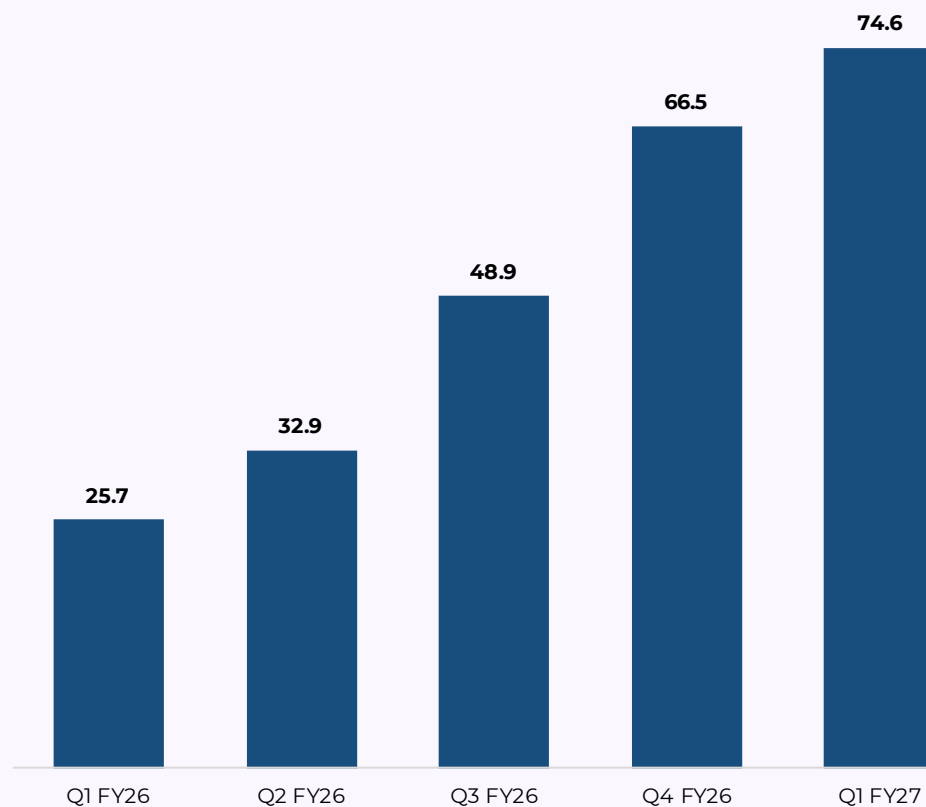


# Earnings per share (EPS) and book value per share (BVPS)

## EPS (Trailing 12 months)

in ₹

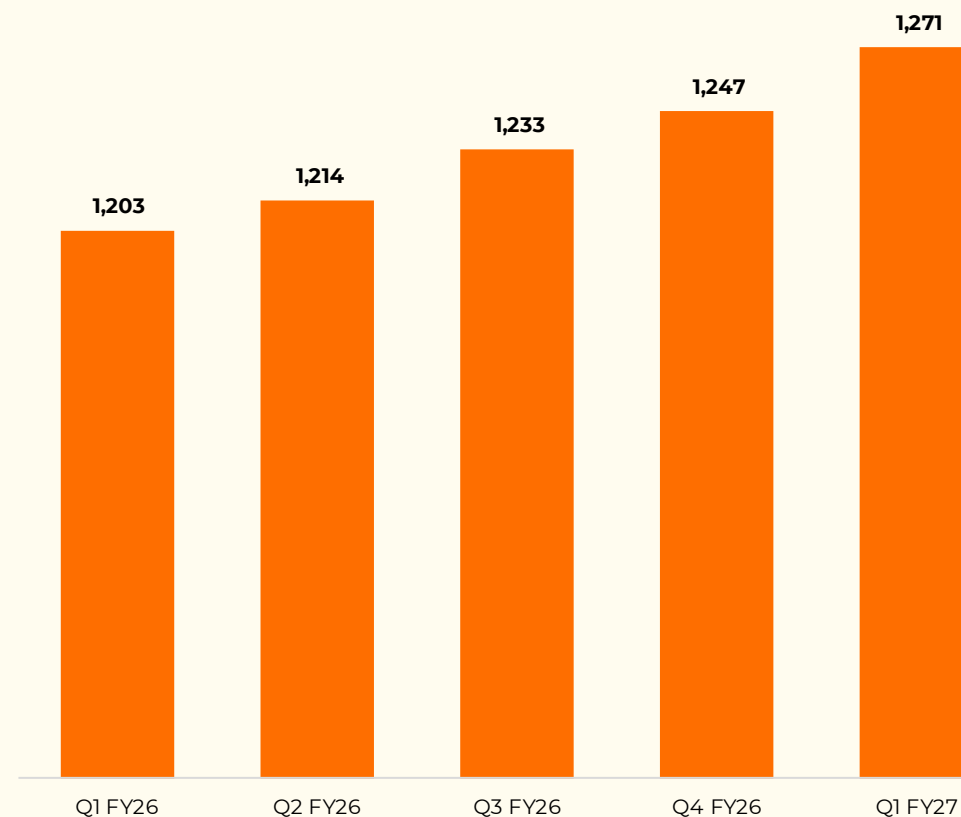
▲ +190% YoY



## BVPS

in ₹

▲ +6% YoY





# Multi-product retail lending platform across the risk-reward spectrum – Q1 FY27

| Product Segments                                                                                     | Products                       | Average disbursement ticket size (₹ lakh) | Disbursement yield | Share in disbursements | AUM yield | Share in AUM* |
|------------------------------------------------------------------------------------------------------|--------------------------------|-------------------------------------------|--------------------|------------------------|-----------|---------------|
|  Housing            | Mass affluent housing          | 24                                        | 11.7%              | 22.1%                  | 11.7%     | 36.3%         |
|                                                                                                      | Affordable housing             |                                           |                    |                        |           |               |
|                                                                                                      | Budget housing                 |                                           |                    |                        |           |               |
|  Secured MSME (LAP) | LAP plus                       | 30                                        | 12.8%              | 26.9%                  | 13.0%     | 30.8%         |
|                                                                                                      | Loan against property (LAP)    |                                           |                    |                        |           |               |
|                                                                                                      | Secured business loan          |                                           |                    |                        |           |               |
|                                                                                                      | Micro LAP                      |                                           |                    |                        |           |               |
|  Other Secured      | Used car loans                 | 6.8                                       | 15.5%              | 6.1%                   | 15.3%     | 6.3%          |
|                                                                                                      | Gold loan                      | 0.8                                       | 17.9%              | -                      | 17.9%     | -             |
|  Business loan      | Unsecured business loans (UBL) | 4.4                                       | 18.8%              | 7.3%                   | 19.4%     | 6.8%          |
|                                                                                                      | Rural micro loans              | 0.6                                       | 20.8%              | 3.9%                   | 20.0%     | 1.7%          |
|  Salaried PL       | Salaried personal loans        | 5.0                                       | 16.6%              | 13.5%                  | 17.2%     | 9.2%          |
|  Digital loan     | Large ticket personal loans    | 0.8                                       | 14.7%              | 20.1%                  | 15.1%     | 5.7%          |
|                                                                                                      | Merchant cash advance          |                                           |                    |                        |           |               |
|                                                                                                      | Small ticket personal loans    |                                           |                    |                        |           |               |
| Total / weighted average                                                                             |                                | 15.2                                      | 14.2%              |                        | 13.6%     |               |

Note: (\*) The balance 3.2% (to make the total 100%) consists gold loans (₹ 6 Cr as of Q1 FY27), LAMF (₹ 1,514 Cr as of Q1 FY27), SRs (₹ 1,274 Cr as of Q1 FY27) & pass-through certificates (PTC) (₹ 84 Cr as of Q1 FY27)

| Term                                             | Description                                                                                                                                                           |
|--------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>90+ DPD delinquency</b>                       | 90 to 180 days past due (DPD) % of AUM (DPD 0 to 180) for secured loans; and 90 to 170 days DPD % of AUM (DPD 0 to 170) for unsecured loans                           |
| <b>AUM</b>                                       | Loans (on-book) + off-book assets                                                                                                                                     |
| <b>AUM yield (retail)</b>                        | Weightage average yield excludes POCI and pertains to all customers outstanding as of 31st Mar 2026                                                                   |
| <b>Average AUM</b>                               | Average of periodic average total AUM                                                                                                                                 |
| <b>CMML</b>                                      | Corporate mid market loans                                                                                                                                            |
| <b>Cost of Borrowings (CoB)</b>                  | CoB = interest expense / average interest-bearing liabilities                                                                                                         |
| <b>Cost of funds (CoF)</b>                       | COF = Interest expense / average total AUM                                                                                                                            |
| <b>NIM (net Income Margin)</b>                   | Lending book total income as % average total AUM                                                                                                                      |
| <b>ALM Gap %</b>                                 | ALM Gap % = Net flows (i.e., cumulative inflows – cumulative outflows) as a % of cumulative outflows                                                                  |
| <b>Geography</b>                                 | 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. |
| <b>Growth AUM</b>                                | Include Retail and Wholesale AUM, excluding Legacy (~2% of total AUM)                                                                                                 |
| <b>Growth NIM (net Income Margin)</b>            | Growth book total income as % average total AUM of Growth business                                                                                                    |
| <b>LCR %</b>                                     | Liquidity coverage ratio %                                                                                                                                            |
| <b>Loans</b>                                     | On-book loans                                                                                                                                                         |
| <b>POCI</b>                                      | POCI (purchased or originated credit impaired) represents the stressed retail book acquired from DHFL at discounted value.                                            |
| <b>Retail AUM</b>                                | It includes on-book loans, POCI, SRs, PTC, DA, co-lending & excludes acquired off-book assets in the nature of DA & PTC as part of the DHFL acquisition               |
| <b>RoAUM</b>                                     | Return on average AUM                                                                                                                                                 |
| <b>Total income</b>                              | Total income = Interest income + non-interest income – interest expense                                                                                               |
| <b>Vintage risk</b>                              | 90+ DPD at 12 months on book ( MoB ) mark                                                                                                                             |
| <b>Wholesale</b>                                 | It refers to loans sanctioned under real estate (RE) and corporate mid market loans (CMML) from FY22 onwards                                                          |
| <b><u>Customer franchise and Cross-sell:</u></b> |                                                                                                                                                                       |
| <b>Total customer franchise</b>                  | It includes existing / past borrowers as well as co-borrowers                                                                                                         |
| <b>Credit segment filtered customers</b>         | Customer base after removing industry level delinquent behavior                                                                                                       |
| <b>Overall cross-sell franchise</b>              | Customer base after removing minimum seasoning norm with us                                                                                                           |
| <b>Non delinquent customers</b>                  | Customer base after removing internal defaults                                                                                                                        |
| <b>Cross-sell franchise</b>                      | Customer base after removing low score customers                                                                                                                      |

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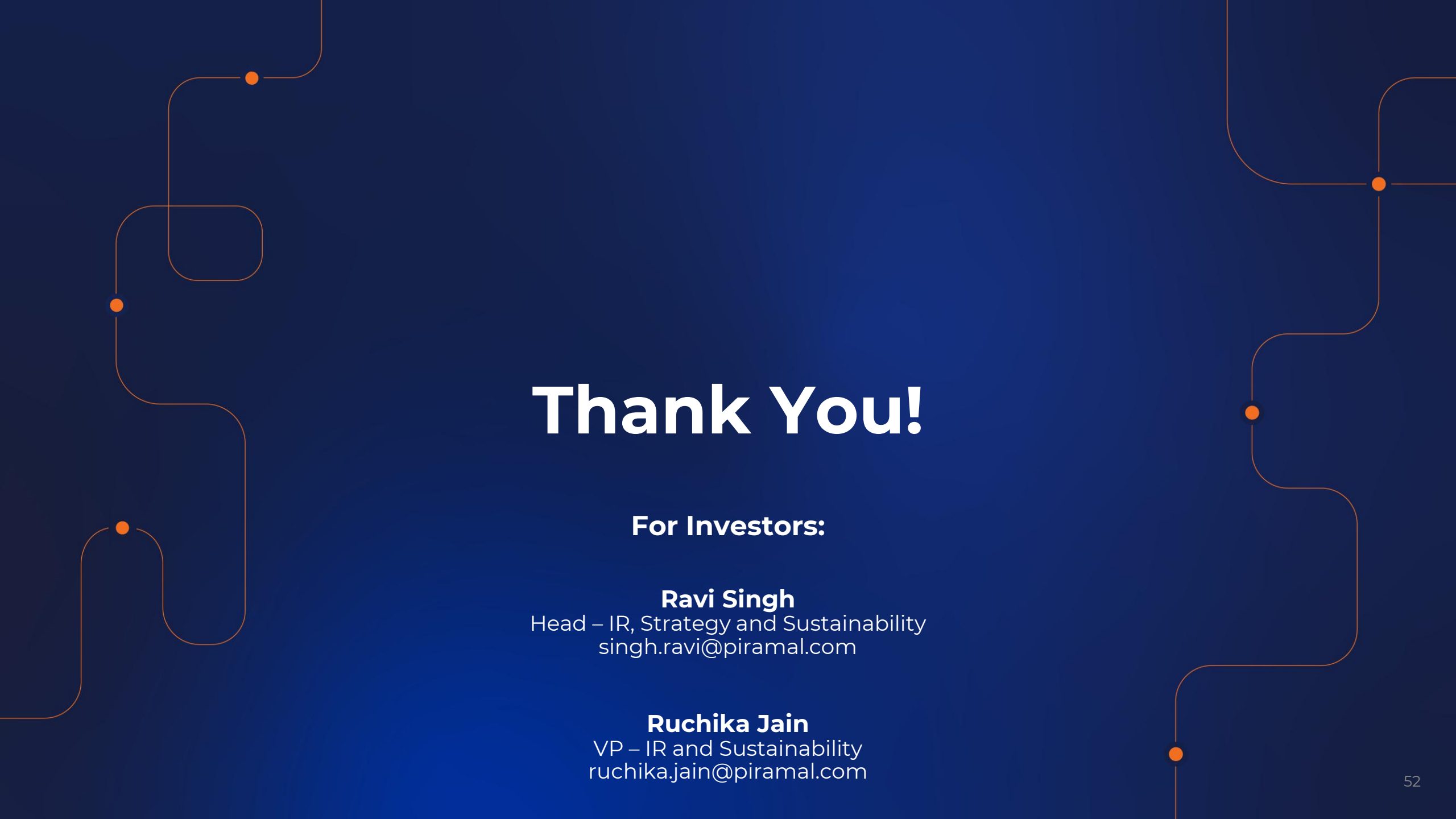
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# Dial-in details for Q1 FY27 earnings conference call

| Event details                             | Location & time                                                                                                                                                                                                                                                                                                                                               | Telephone numbers                                        |
|-------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------|
| Conference call on<br><b>16 July 2027</b> | India – 5:00 PM<br>(India standard time)                                                                                                                                                                                                                                                                                                                      | Universal dial-in<br>+91 22 6280 1264 / +91 22 7115 8165 |
|                                           | USA – 7:30 AM<br>(Eastern time – New York)                                                                                                                                                                                                                                                                                                                    | Toll free number<br>1 866 746 2133                       |
|                                           | UK – 12:30 PM<br>(London time)                                                                                                                                                                                                                                                                                                                                | Toll free number<br>0 808 101 1573                       |
|                                           | Singapore – 7:30 PM<br>(Singapore time)                                                                                                                                                                                                                                                                                                                       | Toll free number<br>800 101 2045                         |
|                                           | Hong Kong – 7:30 PM<br>(Hong Kong time)                                                                                                                                                                                                                                                                                                                       | Toll free number<br>800 964 448                          |
|                                           | <b>Online Registration</b><br>Express Join with <a href="#">DiamondPass™</a>                                                                                                                                                                                                                                                                                  | Click <a href="#">here</a> to pre-register               |
|                                           | <b>We recommend pre-registering through the DiamondPass™ link</b> to receive the dial-in numbers, passcode, and a unique PIN via email for direct access to the call without operator assistance.<br>Alternatively, if using the dial-in numbers above, please dial in 10 minutes before the scheduled start of the call to ensure you are connected on time. |                                                          |



# Thank You!

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