

November 09, 2023

Ref.: SSFB/CS/79/2023-24

To,

National Stock Exchange of India Limited
Listing Department
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051

BSE Limited
The Corporate Relations Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001

Symbol: **SURYODAY**

Scrip Code: **543279**

Dear Sir/Madam,

Sub: Disclosure of Investor Presentation on Unaudited Financial Results of Suryoday Small Finance Bank Limited (the "Bank") for the Quarter (Q2) and Half year ended September 30, 2023, under the Regulation 30 and other applicable provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Ref: Bank's letter No. SSFB/CS/74/2023-24 dated November 02, 2023, intimating about the conference call and letter No. SSFB/CS/76/2023-24 dated November 09, 2023 intimating the Outcome of the Board meeting on approval of the Unaudited Financial Results of the Bank for the Quarter (Q2) and Half year ended September 30, 2023

In continuation to the abovementioned intimations, please find attached herewith Investor Presentation relating to the Conference call update on the Unaudited Financial Results of Bank for the Quarter (Q2) and Half year ended September 30, 2023.

This intimation shall also be made available on the Bank's website at <https://www.suryodaybank.com/> in terms of Regulation 30, 46 and 62 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The above is submitted for your kind information and appropriate dissemination.

Thanking You,

Yours truly,
For **Suryoday Small Finance Bank Limited**

Krishna Kant Chaturvedi
Company Secretary & Compliance Officer

Encl: As above

SURYODAY SMALL FINANCE BANK LIMITED

Reg. & Corp. off: 1101, Sharda Terraces, Plot. 65, Sector 11, CBD Belapur, Navi Mumbai: 400614 Tel: 022-40435800

E Mail: info@suryodaybank.com / **Web:** www.suryodaybank.com **CIN:** L65923MH2008PLC261472 / **GSTIN NO:** 27AAMCS5499J1ZG



SURYODAY

A BANK OF SMILES

Suryoday Small Finance Bank Limited

Investor Presentation – Q2 & H1 FY24



PURPOSEFULNESS

REFLECT. REENGINEER. REBOUND.

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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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Guidance & Way Forward



Corporate Social Responsibility

Business Update

Q2 & H1 FY24

Performance Highlights – H1 FY24

Gross Advances

₹6,921*
(+28.7% YoY)

Disbursements

₹2,787
(+30.8% YoY)

Asset Mix

IF – 59%
Others – 41%

Collection Efficiency

101.7%
(94.6% Sep-22)

Deposits

₹6,388
(+51.9% YoY)

Retail[#] : Bulk Deposit

(77.6% : 22.4%)

CASA

15.7% - ₹1,004
(17.3% - ₹726 for Sep-22)

Cost of Funds

7.2%
(+60 bps YoY)

NII

₹446
(+26.3% YoY)

Cost to Income Ratio

56.7%[^] (+80 bps YoY)

GNPA

2.9%
(-704 bps YoY)

Pre-PoP

₹211
(+22.6% YoY)

RoA / RoE

2.0% / 12.2%
(+150 bps / +947 YoY)

Customers

25.1 lakhs
(+20.1% YoY)

Branch Network

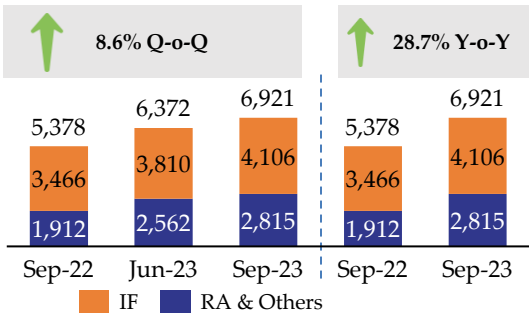
635
(567 Sep-22)

Employee Count

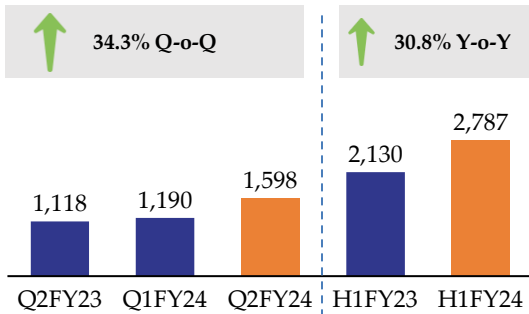
6,989
(5,740 Sep-22)

Key Metrics – Q2 & H1 FY24

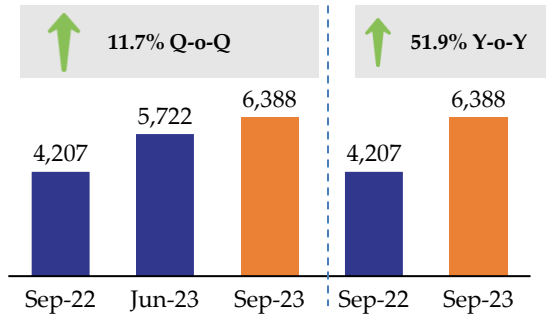
Gross Advances (₹ crores)*



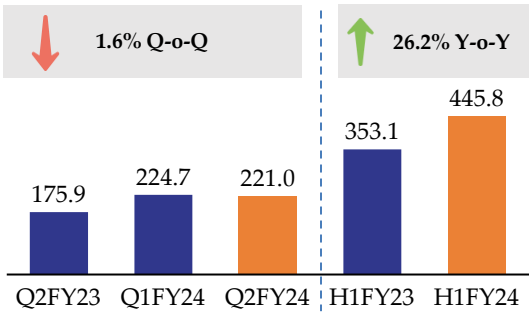
Disbursements (₹ crores)



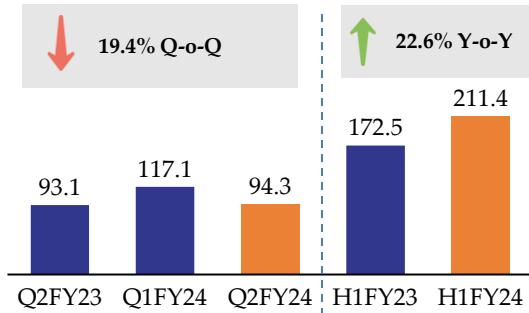
Deposits (₹ crores)



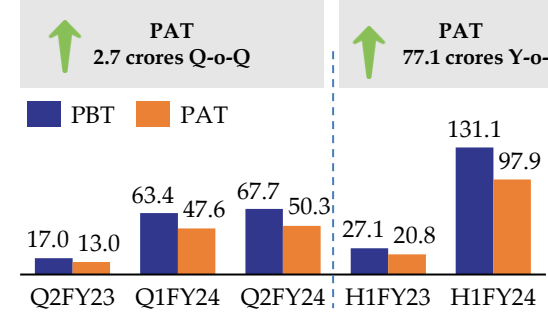
Net Interest Income (₹ crores)



Pre-PoP (₹ crores)



PBT & PAT (₹ crores)



*Includes IBPC of ₹100 crores

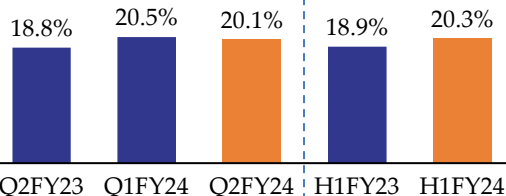
Figures may not add up due to rounding off

All numbers in ₹ crores, unless otherwise indicated

Key Metrics – Q2 & H1 FY24

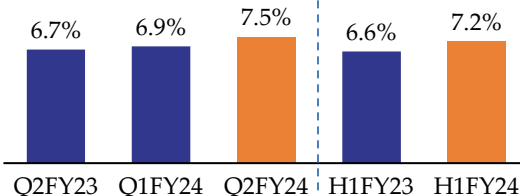
Yield (%)

↓ 44 bps Q-o-Q ↑ 138 bps Y-o-Y



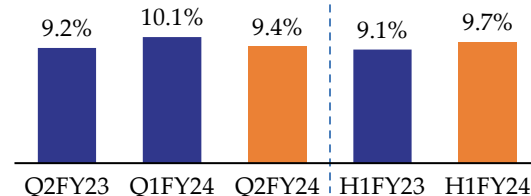
Cost of Funds (%)

↑ 56 bps Q-o-Q ↑ 60 bps Y-o-Y



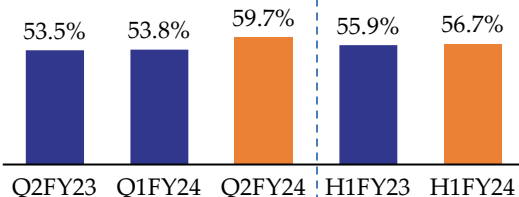
NIM (%)

↓ 75 bps Q-o-Q ↑ 60 bps Y-o-Y



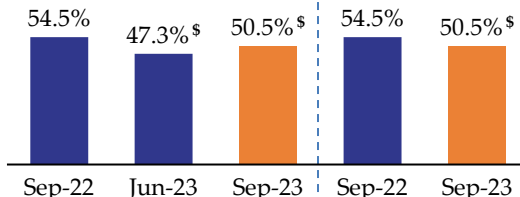
Cost / Income Ratio# (%)^

↑ 620 bps Q-o-Q ↑ 80 bps Y-o-Y



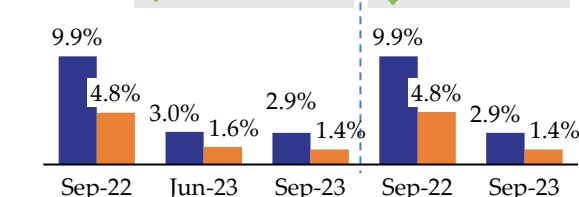
PCR (%)

↑ 320 bps Q-o-Q ↓ 400 bps Y-o-Y



Asset Quality (%)

GNPA ↓ 14 bps Q-o-Q ↓ 704 bps Y-o-Y
 NNPA ↓ 19 bps Q-o-Q ↓ 332 bps Y-o-Y

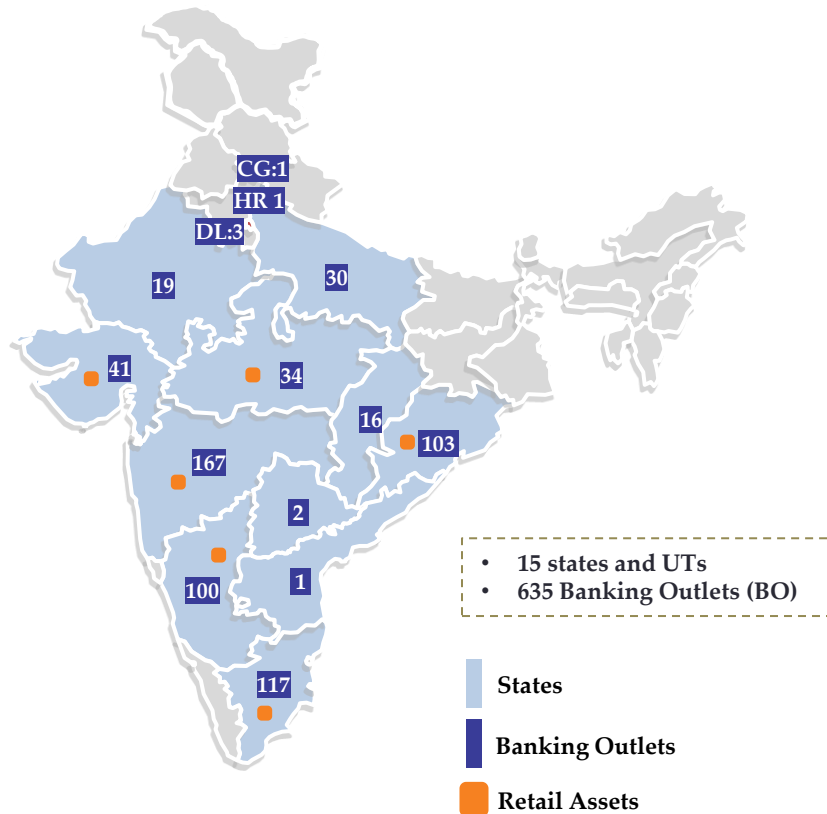




Asset Business Update

Q2 & H1 FY24

Geographical Expansion



Branch Distribution

Asset focused outlets	350
Liability focused outlets	96*
Rural Centers	189
Total	635

Note: *Includes 35 Composite Branches

Geographical Mix of the Branches

Outlets	Asset Focused	Liability Focused	URC
Tamil Nadu*	65	22	30
Maharashtra	78	34	55
Odisha	28	10	65
Karnataka	66	11	23
Madhya Pradesh	26	3	5
Gujarat	36	5	0
Others	51	11	11
Total	350	96	189

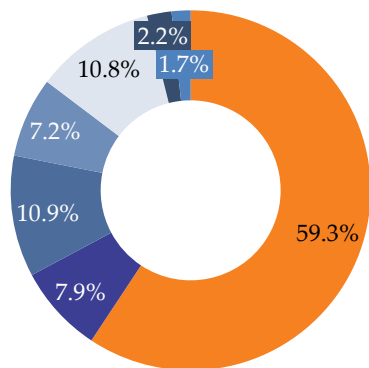
Note: Tamil Nadu Includes Puducherry
Some of the URC branches are full fledged asset branches

*117 branches in Tamil Nadu includes 2 branches in Puducherry

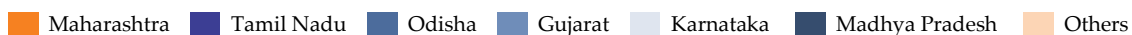
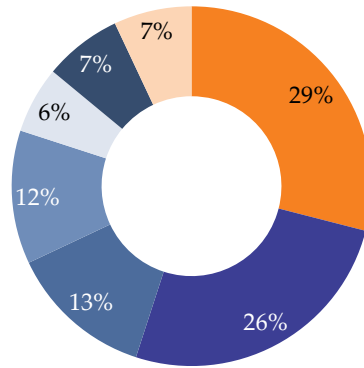
Asset Business Update – Q2 FY24

Particulars	JLG	VL	CV	HL	SBL	FIG	Partnerships	Others	Total
Gross Advances – (₹ Crores)*	2,485	1,621	545	754	496	749	154	118	6,921
Disbursement – Q2 FY24 (₹ Crores)	548	577	159	86	60	135	32	1	1,598
CE % - September 2023 (1 EMI adjusted)	95%	98%	95%	95%	93%	100%	92%	-	96%

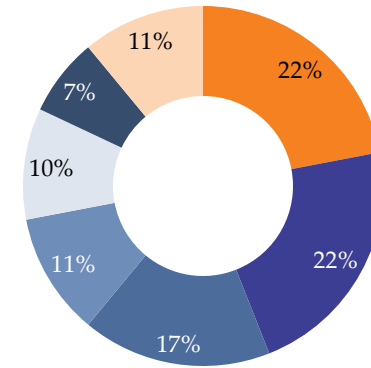
Portfolio Mix – Product Wise



Regional Portfolio Mix (Overall)

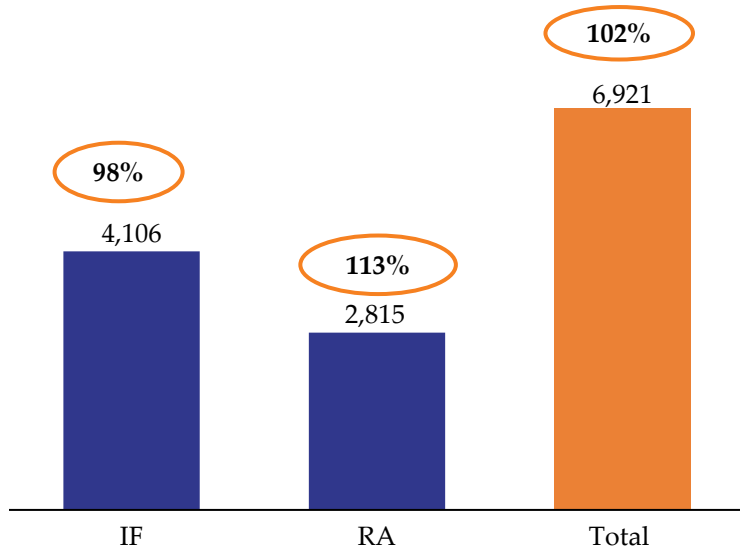


Regional Portfolio Mix (IF)



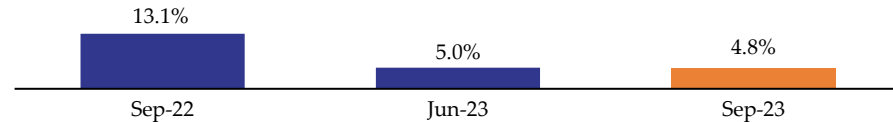
Book Performance as on 30th September 2023

Collection Efficiency (₹ crores)

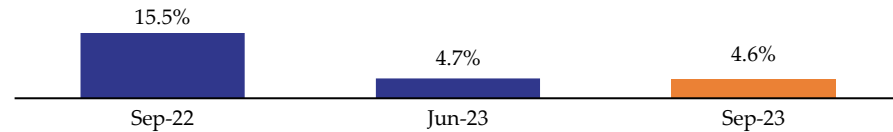


 Collection Efficiency Overall

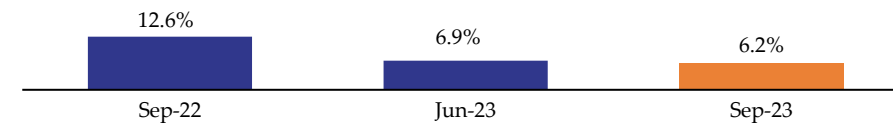
Overall – PAR 30+



IF – PAR 30+



Retail Assets – PAR 30+

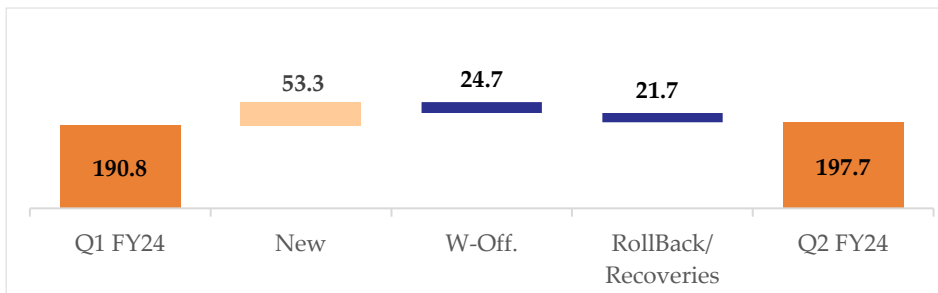


Product	Gross Advances*	GNPA	NPA Provisions	Floating Provision	Total Provision	NNPA	GNPA	NNPA	PCR
IF	2,485	132	46	29	75	56	5.3%	2.3%	57.1%
VL	1,621	11	4	-	4	6	0.6%	0.4%	42.5%
HL	754	13	4	-	4	10	1.8%	1.3%	29.3%
SBL	496	15	3	-	3	11	3.0%	2.3%	22.6%
CV	545	6	5	-	5	2	1.1%	0.3%	73.0%
FIG	749	-	-	-	-	-	0.0%	0.0%	0.0%
Unsecured Business Loan	154	10	5	-	5	6	6.7%	3.7%	47.0%
Other	118	11	4	-	4	8	9.5%	6.6%	32.5%
Total	6,921	198	71	29	100	98	2.9%	1.4%	50.5%

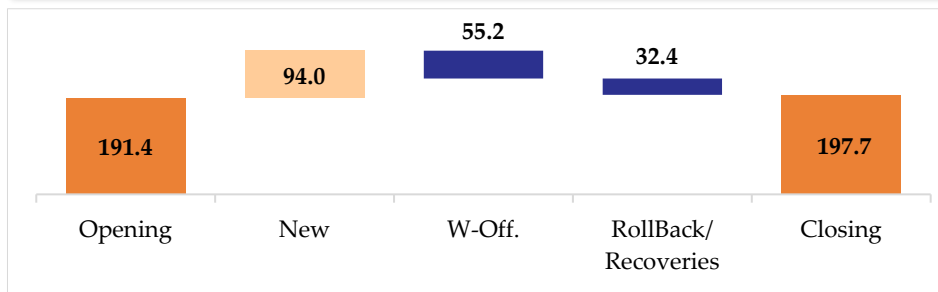
1. Other includes Staff Loan, Smile OD, MBL and overdraft against FD.
2. ECLGS NPA excluding ECLGS Claim collections till Sept-23 ₹ 50 crores.
3. Excluding ₹ 40 crores. provisions towards ARC.
4. Out of ₹ 198 crores of GNPA ₹ 27 crores is covered through CGFMU scheme.

Particulars	Amt
GNPA	198
Covered Under ECLGS	60
GNPA Excluding above Scheme	138
Provision	100
Balance NPA	38

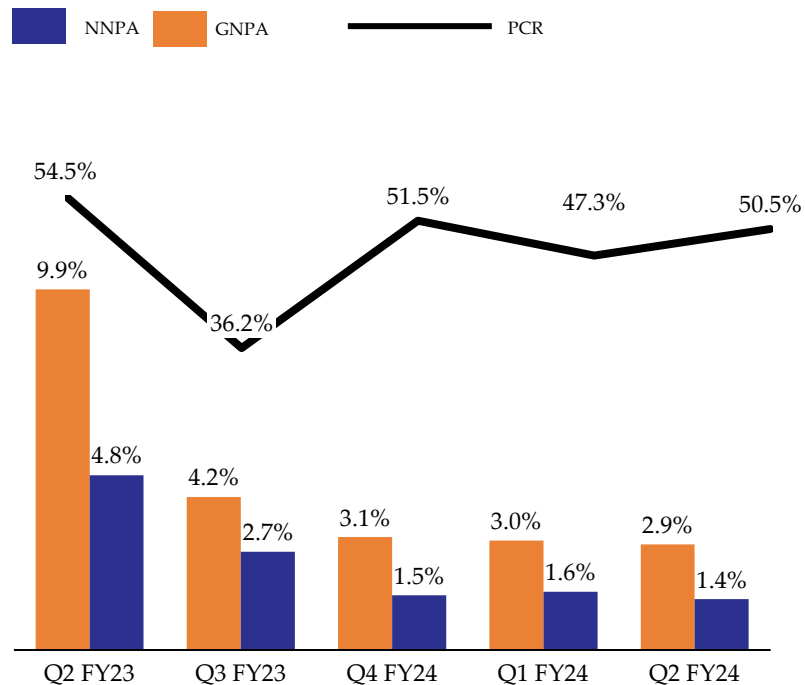
GNPA Q2 FY24 Movement



GNPA H1 FY24 Movement



Trend: GNPA, NNPA & PCR

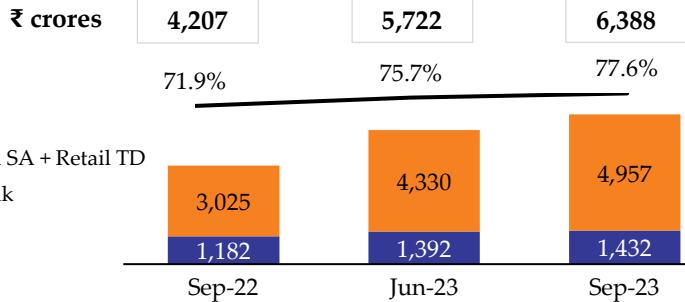


Liability & Liquidity

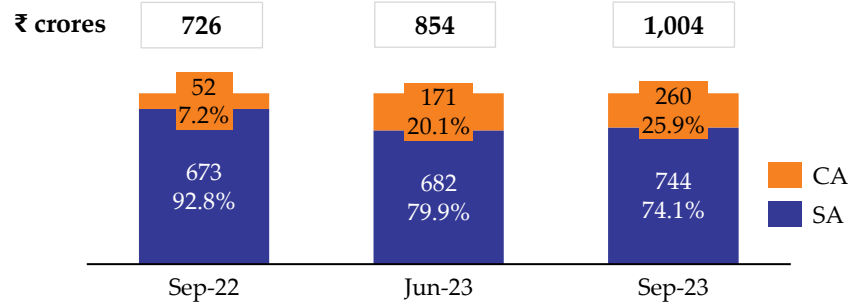
Update

Q2 & H1 FY24

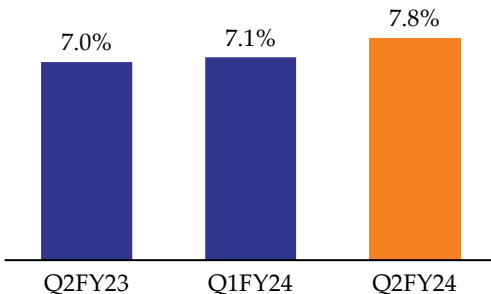
Deposits



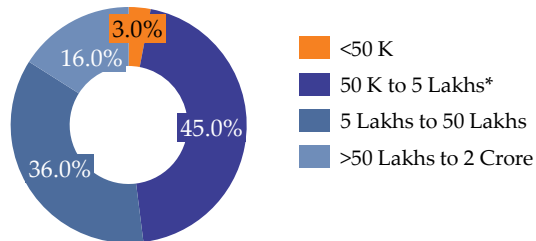
CASA Mix



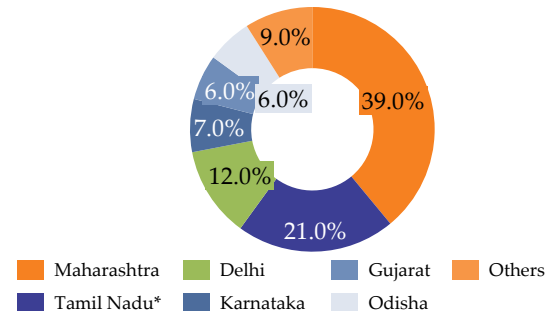
Cost of Deposits



Retail Deposit (Incl CASA) Average Ticket Size



Geographic diversification of Deposits



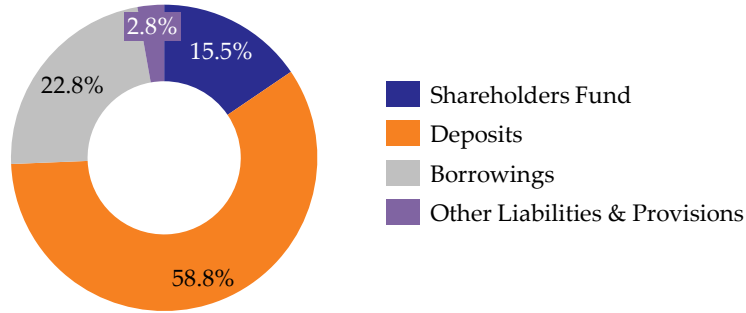
CASA acquisition momentum outpaced deposit mobilisation in Q2 FY24
CASA ratio at 23% of incremental deposits, garnered during Q2 FY24 – CASA crossing ₹1,000 crores in value.

*Note: Puducherry is included in Tamil Nadu

All numbers in ₹ crores, unless otherwise indicated

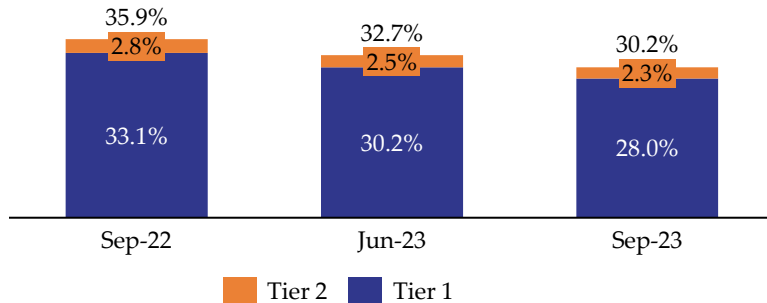
Liability Profile & Liquidity

Balance Sheet Mix

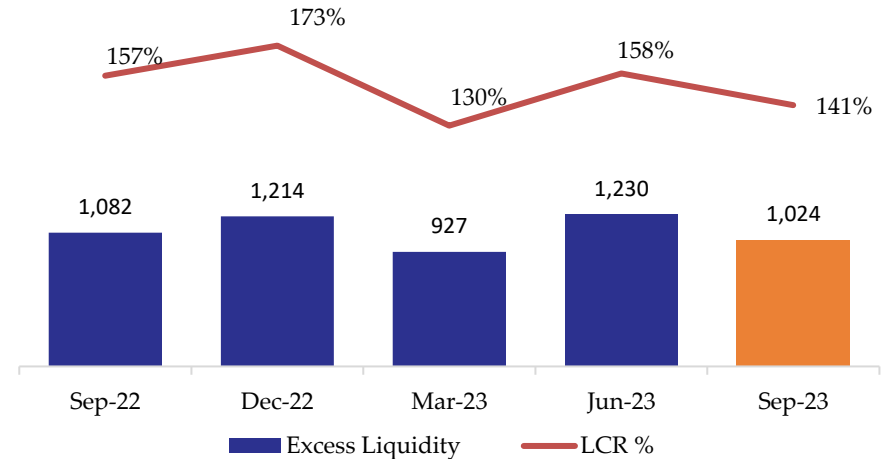


- Healthy CRAR of 30.2%, well above statutory requirement
- Strong and stable ALM maintained.

Capital Adequacy Ratio % (CRAR)



Liquidity Position (₹ crores)



Financial & Key Ratios

Q2 & H1 FY24

Financials – Balance Sheet

Particulars (figures in ₹ crores)	Sep-23	Sep-22	Y-o-Y	Jun-23	Q-o-Q
Capital and Liabilities					
Capital	106.2	106.2	-	106.2	-
Reserves and Surplus	1,577.9	1,421.3	11.0%	1,526.8	3.3%
Deposits	6,388.4	4,207.0	51.9%	5,721.6	11.7%
Borrowings	2,479.9	2,350.0	5.5%	2,548.4	-2.7%
Other Liabilities and Provisions	304.0	300.5	1.2%	304.7	-0.2%
Total	10,856.4	8,385.0	29.5%	10,207.8	6.4%
Assets					
Fixed Assets	162.2	157.6	2.9%	158.0	2.6%
Cash and Bank	725.9	440.2	64.9%	848.0	-14.4%
Investments	2,904.9	2,424.4	19.8%	2,721.6	6.7%
Advances [^]	6,721.0	5,090.2	32.0%	6,181.2	8.7%
Other Assets	342.4	272.5	25.7%	298.9	14.6%
Total Assets	10,856.4	8,385.0	29.5%	10,207.8	6.4%

Financials – P&L Account

Particulars (figures in ₹ crores)	Q2 FY24	Q2 FY23	Y-o-Y
Interest Earned	375.2	281.0	+33.5%
Interest Expended	154.2	105.1	+46.7%
Net Interest Income	221.0	175.9	+25.6%
Other Income	51.8	24.7	+110.0%
Net Total Income	272.8	200.6	+36.0%
Operating Expenses	162.9	107.5	+51.5%
Employee Expense	83.9	51.6	+62.6%
Other Expense	79.0	55.9	+41.3%
Operating Profit Before CGFMU	109.9	93.1	+18.1%
CGFMU Expense	15.6	-	-
Operating Profit After CGFMU	94.3	93.1	+1.3%
Provisions and Contingencies	26.7	76.1	-65.0%
Profit Before Tax	67.7	17.0	+299.3%
Tax	17.4	4.0	+339.3%
Profit After Tax	50.3	13.0	+287.1%

Q1 FY24	Q-o-Q
358.1	+4.8%
133.4	+15.6%
224.7	-1.6%
51.0	+1.4%
275.7	-1.1%
148.4	+9.8%
75.2	+11.6%
73.2	+7.9%
127.4	-13.7%
10.3	+50.9%
117.1	-19.4%
53.7	-50.3%
63.4	+6.8%
15.8	+9.8%
47.6	+5.8%

H1 FY24	H1 FY23	Y-o-Y
733.3	562.5	+30.4%
287.6	209.5	+37.3%
445.8	353.1	+26.2%
102.8	37.8	+171.9%
548.5	390.8	+40.4%
311.3	218.3	+42.6%
159.1	104.8	+51.8%
152.2	113.5	+34.1%
237.3	172.5	+37.5%
25.9	-	-
211.4	172.5	+22.5%
80.3	145.4	-44.8%
131.1	27.1	+384.3%
33.2	6.3	+425.6%
97.9	20.8	+371.7%

Key Metrics

Particulars	Unit	Q2 FY24	Q2 FY23	Y-o-Y	Q1 FY24	Q-o-Q	H1 FY24	H1 FY23	Y-o-Y
Gross Advances	₹ Crores	6,921	5,378	+28.7%	6,372	+8.6%	6,921	5,378	+28.7%
Disbursement	₹ Crores	1,598	1,118	+42.9%	1,190	+34.3%	2,787	2,130	+30.8%
Deposits	₹ Crores	6,388	4,207	+51.9%	5,722	+11.7%	6,388	4,207	+51.9%
Retail Deposit to Total Deposit	%	77.6%	71.9%	+567 bps	75.7%	+192 bps	77.6%	71.9%	+567 bps
CASA Ratio	%	15.7%	17.3%	-158 bps	14.9%	+80 bps	15.7%	17.3%	-158 bps
Yield	%	20.1%	18.8%	+130 bps	20.5%	-44 bps	20.3%	18.9%	+138 bps
NIM	%	9.4%	9.2%	+12 bps	10.1%	-75 bps	9.7%	9.1%	+60 bps
Cost of Deposits	%	7.8%	7.0%	+85 bps	7.1%	+68 bps	7.5%	6.8%	+70 bps
Cost of Borrowings	%	6.7%	6.4%	+30 bps	6.5%	+20 bps	6.6%	6.3%	+30 bps
Cost of Funds	%	7.5%	6.7%	+75 bps	6.9%	+56 bps	7.2%	6.6%	+60 bps
Cost to income^ - Excl CGFMU	%	59.7%	53.5%	+620 bps	53.8%	+590 bps	56.7%	55.9%	+80 bps
Cost to income^ - Incl CGFMU	%	65.4%	53.5%	+1,181 bps	57.5%	+787 bps	61.5%	55.9%	+556 bps
GNPA Ratio	%	2.9%	9.9%	-704 bps	3.0%	-14 bps	2.9%	9.9%	-704 bps
NNPA Ratio	%	1.4%	4.8%	-332 bps	1.6%	-19 bps	1.4%	4.8%	-332 bps
PCR (Excluding Technical Write offs)	%	50.5%	54.5%	-400 bps	47.3%	320 bps	50.5%	54.5%	-400 bps
Book Value Per Share (BVPS)	₹	158.6	143.9	+10.2%	153.8	+3.1%	158.6	143.9	+10.2%

[^]Excluding CGFMU



FY 24 Guidance

On Track to Achieve FY 24 Guidance...

Advances Growth

~ 30%
(+13.2%)

Deposit Growth

~ 35%
(+23.6%)

CASA

~ 22%
(15.7%)

Cost of Funds

~ 7.5%
(7.2%)

NIM

~ 10.0%
(9.7%)

GNPA / NNPA

<2% / <0.5%
(2.9% / 1.4%)

Cost to Income

~ 57%
(56.7%)^

ROA*

~ 2.2%
(2.0%)

ROE*

~ 15%
(12.2%)

^Excluding CGFMU

H1 FY24 so far..

- Business momentum gathered pace in Q2 FY24 both on Advances and Deposits
- Vikas Loan book crossing ₹ 1,600 crores (~23% of Advances)
- NIM compression due to higher cost of deposits as per industry trends
- Improvement in CASA - book crossing ₹ 1,000 crores
- Investments made towards branch infrastructure and manpower

Way Forward...

- Business growth momentum to continue
- Looking to build a robust ₹ 2,500 crores Vikas Loan book
- Focus on granular CASA which would help rationalise cost of deposits
- Branch and manpower investments to drive operational efficiency
- Partnering with digital platforms to mobilise low-cost deposit and assets



CSR Initiatives

Ongoing Programs	Key Updates
Financial Capability of Domestic Workers "Adhira"	<ul style="list-style-type: none"> • Financial Literacy, Health and Livelihood programs for Domestic Workers • Tie up with India Post, Adhaar Kendra's for KYC updation • Tie up Rotary Club for Health Camps in housing complexes
Financial Capability for Students "Ujjwal"	<ul style="list-style-type: none"> • Financial Literacy for student's class 8th to 12th from Government schools. • Trainings conducted in Navi Mumbai and Puducherry schools with permission from respective education departments.
Financial Capability for Parents "Swayamshree"	<ul style="list-style-type: none"> • Financial literacy for parents whose children have attended training in school or community. • Children influence parents and become partners in learning.
Health Interventions with focus on women and adolescent girls "Spandan"	<ul style="list-style-type: none"> • Key focus areas are anemia , reproductive and menstrual health, seasonal infections, eye care and Osteoporosis. • Tie up with Public Health Centers for medicine distribution for ailments identified during health check ups • On menstrual health - low-cost Sanitary napkins made available to the community by creating a distribution network.
Quality Education for all children –"VIDYA"	<ul style="list-style-type: none"> • Infrastructure support (water filters, library, science lab etc) given in 13 Navi Mumbai Municipal Schools. These schools are within slums/villages • Permission for same was received from Navi Mumbai Municipal Corporation Education Department. • Along with infrastructure – health and other initiatives were implemented in the schools and the community around the school.
Complimentary Livelihoods "Udyojika"	<ul style="list-style-type: none"> • Selling of Low-Cost Sanitary Napkins through distribution network is being currently piloted. • Producing low-cost environment friendly cloth bags and distribution tie up with local vendors.



- The CSR activities for the Bank are mostly undertaken by Suryoday Foundation . Currently 6 programs are under implementation . A total of 23,548 beneficiaries have been covered in Q2 FY 24 across these programs
- Further , the Bank is also working with Rotary Club of Chennai for preventive dental care through mobile van covering all Chennai Municipal Schools. The said arrangement is for 3 years (FY 22 , FY 23 and FY 24) . A total of 19,683 students have been covered in this program for Q2 FY 24
- From time to time , Bank also gives one-time grants in areas of education, health , livelihoods and environment





SURYODAY

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THANK YOU !

Company: Suryoday Small Finance Bank Limited



CIN: L65923MH2008PLC261472

Mr. Himadri Das

himadri.das@suryodaybank.com

Website: www.suryodaybank.com

Investor Relation Advisors: Strategic Growth Advisors Pvt. Ltd.

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Aakash S Mehta / Mr. Abhishek Shah

aakash.s.m@sgapl.net / abhishek.shah@sgapl.net

Tel: +91 9870679263 / +91 9930651660