

May 09, 2024

Ref.: SFB/CS/18/2024-25

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 the Audited Financial Results of Suryoday Small Finance Bank Limited (the "Bank") for the Quarter (Q4) and Financial Year ended March 31, 2024, 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/12/2024-25 dated May 06, 2024, intimating about the conference call and letter No. SSFB/CS/15/2024-25 dated May 09, 2024, intimating the Outcome of the Board meeting on approval of the Audited Financial Results of the Bank for the Quarter (Q4) and Financial year ended March 31, 2024

In continuation to the abovementioned intimations, please find attached herewith Investor Presentation relating to the Conference call update on the Audited Financial Results of Bank for the Quarter (Q4) and Financial Year ended March 31, 2024.

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



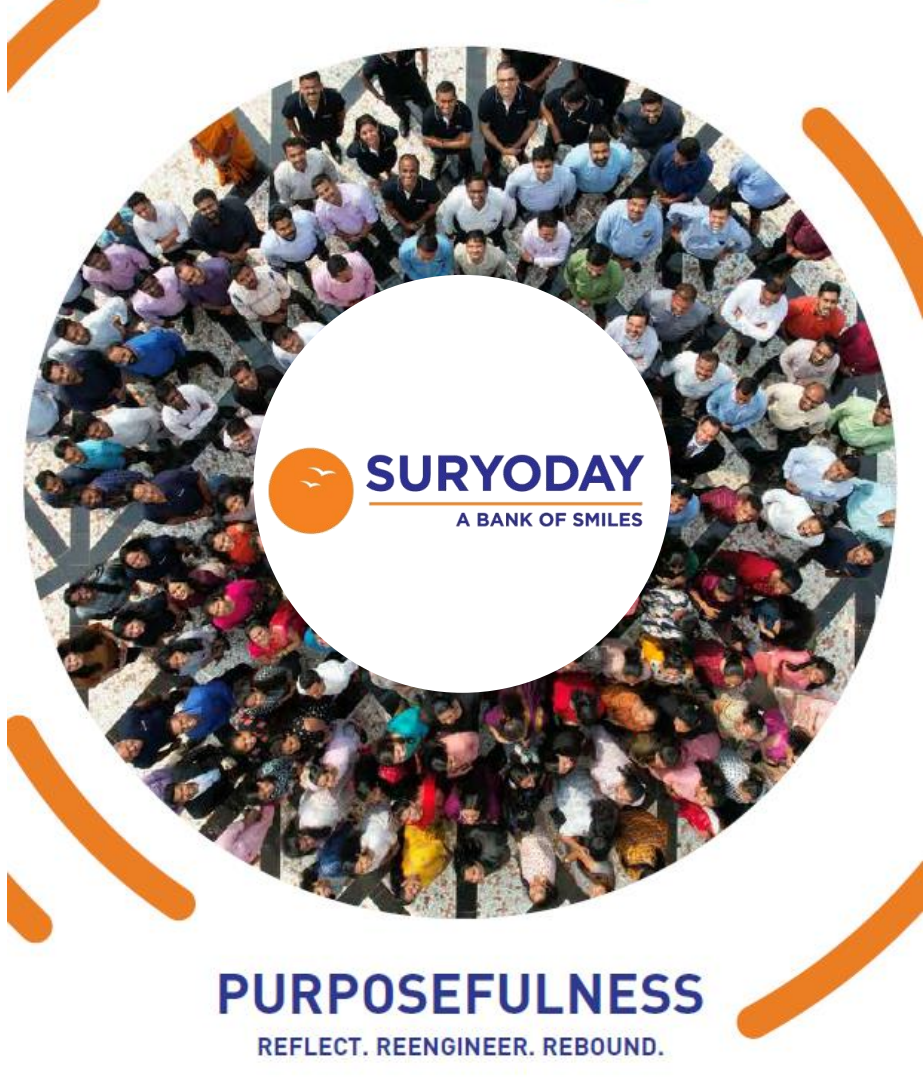
SURYODAY

A BANK OF SMILES

Suryoday Small Finance Bank Limited
Investor Presentation – Q4 & FY24

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- Asset Business Update
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PURPOSEFULNESS

REFLECT. REENGINEER. REBOUND.

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Suryoday Small Finance Bank (the “Company”)**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



Business Update

Q4 & FY24

Performance Highlights – FY24

Gross Advances

₹8,650*
(+41.5% YoY)

Disbursements

₹6,919
(+36.1% YoY)

Asset Mix

IF : Others – 58.6% : 41.4%
(61.2% : 38.8%)

Collection Efficiency (one EMI adjusted)

95.8% (89.8%)

Deposits

₹7,777
(+50.5% YoY)

Retail# : Bulk Deposit

78.8% : 21.2%
(73.1% : 26.9%)

CASA

20.1% - ₹1,566
(17.1% - ₹884)

Cost of Funds

7.3%
(6.7%)

NII

₹962
(+28.9% YoY)

CTI Ratio in. CGFMU

61.6% (60.0%)

CTI Ratio ex. CGFMU

57.1% (60.0%)

GNPA / NNPA®

2.8% / 0.8%
(3.1% / 1.5%)

PPoP in. CGFMU

₹454 (+34.5% YoY)

PPoP ex. CGFMU

₹507 (+50.1% YoY)

RoA / RoE

2.1% / 12.9%
(0.9% / 5.1%)

Customers

28.2 lakhs
(+22.2% YoY)

Branch Network

695
(+20.5% YoY)

Employee Count

7,440
(+23.5% YoY)

*Includes IBPC of ₹400 crores

#Includes Retail Term Deposit & CASA

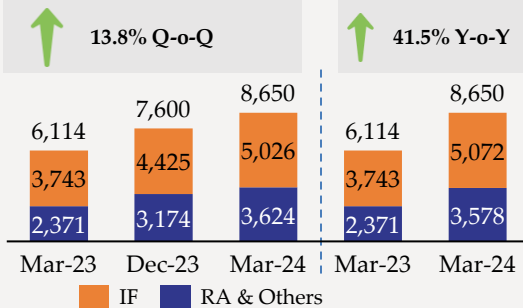
Figures in () represents FY23

®calculated on Gross Advances including IBPC

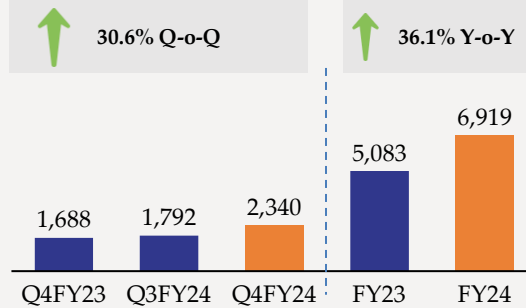
All numbers in ₹ crores, unless otherwise indicated

Key Metrics – Q4 & FY24

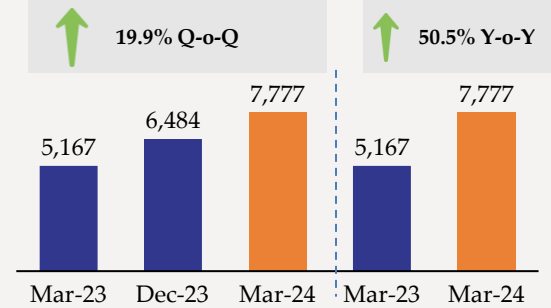
Gross Advances*



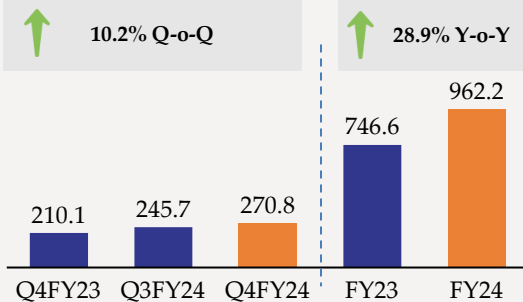
Disbursements



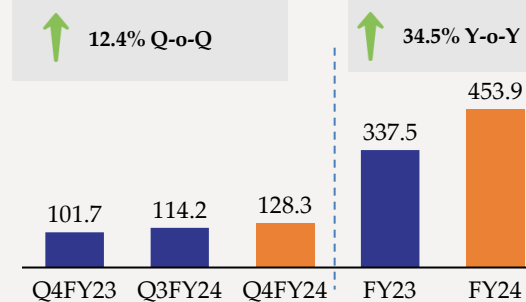
Deposits



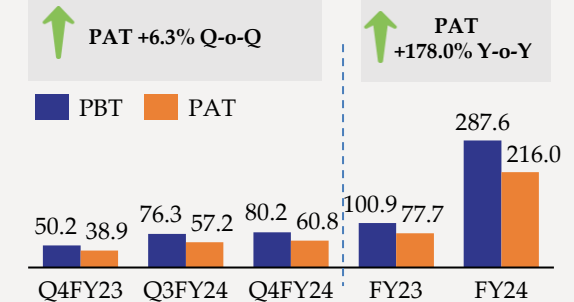
Net Interest Income



Pre-POP



PBT & PAT



*Includes IBPC

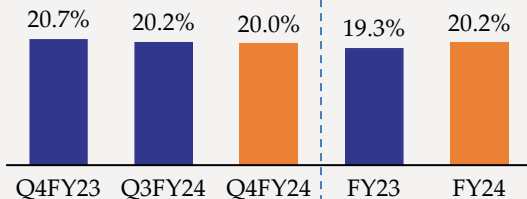
Figures may not add up due to rounding off

All numbers in ₹ crores, unless otherwise indicated

Key Metrics – Q4 & FY24

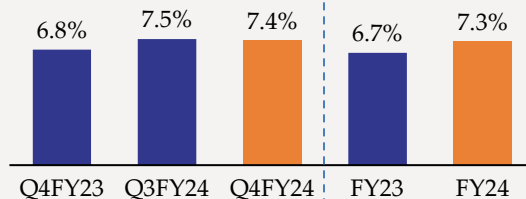
Yield (%)

↓ 27 bps Q-o-Q ↑ 88 bps Y-o-Y



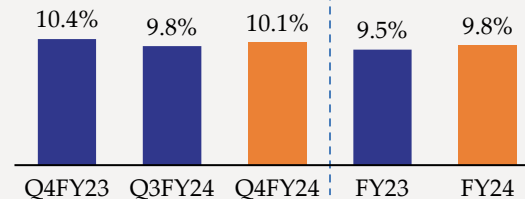
Cost of Funds (%)

↓ 7 bps Q-o-Q ↑ 67 bps Y-o-Y



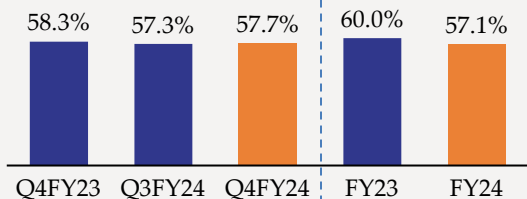
NIM (%)

↑ 32 bps Q-o-Q ↑ 34 bps Y-o-Y



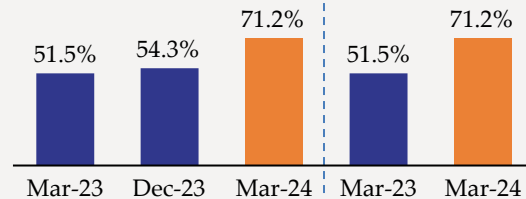
Cost / Income Ratio[^] (%)

↑ 40 bps Q-o-Q ↓ 289 bps Y-o-Y



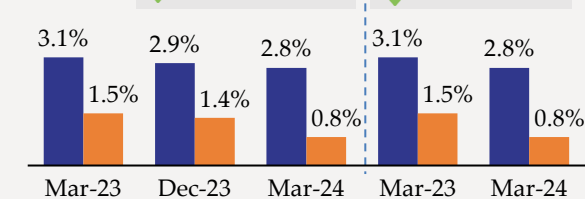
PCR (%)

↑ 1,686 bps Q-o-Q ↑ 1,967 bps Y-o-Y



Asset Quality (%)[@]

GNPA ↓ 14 bps Q-o-Q ↓ 30 bps Y-o-Y
 NNPA ↓ 54 bps Q-o-Q ↓ 68 bps Y-o-Y



[^]Excluding CGFMU
 Including CGFMU – 61.7% Q4FY24 and 61.6% FY24

[@]calculated on Gross Advances including IBPC

Figures may not add up due to rounding off;

All numbers in ₹ crores, unless otherwise indicated



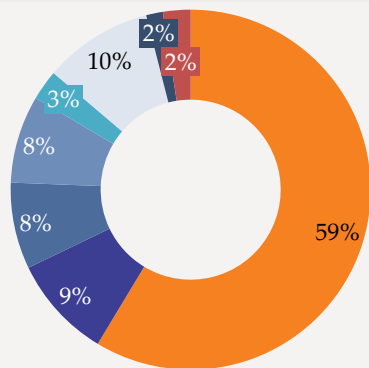
Asset Business Update

Q4 & FY24

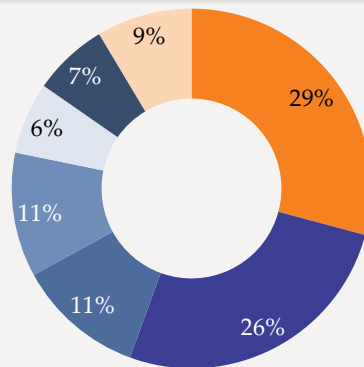
Asset Business Update – FY24

Particulars	JLG	VL	CV	HL	LAP	Micro Mortgage	FIG	Partnership	Others	Total
Gross Advances – (₹ Crores)*	2,389	2,683	798	672	681	235	848	130	215	8,650
Disbursement – FY24 (₹ Crores)	2,137	2,523	634	220	374	163	692	72	104	6,919
CE % - FY24 (1 EMI Adjusted)	94.6%	98.0%	96.5%	95.4%	93.0%	99.5%	100.0%	90.4%	-	95.8%
CE % - Mar'24 (1 EMI Adjusted)	94.4%	97.6%	97.9%	95.7%	94.2%	99.6%	100.0%	88.4%	-	95.9%

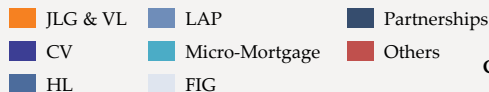
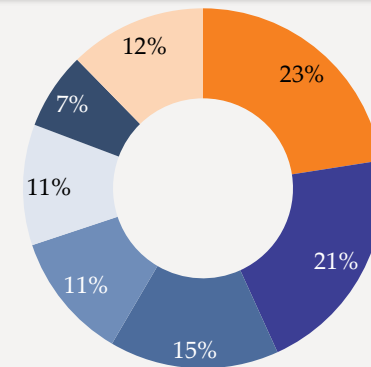
Portfolio Mix – Product Wise



Regional Portfolio Mix (Overall)



Regional Portfolio Mix (IF)



Collection Efficiency = Collected amount / Amount due for the month (across all buckets)
 - Collected amount excludes collection from ARC, Write Offs, Pre-Closure, Excess Payment
 - Collection Efficiency is restricted to one EMI

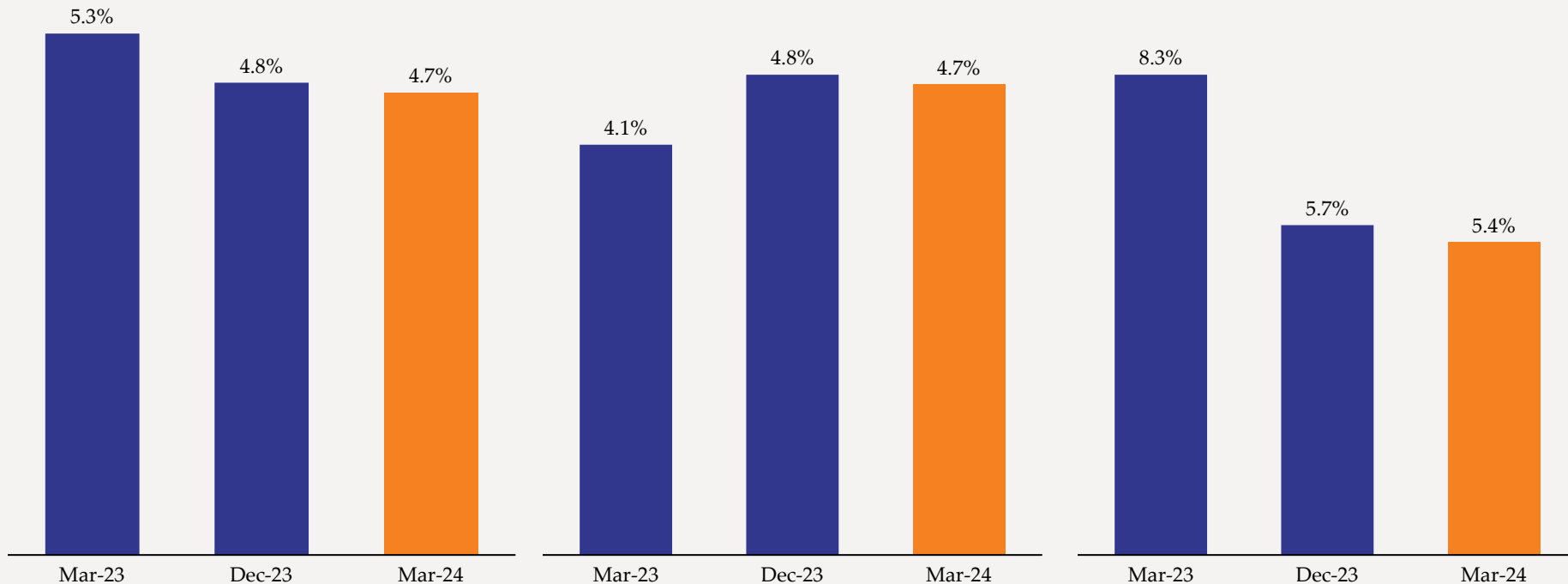
Figures may not add up due to rounding off
 All numbers in ₹ crores, unless otherwise indicated

*Includes IBPC of ₹400 crores

Overall – PAR 30+

IF – PAR 30+

Retail Assets – PAR 30+



Product	Gross Advances*	GNPA	NPA Provisions	Floating Provision	Total Provision	NNPA	GNPA [®]	NNPA [®]	PCR
JLG	2,389	146	87	34	121	25	6.1%	1.1%	83.1%
Vikas	2,683	31	17	0	17	14	1.2%	0.5%	54.1%
CV	798	6	4	0	4	3	0.8%	0.3%	57.6%
HL	672	15	4	0	4	10	2.2%	1.5%	29.7%
LAP	681	16	4	0	4	13	2.4%	1.8%	24.1%
Micro-Mortgage	235	1	0	0	0	1	0.3%	0.3%	21.5%
FIG	848	0	0	0	0	0	0.0%	0.0%	0.0%
Partners	130	16	16	0	16	0	12.7%	0.1%	99.4%
Others [#]	215	11	6	0	6	5	5.2%	2.3%	56.8%
Total	8,650	242	139	34	172	70	2.8%	0.8%	71.2%

GNPA includes ECLGS ₹ 46 crores of which claims collected is ₹ 9 crores

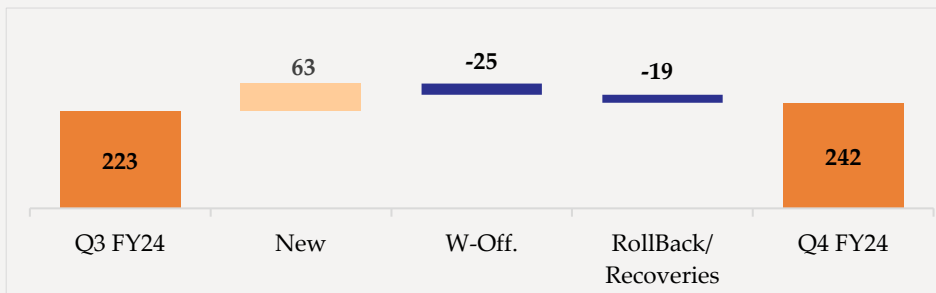
*including IBPC Portfolio of ₹400 crores; #Others include Smile OD, MBL, Overdraft against FD and Staff Loan

[®]calculated on Gross Advances including IBPC

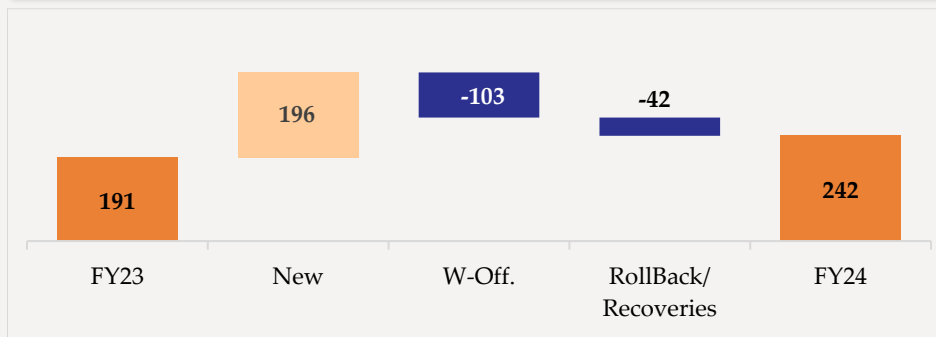
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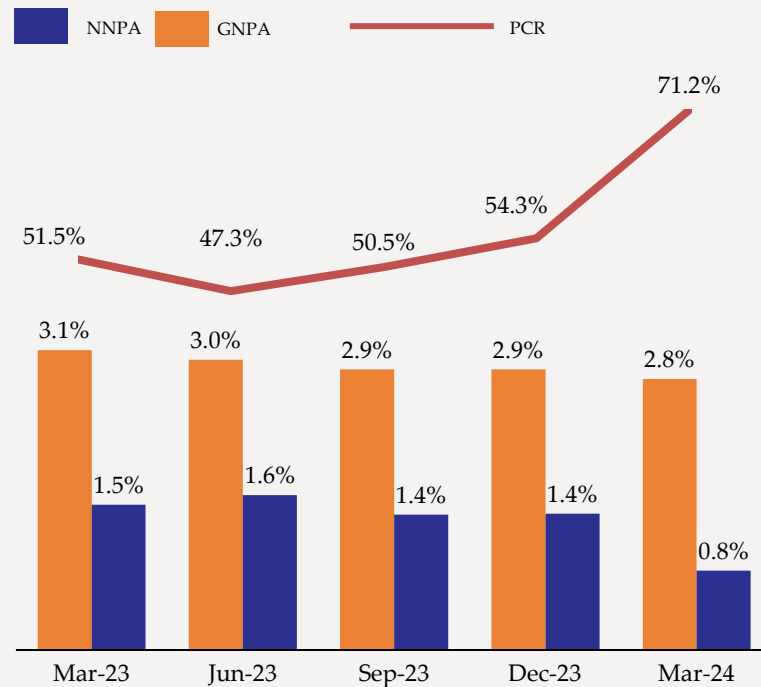
GNPA Q4 FY24 Movement



GNPA FY24 Movement



Trend: GNPA, NNPA & PCR

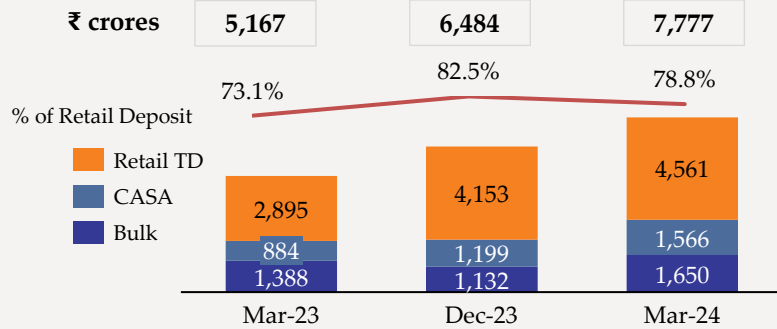




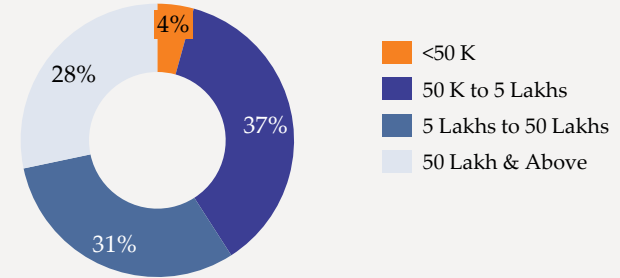
Liability Business Update

Q4 & FY24

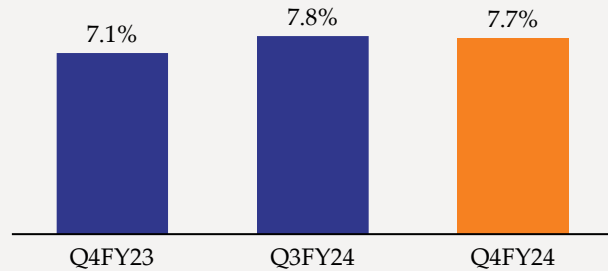
Deposits



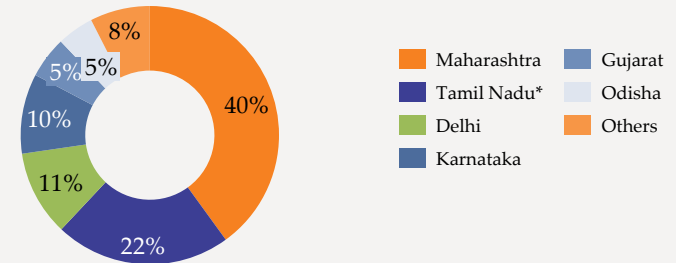
Retail Deposit (Incl CASA) Average Ticket Size



Cost of Deposits

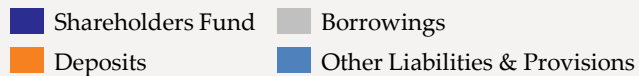
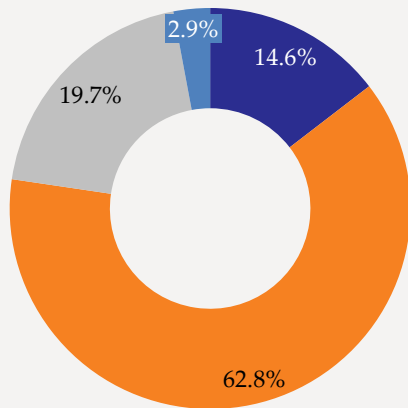


Geographic diversification of Deposits

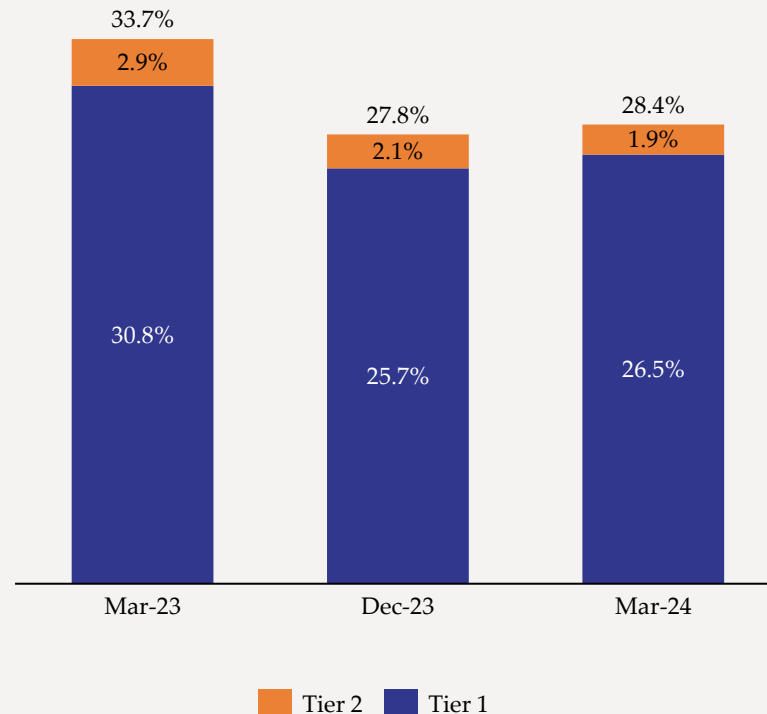


Continue to focus on mobilizing CASA and granular retail deposit

Balance Sheet Mix



Capital Adequacy Ratio % (CRAR)





Financial & Key Ratios

Q4 & FY24



Particulars	Mar-24	Mar-23	Y-o-Y	Dec-23	Q-o-Q
Capital and Liabilities					
Capital	106.2	106.2	-	106.2	-
Reserves and Surplus	1,698.8	1,478.6	14.9%	1,636.5	3.8%
Deposits	7,777.3	5,166.7	50.5%	6,484.1	19.9%
Borrowings	2,443.0	2,765.4	-11.7%	2,563.0	-4.7%
Other Liabilities and Provisions	352.5	344.4	-0.8%	332.0	2.9%
Total	12,377.7	9,861.2	25.4%	11,121.7	11.2%
Assets					
Fixed Assets	168.8	164.5	1.7%	164.9	1.4%
Cash and Bank	1,180.1	833.1	42.4%	587.9	101.8%
Investments	2,599.3	2,570.2	1.1%	2,853.8	-8.9%
Advances [^]	8,078.0	6,015.1	34.3%	7,178.6	12.5%
Other Assets	351.6	278.4	20.7%	336.6	-0.1%
Total Assets	12,377.7	9,861.2	25.4%	11,121.7	11.2%

Particulars	Q4 FY24	Q4 FY23	Y-o-Y
Interest Earned	444.7	329.5	35.0%
Interest Expended	173.9	119.3	45.7%
Net Interest Income	270.8	210.1	28.9%
Other Income	64.7	34.0	90.5%
Net Total Income	335.5	244.1	37.4%
Operating Expenses	193.4	142.4	35.9%
Employee Expense	108.5	73.1	48.3%
Other Expense	85.0	69.3	22.7%
Operating Profit Before CGFMU	142.0	101.7	39.7%
CGFMU Expense	13.7	-	NA
Operating Profit After CGFMU	128.3	101.7	26.2%
Provisions and Contingencies*	48.2	51.5	-6.4%
Profit Before Tax	80.2	50.2	59.7%
Tax	19.3	11.3	70.7%
Profit After Tax	60.8	38.9	56.5%

Q3 FY24	Q-o-Q
410.7	8.3%
165.0	5.4%
245.7	10.2%
51.9	24.7%
297.6	12.7%
170.4	13.5%
93.3	16.3%
77.1	10.1%
127.2	11.7%
13.0	5.1%
114.2	12.4%
37.9	27.2%
76.3	5.1%
19.1	1.3%
57.2	6.3%

FY24	FY23	Y-o-Y
1,588.7	1,183.7	34.2%
626.5	437.1	43.3%
962.2	746.6	28.9%
219.4	97.4	125.2%
1,181.6	844.0	40.0%
675.1	506.5	33.3%
360.8	242.4	48.9%
314.3	264.2	19.0%
506.5	337.5	50.1%
52.6	-	NA
453.9	337.5	34.5%
166.3	236.6	-29.7%
287.6	100.9	185.1%
71.6	23.2	209.2%
216.0	77.7	178.0%

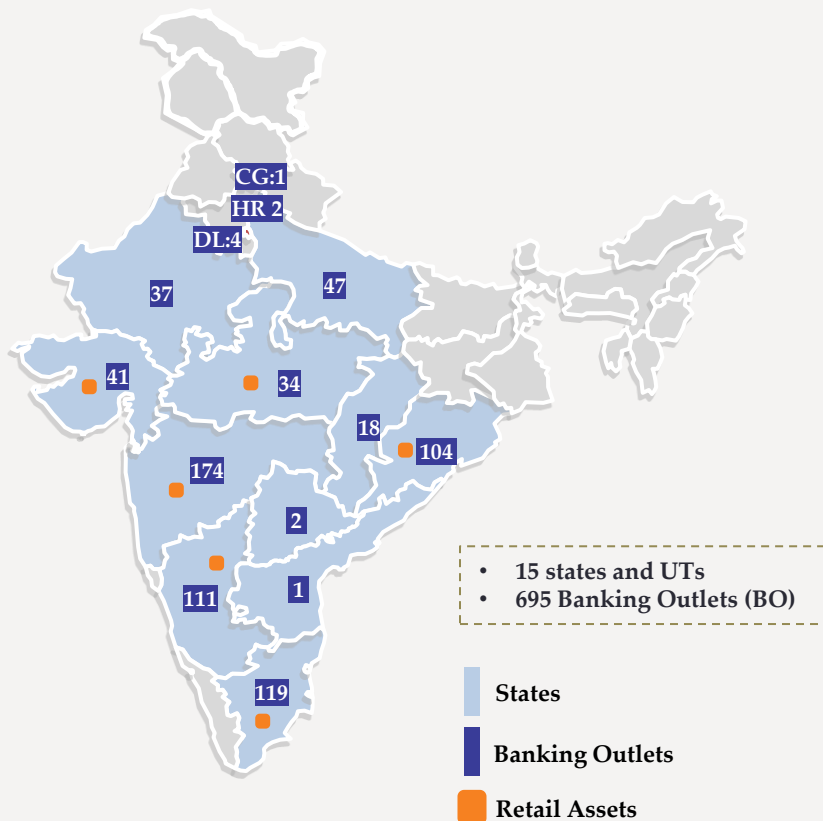
*Including floating provisions

Figures may not add up due to rounding off

All numbers in ₹ crores, unless otherwise indicated

Key Metrics

Particulars	Unit	Q4 FY24	Q4 FY23	Y-o-Y	Q3 FY24	Q-o-Q	FY24	FY23	Y-o-Y
Gross Advances*	₹ Crores	8,650	6,114	+41.5%	7,600	+13.8%	8,650	6,114	+41.5%
Disbursement	₹ Crores	2,340	1,688	+38.6%	1,792	+30.6%	6,919	5,083	+36.1%
Deposits	₹ Crores	7,777	5,167	+50.5%	6,484	+19.9%	7,777	5,167	+50.5%
Retail Deposit to Total Deposit	%	78.8%	73.1%	+564 bps	82.5%	-375 bps	78.8%	73.1%	+564 bps
CASA Ratio	%	20.1%	17.1%	+302 bps	18.5%	+165 bps	20.1%	17.1%	+302 bps
Yield	%	20.0%	20.7%	-77 bps	20.2%	-27 bps	20.2%	19.3%	+88 bps
NIM	%	10.1%	10.4%	-26 bps	9.8%	+32 bps	9.8%	9.5%	+34 bps
Cost of Deposits	%	7.7%	7.1%	+58 bps	7.8%	-9 bps	7.6%	6.9%	+76 bps
Cost of Borrowings	%	6.7%	6.4%	+39 bps	6.8%	-7 bps	6.7%	6.3%	+39 bps
Cost of Funds	%	7.4%	6.8%	+57 bps	7.5%	-7 bps	7.3%	6.7%	+67 bps
Cost to income - Including CGFMU	%	61.7%	58.3%	+341 bps	61.6%	+11 bps	61.6%	60.0%	+157 bps
Cost to income - Excluding CGFMU	%	57.7%	58.3%	-68 bps	57.3%	+40 bps	57.1%	60.0%	-289 bps
GNPA Ratio [®]	%	2.8%	3.1%	-30 bps	2.9%	-14 bps	2.8%	3.1%	-30 bps
NNPA Ratio [®]	%	0.8%	1.5%	-68 bps	1.4%	-54 bps	0.8%	1.5%	-68 bps
PCR (Excluding Technical Write offs)	%	71.2%	51.5%	+1,967 bps	54.3%	+1,686 bps	71.2%	51.5%	+1,967 bps
Book Value Per Share (BVPS)	₹	169.96	149.30	+13.8%	164.15	+3.5%	169.96	149.30	+13.8%



Branch Distribution

Particulars	FY24	FY23
Asset focused outlets	392	324
Liability focused outlets	109*	95*
Rural Centers	194	158
Total	695	577

Note: *Includes 35 and 26 Composite Branches respectively

Geographical Mix of the Branches

Outlets	Asset Focused	Liability Focused	Rural Centers	Total
Maharashtra	76	4	56	174
Tamil Nadu*	65	22	32	117
Karnataka	76	12	23	111
Odisha	29	10	65	104
Gujarat	36	5	-	41
Madhya Pradesh	25	4	5	34
Others	85	52	13	114
Total	392	109	194	695

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



FY24 Guidance vs Achievement



Advances Growth

~35%

41.5%

Deposit Growth

~35%

50.5%

CASA

~22%

20.1%

Cost of Funds

~7.5%

7.3%*

NIM

~10.0%

9.8%

GNPA / NNPA

<2.5% / <1%

2.8% / 0.8%

Cost to Income[^]

~57%

57.1%

RoA

~2.2%

2.1%

RoE

~15%

12.9%

[^]Excluding CGFMU



FY25 Guidance

Advances Growth

30% - 35%

Deposit Growth

40% - 45%

CASA

22% - 24%

NIM

9.5% - 9.7%

GNPA

< 2.5%

NNPA

< 0.6%

Cost to Income

57% - 58%

ROA

2.2%-2.3%

ROE

14% - 16%

Outlook

- Transition from predominantly being a micro-lender to becoming a micro-banker for low-income households - in line with Bank's focus on deepening its granular spread and focus on financial inclusion
- Leveraging the IF Distribution Network to provide holistic banking services with focus on distribution of social schemes.
- Drive small-ticket LAP disbursements targeting micro-LAP customers
- Deliver digital product offerings in sync with the Bank's customer segments
- Increase customer stickiness through targeted customer engagements and value-added offerings



CSR Initiatives



- The CSR activities for the Bank are mostly undertaken by Suryoday Foundation. Currently 6 programs are under implementation. A total of 61,802 beneficiaries have been covered in 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 38,529 students have been covered in this program in FY 24





SURYODAY

A BANK OF SMILES

THANK YOU !

Company: Suryoday Small Finance Bank Limited



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Investor Relation Advisors: Strategic Growth Advisors Pvt. Ltd.

SGA Strategic Growth Advisors

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