Transcript of the 33rd Annual General Meeting of Aye Finance Limited

Moderator: Good morning, everyone. Now you can start the meeting, Sir. Session handed over to Company Secretary, Sir.

Company Secretary: Thank you, moderator. Good morning, ladies and gentlemen. I am Anuj Jain, Company Secretary of Aye Finance Ltd. welcome you all to the 33rd Annual General Meeting of the Company. I'm joining this AGM from the corporate office of the company in Gurugram. This meeting is being held through video conferencing or other audio-visual means in compliance with the relevant provisions and circulars issued by Ministry of Corporate Affairs and SEBI from time to time. The registered office of the company is deemed venue for this meeting. The company has taken requisite steps to enable members to participate at the meeting through video conferencing facility and vote electronically.

The company has appointed M/s Sanjay Grover and Associates, Secretarial Auditor of the company as scrutinizer to scrutinize the vote at the meeting and through remote e-voting and to ensure that voting process is conducted in a fair and transparent manner and to submit report thereon. The results of voting on resolutions will be declared not later than two working days from the conclusion of the AGM and these results would be intimated to the stock exchange and uploaded on the website of the company and CDSL.

Dear Sirs and Madam, the requisite quorum is present at the meeting. Since there is no physical attendance of the members and meeting is being conducted through VC, the facility for appointment of proxy by the members is not applicable. I would like to take you through certain points regarding participation at this meeting.

The facility to join the meeting through VC was provided to all the members on first come first serve basis. All the members joining the meeting are by default placed on mute mode to avoid any disturbance arising from the background noise and to ensure smooth and seamless conduct of the meeting. Once the question and answer session starts, we will announce the name of members who have registered themselves as speaker shareholders. The speaker shareholder will thereafter be unmuted one by one by the host to commence their respective question and answers. Speaker shareholder are requested to click the video on and audio on button. If the shareholder is not able to join the video due to any reason he or she can speak through audio mode only. It may be noted that company reserves the right to limit the number of members asking questions depending upon the availability of time.

While speaking, we would request the speaker to minimize any noise in the background and ensure Wi-Fi signal is strong. No other background applications should be running and there should be a proper lighting to have good audio and video experience. If there is any connectivity problem at the speaker end, we will request the next speaker to join.

If the speaker's connectivity situation improves later on, the speaker shareholder will be called again to speak once other speaker shareholder complete their turn. We will request the shareholders to kindly limit their speech on the agenda related to the AGM only. During the AGM, if any member faces any technical issues, he or she may contact the number mentioned in the notice of AGM.

The document and other statutory registers as required by law and as mentioned in the notice of AGM are available for inspection electronically by the members during the meeting. Secretarial auditor certificate confirming the compliance with SEBI SBEB Regulation form the part of annual report and is also uploaded on the website and is also available for inspection electronically by the members during the meeting. Now, I request our respected Chairperson Dr. G R Chintala to preside over this meeting. Thank you very much.

Chairman: Thank you, Anuj. Ladies and gentlemen, good morning.

I, Dr. G R Chintala, Chairperson of the Board, Independent Director and Chairperson of Audit Committee and Stakeholders Relationship Committee of your company, joining this meeting from Hyderabad. It gives me immense pleasure in extending a warm welcome to all of you to the 33rd Annual General Meeting of the company and I thank you for your gracious presence. I hope all of you are fine and in good health.

A live webcast of the proceedings of this meeting has also been made available through the platform provided by CDSL. As confirmed by the Company Secretary, a requisite quorum is present and therefore, I call the meeting to order and start the proceedings of the meeting.

I would now introduce the directors and members of senior management of the company who are attending the meeting through VC.

First,

1. Mr. Sanjay Sharma, Managing Director, has joined this meeting from Corporate Office of the company in Gurugram.

2. Ms. Kanika Tandon Bhal, Independent Director and Chairperson of Nomination and Remuneration Committee has joined this meeting from New Delhi.

3. Ms. Padmaja Nair, Independent Director has joined this meeting from Bangalore.

4. Mr. Sanjaya Gupta, Independent Director and Chairperson of Risk Management Committee and IT Strategy Committee has joined this meeting from New Delhi.

5. Mr. Aditya Mishra, Non-Executive and Non-Independent Director has joined this meeting from Gurugram.

6. Mr. Vinay Baijal, an Independent Director of your company is unable to attend the meeting due to his pre-occupation.

Further, Mr. Gaurav Seth, Chief Financial Officer; Mr. Niraj Kaushik, Deputy Chief Executive Officer; Mr. Sovan Satyaprakash, Chief Strategy and Investor Relations Officer and Mr. Ankur Sharma, CHRO of your company has joined this meeting. Representatives of Mr. Sanjay Grover and Associates, Secretarial Auditors and M/s S.S. Kothari Mehta and Company LLP, Statutory Auditors of your company are also present in this meeting. We also have Mr. Kapil Dev Taneja, Partner from Mr. Sanjay Grover and Associates, Secretarial Auditors who is appointed as scrutinizer to scrutinize the votes cast at the meeting and through remote e-voting and for ensuring voting process is conducted in a fair and transparent manner. Now, with your permission, I begin my formal address to the shareholders.

At the outset, on behalf of the Board of Directors, I extend my gratitude to our shareholders, investors, lenders, employees and partners for the confidence you continue to place in Aye Finance. This year marks a watershed milestone for the company. In February 2026, Aye Finance completed its listing on the Indian Stock Exchanges. For an organization that has spent over a decade building trust with India's micro entrepreneurs, the listing is not merely a capital market, but a validation of our model by the broader financial ecosystem. The transition from a privately held company to a publicly owned comes with an added accountability to the thousands of shareholders who have now placed their trust in us. We are happy to embrace this responsibility.

India's micro enterprise sector comprises 65 million businesses operating in tier 2 and beyond cities that contribute 20 to 23 percent to the national GDP and provide employment opportunities that are second only to the agricultural sector. Despite the sector's potential to fuel India's economic aspirations, it continues to be overlooked by formal institutions. These hardworking business owners are constrained not by lack of ambition or capability, but by lack of timely credit. Formal banking channels have often struggled to assess and serve this grassroots segment effectively. Aye Finance has solved for this by combining deep on-the-ground cluster insights with a robust tech-enabled data analytics and transformed micro enterprise lending in India.

We ensure that capital reaches these grassroots business owners, enabling them to buy raw materials, upgrade machinery, expand inventory and navigate everyday cash flow needs with dignity. Our unique model and customized product offerings have enabled us to lend to over 1.2 million businesses across 18 states and 3 union territories through our 571 branches, becoming their able partners in growth.

In the financial year 2026, we delivered outstanding performance across all our functions. We added over 2.87 lakh new customers to our portfolio, grew assets under management by 27 per cent year-on-year to Rs. 7,044 crores and disbursements by 20 per cent to its Rs. 5,169 crores. We continued our focus on maintaining asset quality and further refined our underlying framework, advanced tech-enabled credit evaluations, enhanced portfolio management and strengthened collection strategies. None of this would be possible without a strong team at Aye Finance, many of whom work in small towns and semi-urban markets, meeting borrowers in their workshops and homes to understand their businesses first-hand. Their diligence is the foundation of our this year's annual report address and it is that same diligence that carried us through the rigour of the listing process itself.

Looking forward, as a listed company, we will continue expanding our reach into underserved clusters, deepen our use of technology and data in underwriting, diversify our product suite to serve our customers more comprehensively while building the discipline of consistent and transparent public reporting into the rhythm of all our functions. The board will continue its emphasis on governance, risk oversight and the quality of capital that underpins the business, an emphasis that only sharpens now that we report to public markets.

The opportunity in front of us: India's vast and underserved MSME credit market, remains as large as it has ever been and we intend to pursue it with the same discipline that brought us to this listing. I want to thank you, our shareholders, those who have stood by us for years and those who joined us at listing, for your trust. I also thank my fellow board members for their guidance through this transformative year and the management team led by Mr. Sanjay Sharma for steering the organization through the listing while keeping the core business firmly on track.

I am now requesting my colleague Mr. Sanjay Sharma, Managing Director of the company to address the members and share insights on the company's business performance, key achievements and future outlook and to take the proceedings forward. Thank you.

Managing Director: Thank you, Chairman Sir for your motivating words and a very good morning and a warm welcome to all of you to the Aye Finance's 33rd annual general meeting.

The year 25-26 marked another defining milestone for Aye, with the successful completion of our Rs. 1,010 crore IPO in February 2026. The IPO has strengthened our balance sheet, increasing our net worth to Rs. 2,533 crores as of 31st March 2026 and enhancing the capital adequacy ratio of the company to 42.2 percent. This significantly builds the capability of our company to deliver on its powerful mission to bridge the credit gap for micro-entrepreneurs in India and to empower them to build a vibrant Bharat.

We are grateful for the confidence placed in our purpose business model and long-term growth potential by our growing shareholders, customers and employees. Special thanks to the shareholders, new and old for joining us in our mission to transform the underserved micro-enterprise ecosystem in India. We promise to address their great needs to the best of our capability with the discipline, innovation, book quality and customer centricity that has guided us since our inception.

Today with over 1.2 million business loans provided and more than 6.4 lakh active customers, we are the market leader in lending to micro-scale businesses. Our unmatched position and a differentiated model have been honed over the last 12 years. We have built more than a lending business. We have built a platform which is designed to grow with India's micro-entrepreneurs beginning with their working capital loan and supporting customers through their business evolution.

Indian MSME landscape is ready for greater formalization, rising digital adoption and growing aspirations. We are at a vantage point to benefit from this transformation. Let us now look at some of the salient business metrics that were achieved in FY 26.

This year can be seen as a year of two halves. In the first half, we cleaned our books with prudent credit cost recognition. This lowered our profitability as we emerged from the industry wide stress from over lending. In the second half, the business normalized rapidly, collection efficiencies rose, credit cost declined and good business growth with higher profitability ensued. For FY 26, asset under management AUM increased by 27% year on year to Rs. 7,044 crore. Total income was up 20% at Rs. 1,796 crores and our PAT grew to Rs. 1,094 crore. Of this PAT, Rs. 129 crore of PAT was delivered in the second half of the year, benefiting from the prudence that we showed in the first half in confidently recognizing credit costs, tightening our credit underwriting and cleaning our portfolio through committed collection efforts.

We have invested in the past two years to build the proportion of property backed loans in our portfolio. And I'm happy to state that the ratio of property backed loans in our books increased from 14.4% to 22.3% during the year. The net interest margin of 14.67% in FY 26 is lower by 70 basis points from the last year due primarily to this movement in product mix. This mix driven drop in interest margin was compensated by the reducing operating costs in the second half year and this is expected to carry into this year as well. We continue to improve our operating efficiencies through branch maturity, through improving loan officer productivity, through improving repeat loan retention and improving share of mortgage notes.

The growth itself will be supported by digital automation and continuing optimization of our machine learning models for underwriting. Our gross NPA for the full impact of the market stress in the first half of FY 26 rising to 4.9% and then declined consistently in every quarter during the financial year, ending with 4.3% in quarter 4. The credit costs averaged 4.77% for the year. The 1 plus of Par X improved to 6.88% by 31st March 2026 as compared to 7.1% a year ago. This is the outcome of our disciplined credit approach, tighter underwriting policies and enhanced collection capabilities. Non-OD collection efficiencies reached 99.4% and 99.5% in February and March 2026 respectively, the highest level during the year and reflecting strong repayment behavior and effective collections.

During the year, your company also raised nearly Rs. 3,300 crore of debt to a variety of debt instruments, which included term loans, NCBs, ECBs and PTCs. We also continue to keep our channels of debt diversified, gaining funds from banks, from NBFCs and foreign impact funds and other entities. With banks now contributing 34% of the borrowings, this diversification has ensured that there is adequate liquidity available even during difficult market conditions.

The average cost of borrowing has reduced from 11.24% in Q1 to 10.87% in Q4 and the incremental cost of borrowing in Q4 has already dropped to 10.13%. Your company takes pride in a highly engaged and proficient team. Our annualized attrition for FY26 was 29.1%, which compares favourably with the industry. For the last six years, we have continued to be rated among the top 10 ranked best places to work in the National Survey of Employees by GPTW India, which is a global authority on workplace culture. This has been our strength through the years and we will continue to leverage this strength. As a lender purpose-built for the segment of unorganized micro-enterprises, our performance in FY26 reaffirms the strength of our strategy and underwriting frameworks, deeper integration of data and technology into credit assessment and the enduring relevance of our mission for the target segment. We will continue to strengthen our position as the preferred financial partner for India's micro-enterprises and focus on offering our comprehensive product suite that better serves the evolving needs of our core customers. A high-performing team with a strong execution mindset, granular execution through collections, repeat business and branch cost efficiency are our key drivers to deliver sustainable, long-term growth.

I want to end by thanking all our stakeholders without whom this year would not have become a happy milestone in our journey. To the employees who carried this business into the clusters in Indian hinterland, to the board for the governance rigour that a public company rightfully demands, to our lending partners and to the institutional and retail investors who have backed us and to the micro-entrepreneurs across the country who chose Aye Finance as their preferred lender. Please accept this heartfelt appreciation from our team.

I now hand back the floor to our Chairman, Dr. Chintala.

Company Secretary: Chairman Sir, I think you are muted. Kindly unmute yourself.

Chairman: Thank you, Mr. Sanjay Sharma. Ladies and gentlemen, the AGM notice dated July 22, 2026 convening this 33rd Annual General Meeting accompanied with the explanatory statement and copy of annual report of the company for the financial year 25-26 have already been circulated to the members of the company electronically. With your permission, I take the same as read. Auditor's report on the financial statements of the company for the financial year ended March 31, 2026 do not contain any qualifications. The secretarial auditor's report is self-explanatory and requires no further comments, clarifications from the board.

Now, we will quickly look at the resolutions as stated in the notice of the 33rd AGM. I will spell out the brief description of all resolutions set out in the AGM notice.

The first resolution relates to adoption of audited financial statements of the company for the financial year ended March 31, 2026 and the reports of the board of directors and auditors thereon. Same is to be passed as ordinary resolution.

The second resolution relates to the appointment of a Director in place of Mr. Aditya Misra who retires by rotation and being eligible, offers himself a reappointment. Same is to be passed as ordinary resolution.

The third resolution relates to the appointment of statutory auditors and fixation of their remuneration. Same is to be passed as ordinary resolution.

The fourth resolution relates to increase in the borrowing limits of the company from Rs. 8,000 crores to Rs. 10,000 crores. Same is to be passed as special resolution.

The fifth resolution relates to authorization to create charge on the assets of the company to secure the repayment of borrowings made or to be made by the company. Same is to be passed as a special resolution.

The sixth resolution relates to authorization of issuance of NCDs (non-convertible debentures) on private placement basis. Same is to be passed as a special resolution.

Text of the resolution and objectives behind passing of the resolutions are explained in the notice convening AGM and explanatory statement respectively. With your permission, I take the same as read.

We will now take questions from the speaker shareholders who have registered themselves. In the interest of time, I humbly request the speaker shareholders to keep their comments brief and restrict their speech to 2 to 3 minutes please. We will respond to all the queries of the shareholders at the end. If you require any further clarification or have any queries, you can send your queries in writing at the email address mentioned in the notice of AGM. The moderator to kindly invite the speaker shareholders.

Moderator: Thank you, Sir. So, first shareholder is Mr. Sachin Singhal. Sir, Mr. Sachin Singhal is currently not available in the meeting.

I am calling second shareholder of the meeting is Mr. Ankur Chanda. Ankur Ji, I request to please unmute your mic and ask your query.

Ankur Chanda: I am audible? Hello, I am audible.

Company Secretary: Yes, sir. You are audible. Yes, you are audible, Sir.

Ankur Chanda: Good morning to everyone. Sir, *wo thoda sa jo lag wahan se aa rha tha moderator ki taraf se.* Good morning to everyone. I just want to say that our corporate governance is too good. *To isme koi dikkat to hai hi nahi. Baki ham theek hai jab IPO aaya uske baad ham grow bhi kiye hain aur accha grow kiye hain jo ek shareholder ke liye, ek investor ke liye, ek company ke liye bahut acchi baat hai aur hamare profits bhi acche aa rhe hain aur umeed karte hain, kyunki hamari management capable hai aur umeed karte hain ki aur acche bahut profits aayenge. To ham ye hi chah rhe hain Sir, aap aise hi mehnat se kaam karte rahein. Aur aap apne aapko bhi returns dilwayein aur hamare ko bhi returns dilwayein, jo abhi bhi mil rhi hai. Khair ham aur umeed karte hain ki is se bhi acchi aur milegi. Bas Sir, iske sath aapka dhanyawad karna chahunga.*

Company Secretary: Moderator, kindly allow the next shareholder.

Moderator: The next shareholder is Mr Ayush Gupta, Sir. Apparently, he is not available in the meeting, Sir.

Now, the next shareholder is Mr Pramod Kumar Jain. Mr. Jain, I request to please ask your query.

Pramod Kumar Jain: *Aap mujhe sun paa rhe hain, Sir?*

Company Secretary: *Ji, sun pa rhe hain, Sir.*

Pramod Kumar Jain: *Namaskar, mein Pramod Jain Delhi se, Chairman Sir, Board of Directors, Secretarial department ka bahut dhanyawad karta hoon. Is AGM mein aapne mujhe bolne ka mauka diya aur aapke prastavit sabhi resolutions ka mein samarthan karta hoon. Sir, 6 mahine pehle hamara IPO aaya tha. IPO ke baad pehli AGM hai aur aapki lagan aur mehnat ke karan aaj hamare IPO se lagbhag 50 percent zyada hamara share bazar me trade kar rha hai. Bahut acchi baat hai. Aap isi tarah mehnat aur lagan se hamein apni company ki leadership pe poora bharosa hai. Bhavishya mein aapki leadership mein hamari company din doguni-raat chouguni tarakki karegi, aisi mein mangal kaamna karta hoon. Sir, mein ye janna chahta hoon company ne is quarter me 28 percent AUM growth darj ki hai aur financial year-27 tak 25-30 percent growth ka lakshya rakha hai. Is mahatvakankshi lakshya ko hasil karne liye management ki kya ranneeti hai? Kya ham naye rajyon me kadam rakh rhe hain ya moujooda shakhaon se hi adhik business jutayenge?*

Number 2, haal hi mein August 2026 ke aakhiri saptaah mein Alpha Wave Global ne Rs. 322 crore ki block deal ke jariye company se apna poora hissa bech kar exit kiya hai. Is bade institutional investor ke bahar nikalne ka company ke bhavishya ke vision aur stock stability par kya asar padega, kripya batane ki kripa karein. Dhanyawad. Aur ant me secretarial department ka bahut dhanyawad karta hoon. Jai Jinendra.

Company Secretary: I would request our Chairperson to name any person in the members of management team to answer the queries.

Chairman: Yeah, I request my colleague, Mr. Sanjay Sharma, Managing Director of the company, to answer the queries of shareholders.

Managing Director: *Ankur Ji aur Pramod Ji, aapka dhanyawad ki aapne hamari performance ko saraha. Jo compliance hai, wo hamare board ki dekh-rekh mein khoob accha, solid compliance ham rakhte hain aur koshish yehi ki aage bhi khoob acchi compliance aur sab tareeke se, sab regulations aur laws ka ham palan karein.*

Aapne poocha tha ki 28 percent AUM growth hamne pehle quarter mein darshayi hai, kya ye hamare targets ko meet karne mein hamein saksham dikhati hai ya nahi. Dekhiye, pehla quarter jyadatar businesses mein aur hamare business mein khaas taur se sabse weakest quarter dekha gya hai, historically. To pehli hi quarter mein agar hamne 28 percent ki growth dikhayi hai to ye aage ye trend jaari rehna chahiye, is saal. Hamein aage koi aisi dikkat ya vipada nahi dikhti jiski wajah se ham apna target change karein. Hamne ek guidance diya tha ki 25-30 percent ki growth ham is saal layenge. Aur 28 percent bilkul iske theek beech mein hai. To hamari team ki kaafi confidence hai ki ham usmein achieve karenge.

Doosri cheez aapne kahi thi ki ye jo growth hai, ye aur naye states mein ham branches kholenge ya existing branches se growth aayegi, to kaafi had tak ye growth existing branches, hamari existing shakhayein hain, unhi se ayegi. Kisi bhi naye state mein hamare ko branch kholne ka koi plan is saal nahi hai. Ham kareeban 50 branches aur kholenge is saal mein. Aur wo jin states mein ham hain, unhi mein kholi jayengi, jis se ki ye growth agle saal ke liye in branches mein growth ham darsha sakein. Lekin growth aayegi branch ka average AUM increase hone se, primarily.

Teesri cheez aapne poochi thi ki Alpha Wave ke exit se ham par kya iska asar padega. Dekiye ye bahut mujhe lagta hai kaafi accha achievement hai ki jo provate equity investors jo IPO se pehle aaye the, unko ham dheere dheere ek exit de rhe hain aur ek bade hi organized tareeke se ek bade hi susajjit tareeke se ham unko exit de paa rhe hain. Alpha Wave jisko kareeban 8 saal se upar ho gye the, unko hamne poora exit diya hai, aur is exit ko dene ke liye ham kayi naye investors aur apne existing investors jo IPO ke time mein aaye the, unka hamne, unki madad li hai. Sath hi jo hai, is bade deal ke hone se share price pe zyada nahi impact nahi pada hai. To koshish yehi hai ki jaise jaise private equity investors, jo purane investors hain, unko ham yatha-yogya exit dein aur sath mein hi apne naye investors ka hi poora khyal rakhein. To ismein hamari team poori tareeke se lagi hui hai aur mere khyal se Alpha Wave ke exit mein jo nateeje aaye hain, wo acche nateeje aaye hain. Hamare liye hamari jo equity hamare pass hai abhi, jo net worth hai, uspe hamare agle 2 ya 2.5 saal ki growth usi se ho jayegi, uske sath mein ki ham apna capital adequacy RBI ke hisab se sahi rakhein. Dhanyawad, fir se. Aap logon ne management team aur company ke performance ko saraha. Thank you very much. Dhanyawad.

Company Secretary: Chairman Sir, we have one more speaker sharholder to join.

Moderator: Sir, we have with us on line Mr Ayush Gupta. Mr Ayush, I request to please ask your query. *Namaskar Sir, Chairman Sir, mein Delhi se Ayush Gupta, aapka aur sabhi board members ka awagat karta hoon. Sir, excellent Chairman speech ho rhi thi jismein company ke vartman aur bhavishya ke baare mein aapne bataya. Uske baad sawal bachte nahi hain. Sir, sawal hote bhi wahan hain jahan vishwas, bharosa nahi ho. Aap par bharosa hai, vishwas hai, jo bhi nirnay company ke baare mein aapne pehle liye hain, aage lenge, company ke hit mein honge. Company accha karegi to shareholders ko reward bhi milega.*

Sir, mujhe janna hai ham apna client base badhane ke liye kya kar rhe hain. Thoda is baare mein bataiye. Sir, hamein listing ke baad saal mein 1 baar aapse milne ka avsar mila hai pehli baar. Lekin iski jaankari ke liye, doosre kaar ki jaankari ke liye company kya kar rhi hai, ham time to time Company Secretary Sir aur unki team ke paas jaate hain. Well in time hamein reply milta hai. Uske liye bhi ek dhanyawad doonga. Lekin ek shikayat bhi jaroor karunga. Sir, jab se link khula hai, mein tab se online hoon. Mera speaker jo registration karaya tha, Lokesh Gupta ke naam se karaya tha. Ayush Gupta ke naam se mein join hoon. Moderators keh rhe hain join hi nahi ki. Mein Secretarial team ka fir ek baar dhanyawad karunga. Unhone, last mein maine request abhi unse ki, to unhone fir ab mujhe join karaya. Iske liye mein dhanyawad karunga. Lekin moderators ko thoda sa time dena chahiye, Sir.

Ant me mein company ke sukhad bhavishya ke liye shubhkamnayein deta hoon. Dhanyawad, Sir.

Chairman: Sanjay Ji.

Managing Director: *Dhanyawad. Aap Lokesh Ji bo rhe hain?*

Company Secretary: Yes, Sir.

Managing Director: *Theek hai. Dhanyawad, Lokesh Ji. And aapke inputs ham lenge jis se ki pehli AGM meeting hai. Thoda sa ho sakta hai ki kuch nahi ho aur is rukawat ke liye hamein khed hai, jaisa Doordarsha hamesha kaha karta tha. To pehli meeting hai. Ham is se behtar karenge.*

Apne company ki performance ko saraha, uske liye dhanyawad. Aur kis tarah se jo hai ham apne customers ko badhayenge, dekhiye, Chairman Sir ne bataya ki 6.5 crore business enterprises hain is desh mein jo ki micro-scale businesses mein hain, jinko bahut hi kam, agar kisi ne jo hai business loan diya hai, to shayad bahut hi kam percentage hoga. Aur ye hamare liye ek bahut hi bada white space ya bada target hai, jo hamare liye available hai. Ham 18 states aur 3 union territories, poore Bharat ke jyadatar states mein ham moujood hain. To isiliye hamare liye to ye opportunity bahut badi hai aur koshish ye hai ki ye acche customers hamare portfolio se judein aur ye jo hai customers ki growth saare states se aati hai. Ye 1 ya 2 states se nahi ham north bhi jitna accha karte hain utna hi ham south mein karte hain utna hi ham west aur east regions mein karte hain. To opportunity kaafi badi hai aur processes hamare khoob acche established hain. Khoob acche set processes hain, to uske jariye apne customer base ko badhayenge. Jaisa ki hamne bataya ki ye pichle saal mein kareeban 2.7 lakh customers, naye customers ham se judein. Ye saaf saaf darshata hai ki hamari ye capability hai ki ha naye customers jodne mein samarth hain aur sath hi hamare jo purane customers hain, wo bhi repeat loan lene ke liye hamare sath retain rehte hain. Dhanyawad.

Unknown: Over to moderator.

Moderator: Sir, Q&A session has been closed, Sir. So, now session is handed over to company secretary, Sir.

Company Secretary: I would request Chairman Sir, to conclude the meeting, Sir.

Chairman: Yeah. Thank you. I hope we were able to answer questions raised by the shareholders. This formal business stands concluded. I thank all the shareholders who took time to join this meeting to video conferencing and for making this effective and successful.

The company has provided to its members the facility of remote e-voting to vote on the proposed resolution from August 29, 2026 and August 30, 2026. Members who have not voted through remote e-voting can vote using the e-voting option made available by CDSL. Once the same is enabled towards the end of this meeting. The e-voting facility will remain open for 15 minutes after the conclusion of this meeting.

The detailed procedure for e-voting has been set out in the notice convening the AGM. I authorize the Company Secretary and Compliance Officer to conduct the voting procedure and conclude the meeting. The results of voting on resolutions will be declared not later than two working days from the conclusion of the AGM.

I hereby authorize Mr. Anuj Jain, Company Secretary and Compliance Officer to declare and submit the voting results of this meeting along with the scrutinizer's report within the prescribed timelines. The resolutions as set forth in the AGM notice shall be deemed to be passed today subject to receipt of the requisite number of votes in favour. I hereby declare the proceedings of this AGM of Aye Finance Ltd as closed.

With your consent, I and other honourable board members would like to leave the meeting and wish all shareholders good times ahead. Thank you. Thank you all.