



# Arman Financial Services Limited

**Investor Presentation – May 2025**





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# Business Update



# FY25 Performance Highlights



Assets Under Management

**INR 2,245 Crore**

(-15% Y-o-Y)

Disbursement

**INR 1,713 Crore**

(-25% Y-o-Y)

Shareholder's Equity

**INR 874 Crore**

CRAR: **Arman (Standalone): 37.34%**;  
CRAR: **Namra : 48.37%**

Profit Before Tax

**INR 69 Crore\***

(INR 228 crore in FY24)

Profit After Tax

**INR 52 Crore\***

(INR 174 crore in FY24)

Provisions and Write offs

**INR 264 Crore\***

Cumulative Provisions stood at INR 117.43 Crore as on 31st March 2025  
(covering 5.23% of the consolidated AUM, 6.55% on book)

Asset Quality

**GNPA: 3.37%**

**NNPA: 0.55%**

Return Ratios#

**ROAA: 2.13%**

**ROE: 6.17%**

Collection Efficiency

**95.3% for FY25**

Active Customer Base

**Approximately 7.2 Lakhs**

**\*FY25 - Sufficient provisions are in place to reflect the ground realities, along with accelerated write-offs**

# Track Record of Capital Raising (1/2)



## 2018: Investment by SAIF Partners

- In 2018, raised Rs. 50 crore by issuing compulsorily convertible debentures (CCDs) to SAIF Partners, a leading private equity firm



## 2022: INR 115 Crore Raised via Preferential Allotment

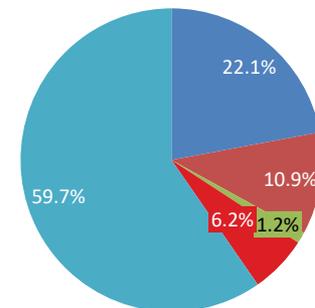
- In September 2022, raised INR 115 crore through a preferential allotment of securities to non-promoter investors.
  - 6,24,388 Unsecured Compulsorily Convertible Debentures (CCDs) at ₹1,230 each, aggregating to ₹76.80 crore.
  - 3,10,972 Optionally Convertible Redeemable Preference Shares (OCRPS) at ₹1,230 each, totalling ₹38.25 crore.



## 2023: INR 230 Crore Raised via Qualified Institutional Placement (QIP)

- In December 2023, raised INR 230 crore through a Qualified Institutional Placement (QIP). The company allotted 10,47,835 equity shares at an issue price of ₹2,195 per share to qualified institutional buyers.

## Shareholding Pattern as on 31<sup>st</sup> March 25, on Fully diluted basis



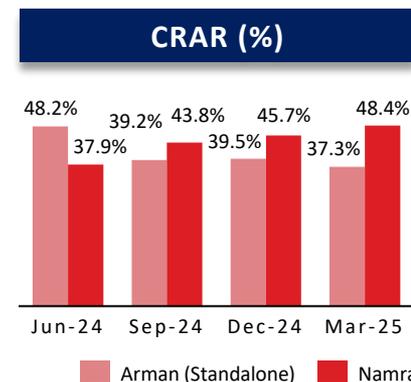
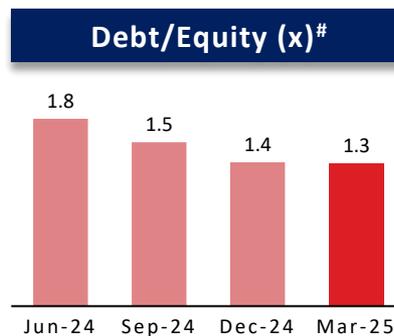
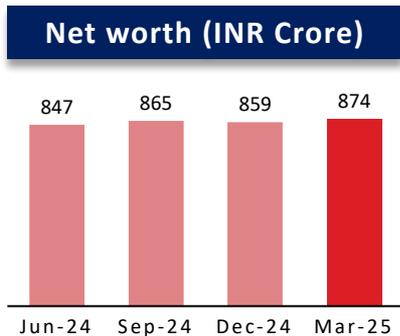
**Total Shares Outstanding (Fully Diluted) : 1,04,90,538**

*The mix of Tier I & II equity capital will be used to fund the targeted growth plans of taking the organization to INR 5000+ crores with a healthy capital adequacy and debt-equity ratio by leveraging our presence in the MFI, MSME, Two-Wheeler, and other loan segments which will enable the company to achieve a sustained growth momentum in the coming few quarters.*

# Track Record of Capital Raising (2/2)



Calculated as per IND-AS



#After adjusting overdrafts (OD) from banks having 100% security against fixed deposits amounts to INR 57.1 Crore.

Shareholders' Funds	As on 31 <sup>st</sup> March 2025		As on 31 <sup>st</sup> March 2024	
	Amount (INR Crore)	No of shares	Amount (INR Crore)	No of shares*
Shareholders' Funds	874.4	1,04,90,538	812.7	1,04,76,774

\*on fully diluted basis



# About the Company



# About Arman Financial Services



## About the Company

- A **diversified NBFC** focusing on large under-served rural & semi-urban retail markets
- Founded in **1992** by Mr. Jayendra Patel in Ahmedabad
- Listed on **BSE in 1995** and on **NSE in 2016**
- Strong Management Team having a **combined experience of 100+ years** in the Lending Business

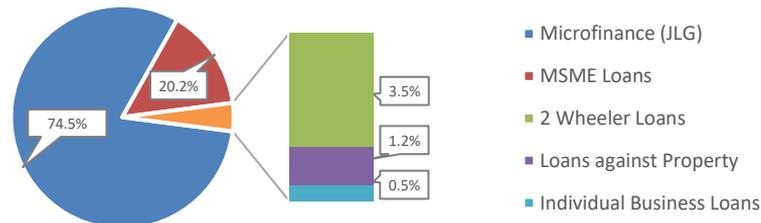
## Strong Historical Financial Performance

- High-Growth Trajectory (**FY16-25 CAGR**):
  - AUM: **~33%**
  - Net Interest Income: **~39%**
  - PAT: **~23%**
- Consolidated debt to equity ratio as on 31<sup>st</sup> March 2025 of 1.3x – Sufficient Capital to drive growth going forward<sup>#</sup>

## Efficient Liability Management

- Consistent rating upgrades backed by strong financial & operating performance
  - Namra & Arman credit rating upgraded to A (-ve Outlook) by ACUITE in February 2025.
  - Upgraded to A- (Stable Outlook) from BBB+ (Stable Outlook) by CARE Ratings for Arman and Namra in March 2024.
  - MFI-1 (MFI One) rating has been awarded to Namra Finance Limited, the wholly owned subsidiary offering microfinance loans
- Track record of consistent profitability- Never reported an annual loss
- Completely in-house operations with bottoms up driven credit appraisal models and rigorous collections practices

### Presence in Attractive Retail Lending Segments – FY25



**489**

Branches

**162**

Districts

**11**

States

**~7.2 Lakh**

Live Customers

**50**

Two-Wheeler dealerships

**Positive ALM**

Comfortable Liquidity Position

**40+**

Diversified Borrowing Profile & Relationship with Banks & FIs

Began operations in Gujarat and has continuously undertaken expansion since 2014 to achieve geographic diversifications with footprint in 11 states.

<sup>#</sup>After adjusting overdrafts (OD) from banks having 100% security against fixed deposits amounts to INR 57.1 Crore.

<sup>^</sup>Company's wholly owned subsidiary 'Namra Finance Limited' offers microfinance loans

# Journey so Far



1992

- Company Incorporated
- Started bill discounting & Machine leasing

1995

- Listing on BSE – Issue subscribed 22x

1998

- Launched 2W Loans

2010

- Launched Microfinance business

2011

- Raised PE funding from Incofin
- Disbursement crosses INR 50 Crore

2019

- Disbursement crosses INR 750 Crore
- 100% Cashless disbursements
- Expanded into Rajasthan

2018

- Raised PE funding from SAIF Partners

2017

- Launched MSME Loans business
- Crosses 100 branches across 5 states & 3 products
- Disbursement crosses INR 500 Crore

2014-16

- Expanded to Maharashtra, MP, UP & Uttarakhand
- Listing on NSE

2013

- Demerged MFI operations into “Namra Finance”
- Disbursement crosses INR 100 Crore

2020

- Disbursement crosses INR 875 Crore

2021

- AUM crossed INR 1,000 Crore

2022

- Raised ~INR 115 Crore through allotment of CCDs and OCRPs on preferential basis
- Commenced operations in states of Haryana and Bihar

2023

- Namra Finance received CARE Ratings' highest MFI-1 grading
- Doubled the AUM to INR 2,000 Crore in 18 months
- Raised ~INR 230 Crore through QIP

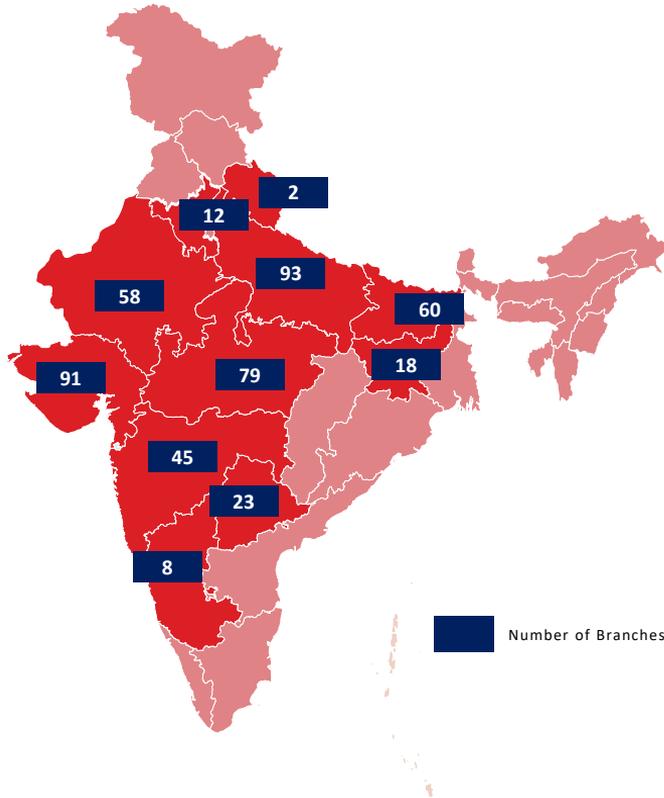
2024

- Namra & Arman upgraded to A | Stable by Acuite Ratings in August 2024
- Upgraded to A- (Stable Outlook) from BBB+ (Stable Outlook) by CARE Ratings for Arman and Namra in March 2024
- Crossed INR 2,500 Crore AUM mark in Feb-24.
- Entered new states of Telangana, Jharkhand and Karnataka

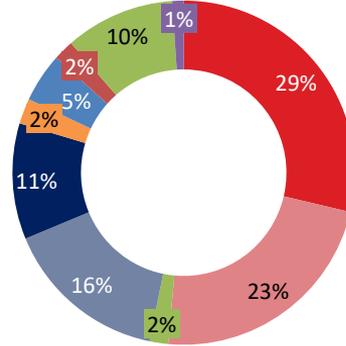
2025

- LAP Product launch across key states of Gujrat, MP and Telangana

# Geographical Footprint



## Geographical AUM Mix (Consolidated)



- Gujarat
- Rajasthan
- Bihar
- Uttar Pradesh
- Telangana
- Others
- Jharkhand
- Maharashtra
- Madhya Pradesh
- Haryana

Number of Branches	FY25	FY24
Microfinance	391	319
MSME	95	79
2W & Rural 2W	3	4
<b>Total</b>	<b>489</b>	<b>402</b>

**489**

Branches

**~7.2 Lakh**

Active Customers

**4,600+**

No of Employees

**3,700+**

No of Loan Officers



## Loan Management

- Loan Utilization check
- Instant pre-closure and pre-settlement and its simulation for the customer to understand
- Hassle-free check in case of advance or Overdue collection
- Centre & Customer categorization based on repayment trends

## Superior Collection

- Mobile-based collection at Point of transaction
- Customized UPI QR code to each customer facilitating them to Go Cashless
- An easy way out to Prepone and postpone the due dates in case of Holidays
- Instant acknowledgment SMS to the customer in vernacular languages

## Customer Gain

- Paperless disbursement through eSign
- Providing intimation of each relevant transaction through SMS to every customer
- Tele-calling will happen through the system with a call recording facility
- Will develop customer facing app post implementation

**~50% Reduction in TAT between sourcing documents and fund disbursement**



## Instant Verification Of Key Details

- The LOS\* & LMS\* System facilitates instant verification
- KYC Validation through OCR and face recognition
- Mobile No. verification through OTP
- Customer identity verification through UPI System
- Bank Account verification through "penny-drop"

## Instant First-level Credit Assessment

- Immediate household-based credit assessment through Credit Bureau API integration and robust rule engine
- Algorithm based risk assessment
- Fully compliant with new RBI regulations for household income assessment
- Overlapping customers will be alerted by the system across products and divisions to avoid over indebtedness

## Traceability

- Better customer traceability by 4D customer Verification, which includes geotagging (Latitude, Longitude), House Picture, auto address capture, and Mobile verification
- Centre Branch Geo fencing to avoid any slippages in the defined process
- Audit trail of each stage

## Arman Suvridha – Customer Service App

- Designed to enhance customer engagement and streamline loan management for its microfinance clientele.
- Loan Account Overview
- Payment Schedule Tracking
- Document Access

# Eminent Board of Directors



## Alok N. Prasad *Chairman*

- A veteran banker with over 35 years of regulatory, banking and financial services experience, with Senior positions at RBI, NHB, and Citi Bank.
- He was the founder CEO of MFIN, the Industry Body and Self-Regulatory Organization (SRO) for Microfinance Institutions (MFIs) in India.
- He has served on a number of committees of the Ministry of Finance, Govt of India.

## Jayendrabhai B. Patel *Vice Chairman & Managing Director*

- He has been an entrepreneur for 45 years. He was involved in a pharmacy business in a USA early in his career followed by running a textile start-up in Gujarat.
- He founded Arman in 1992 and has been at the helm of management since then.
- He is the founder member of the Gujarat Finance Companies Association and presently serves as Vice-Chairman of the Association.

## Aalok J. Patel *Joint Managing Director*

- He has 16 years of banking and finance experience, including 12 years at Arman. Prior to Arman, he worked as an independent auditor at KPMG in US.
- He is a licensed Certified Public Accountant (CPA) from USA. He also has served as a visiting professor at HL College of Commerce and is a guest lecturer at IIM-A.
- He holds a Bachelor's in Accounting & Finance and Master's in Accountancy from Drake University, USA.

## Yash K. Shah *Independent Director*

- He is a Chartered Accountant and currently a partner at DBS & Co.
- He is an expert in the fields of Mergers & Acquisitions and Valuations. Prior to DBS, he was at KPMG in the MA division.
- He has written various papers on Domestic Transfer Pricing and Cross Border Transactions and also given numerous lectures in the topic of M&A.

## Ritaben J. Patel *Non-Executive Director*

- She holds Banking qualifications from First National Bank of Chicago, USA and has worked with various other USA banks like Golf Mill Bank and Morton Grove Bank in various capacities for more than a decade. She holds a B. A. in Economics.

## Aakash J. Patel *Non-Executive Director*

- He has over 18 years of Information Technology, Computer Science, and business experiences. Currently, he works as a Manager- PMO for Bullhorn Inc.
- Prior to that, he worked at various other roles such as IT Consulting with Deloitte, software developer at Intellitools, and other companies such as Hewlett Packard, EMC Corporation, Softscape Inc and Sumtotals Systems.
- He holds a MBA from Bentley College, USA.

## Pinakin S. Shah *Independent Director*

- An accomplished Company Secretary, Registered Valuer, and Insolvency Professional with 40 years of experience.
- He brings a unique blend of legal expertise and financial acumen to the boardroom. Spearheaded Gujarat Lease & Finance Limited (GLFL) for over 2 decades in various senior management roles like Company Secretary, Financial Controller and CEO. He has successfully navigated complex legal landscapes and delivered results in diverse industries

## Geeta H. Solanki *Independent Director*

- She is a serial social entrepreneur in Women's health, hygiene, and social development.
- She co-founded a company for educating and providing women hygiene care to bottom of the pyramid customers.
- She received the 'Bharat Ki Laxmi' award from The Ministry of Women and Child Development, and also serves as an expert on numerous panels and summits on Women's hygiene.



## Competitive Moat



Focus on **small ticket retail loans** to the **large under served informal segment** customer in rural & **semi urban geographies**



**Diversifying products, geographies, sources of funds** and delivering growth by increasing volumes rather than ticket sizes



**Conservative operations framework** with focus on risk & asset quality



**Completely in house operations** with bottom-up driven credit appraisal models and rigorous collections practices tailored for the areas of operations



Business model centered around conservative approach to high yielding assets to **deliver a sustainable ROA of 4-5%**



# Presence in Attractive Retail Lending Segments



# Product Offerings across Verticals



74.5%

## Microfinance - JLG

**Average Ticket Size :**

INR 48,000

*(Cycle 1 & 2 -INR 25k - 60k*

*Cycle 3+ -INR 25k – 75k)*

**Tenure: 18-24 Months**

20.2%

## MSME Loans

**Average Ticket Size:**

INR 74,000

**Tenure: 24 Months**

3.5%

## Two-Wheeler Loans

**Average Ticket Size:**

INR 75,000

**Tenure: 12-36 Months**

1.2%

## Loan Against Property (LAP)

**Average Ticket Size:**

INR 4,35,000

**Tenure: 36-84 Months**

0.5%

## Individual Business Loans (Microfinance)

**Average Ticket Size:**

INR 82,500

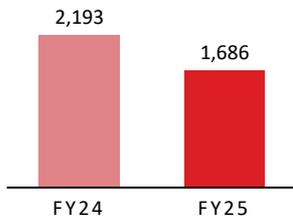
**Tenure: 24 Months**

# Microfinance Loans

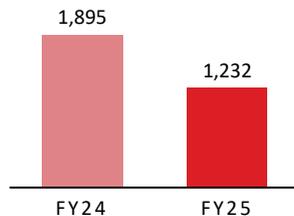


(INR Crore)

## AUM\*



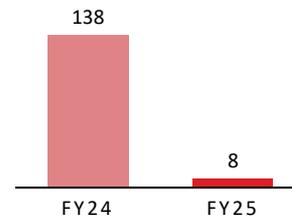
## Disbursement



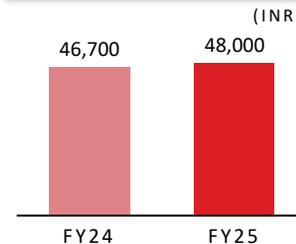
## Total Income



## Profit After Tax



## Avg. Ticket Size



\*Includes Individual Business Loans

- JLG model with small ticket loans (Avg. Ticket Size – INR 48,000) given to women borrowers for income generating activities such as Livestock, Dairy, Agri allied, Kirana Stores
- **Operations:** Operations in 11 states; 391 MFI branches; 6+ lakh active customers
- **Operating Model:**
  - High touch monthly collection model
  - Rural concentration: ~90.5% rural & semi-urban portfolio (vs 75% for MFI industry)
  - Conservative risk framework
    - 100% Cashless disbursement
    - JLG groups formed by customers themselves
    - Loan utilization checks to ensure loan for income generating purpose
- Controlled growth targets driven by bottom-up projections. Tightened credit policy through implementation of SRO recommended guardrails of max number of lenders and borrower outstandings.

- **Disbursement:** 100% Cashless
- **Credit Check:** CRIF / Equifax Score; JLG Model with Training, Home Visit, Lifestyle Appraisal
- **Collections:** Cash collection at centre meetings. Increased focus on digital mode of collections with ~12% of the overall collections are now cashless.

## Key Ratios (FY25)

**\*Yield: 22.8%**

**\*NIM: 12.5%**

**ROAA: 0.4%**

**GNPA: 3.36%**

**NNPA: 0.37%**

**ROE: 1.32%**

\*Yield and NIMs are excluding DA income

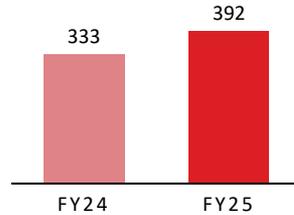


(INR Crore)

## AUM



## Disbursement



## Total Income



## Avg. Ticket Size



- Individual enterprise /working capital loans for small rural businesses in low competition areas
- Currently operates across 5 states – Gujarat, MP, Maharashtra, Rajasthan & Telangana with 95 branches
- **Arman MSME operating model:**
  - **Dual credit bureau check** for both customer and spouse on CRIF (for MFI loans) and CIBIL (for non -MFI loans)
  - **High-touch monthly cash collection model**
  - **Cash Flow assessment** using tailored appraisal techniques
  - **Locally drawn field force** with personal knowledge of the market
  - **In-house teams** for pre-lending field investigations and appraisals with **centralized final credit approval**
- **Highest ROA product at Arman;** focus on growing this business over time
- Focus on quality underwriting & rigorous collections to ensure asset quality

- **Disbursement:** 100% Cashless
- **Credit Checks:** CIBIL & CRIF Score; Detailed Cash Flow Assessment; Home & Business Field Investigation. Enhanced underwriting in FY-25 led to marginal drop in Average Ticket size.
- **Collections:** Doorstep cash collection. Increased focus on digital mode with ~20% cashless collections

## Key Ratios (FY25)

**\*Yield: 36.5%**

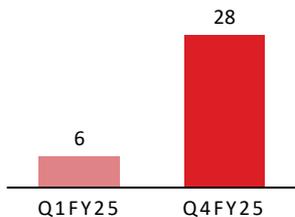
**GNPA: 3.62%**

**NNPA: 0.92%**

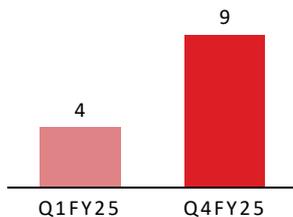


(INR Crore)

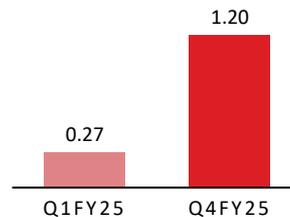
## AUM



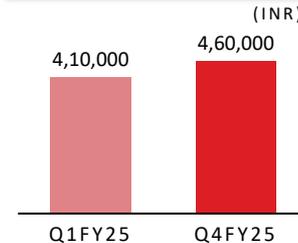
## Disbursement



## Total Income



## Avg. Ticket Size



- Company launched and piloted a new product, Loan Against Property in Q4 FY24.
- AUM contribution as on Mar-25 is ~1.2%.
- In FY25, the average ticket size of this product is INR 4,35,000, with a tenure ranging from 36 to 84 months
- Currently operates across Gujarat and newly started in Telangana & Madhya Pradesh.
- Operating in Tier 3-4 & below locations; key growth driver going forward, with Maximum LTVs of 65%
- **Growth levers:**
  - Increase in finance penetration
  - Geographical & new product expansion

- **Disbursement:** 100% Cashless
- **Credit Checks:** CIBIL & CRIF Score; Home & Business Field Investigation, detailed cash flow assessment, property's technical valuation and title investigation
- **Collections:** 100% - E-Nach and other digital modes

## Key Ratios (FY25)

**\*Yield: 22.20%**

**GNPA: 0.17%**

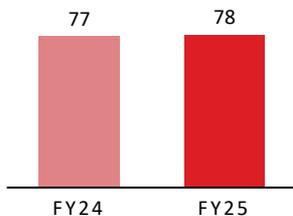
**NNPA: 0.08%**

# 2W and Rural 2W Loans

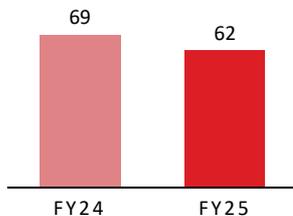


(INR Crore)

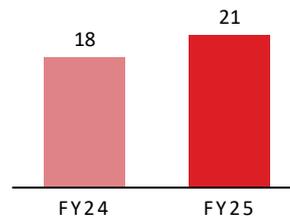
## AUM



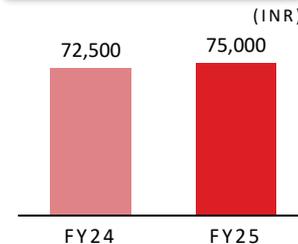
## Disbursement



## Total Income



## Avg. Ticket Size



- Hypothecation (secured) loans given to self-employed /cash-salaried customer in the informal segment in semi-urban/rural areas for a 2W
- Currently operates only in Gujarat; across 50+ dealerships
- Operating in Ahmedabad-Gandhinagar & Tier 3-4 locations in Gujarat.
- **Growth levers:**
  - Increase in finance penetration
  - Geographical & new product expansion
- **Arman 2W & Rural 2W operating model:**
  - Focus on **quick turn around time**
  - Excellent **relationships with local dealers.**
  - **In-house feet-on-street** model for **rigorous collections**

- **Disbursement:** 100% Cashless
- **Credit Checks:** CIBIL & CRIF Score; Home & Business Field Investigation
- **Collections:** E-Nach and other digital modes for 2W, doorstep cash collection rural 2W

## Key Ratios (FY25)

**\*Yield: 26.9%**

**GNPA: 3.18%**

**NNPA: 1.39%**



## MSME Process Overview

### Sourcing



- In-house sourcing team (No DSAs)
- Feet-on-Street sales team model
- Door-to-door knocking & cold calling
- BTL activities such as pamphlet distribution, stalls at village level gatherings
- Referrals from existing customers

*“Sales team logs in the case & collects KYC docs”*

### Underwriting



- Credit bureau check (CRIF & CIBIL)
- Physical FI & PD by in house credit manager at residence & workplace
- Capacity to Pay Use of nontraditional income & expense estimation methodologies
- Willingness to pay reference checks
- Final sanction by centralized credit team

*“Trigger sent to independent credit team for FI”*

### Collections



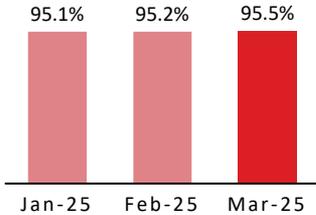
- Team member that does sales also handles collections
- Door to door collection allows Company to maintain relations with customer and ensures high collection efficiency
- Monthly collections high touch, relationship driven model
- Approximately 12% of the collections are done via digital mode

*“Door-step cash collection”*

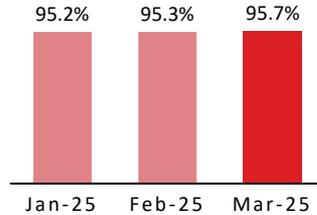
# Collection Efficiency



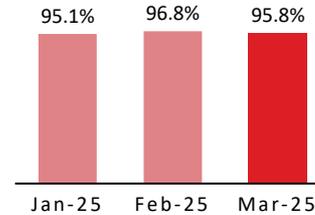
## Microfinance



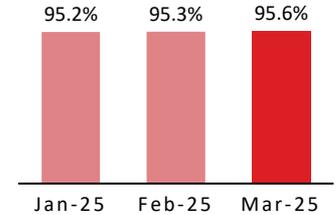
## MSME



## Two-Wheeler



## Total



### Update on Collections

- The collections in MFI has been dropping in the past few quarters as the MFI sector across has witnessed challenges of high staff attrition and overleveraging at borrower level.
  - Microfinance and MSME collections were at ~95.5% and ~95.7% in March-25
  - 2W collections continued to be ~95.8% in March-25
- Cumulative Provisions stood at INR 117.43 Crore as on 31st March 2025 (covering 5.23% of the consolidated AUM, 6.55% on book)
  - Namra Finance: Cumulative Provisions stood at INR 90.22 Crore as on 31st December 2024 (covering 5.35% of the consolidated AUM, 7.3% on book)
  - Standalone: Cumulative Provisions stood at INR 27.21 Crore as on 31st March 2025 (covering 4.86% of the consolidated AUM, 4.88% on book)

Particulars (INR Crore)		Microfinance	MSME	Two-Wheeler	Total
Jan-25	Collection Due	174.4	40.0	5.0	<b>219.4</b>
	Amount Collected	166.0	38.1	4.7	<b>208.8</b>
Feb-25	Collection Due	171.0	40.5	4.9	<b>216.4</b>
	Amount Collected	162.9	38.6	4.7	<b>206.2</b>
Mar-25	Collection Due	168.4	41.6	4.7	<b>214.6</b>
	Amount Collected	160.8	39.8	4.5	<b>205.1</b>



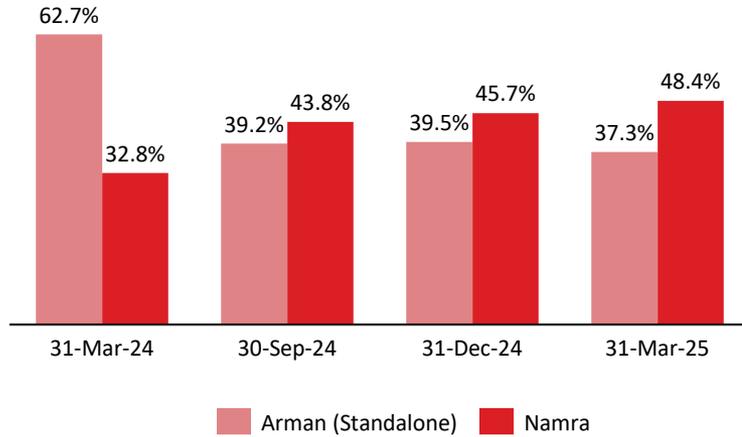
# Efficient Liability Management



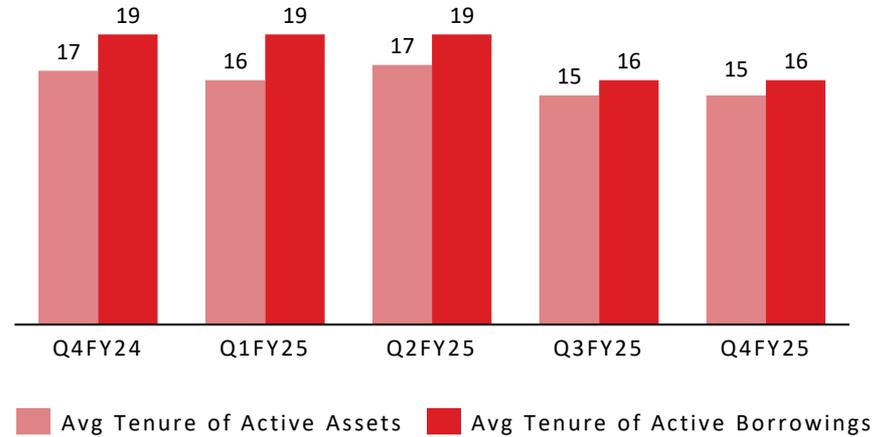
# Strong Capitalization with Sufficient Liquidity



## Capital Adequacy Ratio



## ALM Position (in Months)



### Update on Liquidity

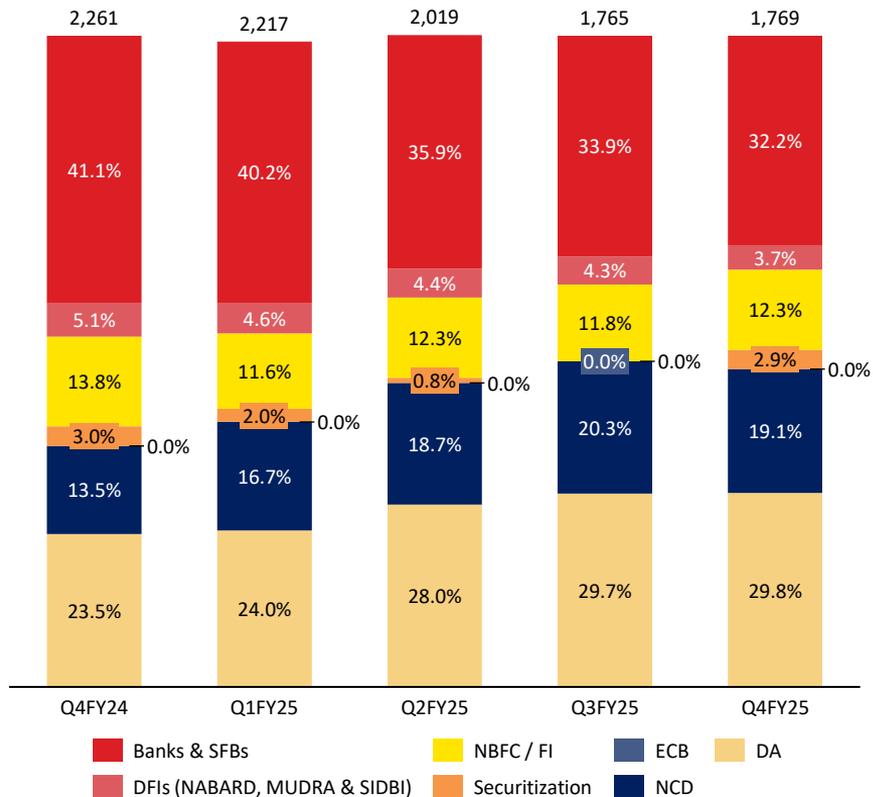
- Healthy Liquidity position with INR 268.64 Crore in cash/bank balance, liquid investments, and undrawn CC limits
- ALM continues to remain positive, and the company continue to have access to new sources of funds via DA and NCDs
- Additionally, company has INR 212.41 Crore undrawn sanctions from existing lenders
- The average Tenures of assets has reduced due to the de-growth seen in Microfinance in current year, as result there has been a reduced borrowing requirement.

# Borrowing Profile



## Borrowing Mix (%)

(INR Crore)



## Top 5 Lending Partners

Top 5 Lenders	% of Borrowings
Lender 1 - TL	10.53%
Lender 2 - TL & DA	9.58%
Lender 3 - TL & DA	8.90%
Lender 4 - DA	6.76%
Lender 5 - TL & DA	5.77%

## Credit Rating

Credit Rating	ACUITE	CARE
Long Term Bank Facilities	Upgraded to ACUITE A Negative Outlook	-
Non-Convertible Debentures		CARE A-   Stable Outlook

**Namra Finance Limited is assigned 'MFI-1' (MFI One) grading by CARE Advisory Research & Training Limited.**

# Lending Partnerships



## Bank Borrowings



## Non-Bank Borrowings



## Securitization Partners



## NCDs & ECB



The Brand Names mentioned are the property of their respective owners and are used here for identification purposes only



# Financial Performance



# FY25 Consolidated Profit & Loss Statement



Particulars (INR Crore)	Q4FY25	Q4FY24	YoY %	Q3FY25	QoQ%	FY25	FY24	YoY %
<b>Income from Operations</b>	<b>199.4</b>	<b>182.9</b>		<b>164.8</b>		<b>730.0</b>	<b>661.5</b>	
Other Income	0.0	0.1		0.0		0.0	0.1	
<b>Gross Total Income</b>	<b>199.4</b>	<b>182.9</b>	<b>9%</b>	<b>164.8</b>	<b>21%</b>	<b>730.0</b>	<b>661.5</b>	<b>10%</b>
Finance Costs	51.7	63.0		57.0		239.4	265.5	
<b>Net Total Income (NTI)</b>	<b>147.6</b>	<b>120.0</b>	<b>23%</b>	<b>107.8</b>	<b>37%</b>	<b>490.7</b>	<b>396.1</b>	<b>24%</b>
Employee Benefits Expenses	32.2	21.4		28.0		112.3	71.6	
Depreciation and Amortisation	0.5	0.4		0.5		1.8	1.4	
Other Expenses	13.3	10.0		10.3		43.4	29.9	
<b>Pre-Provision Operating Profit</b>	<b>101.6</b>	<b>88.1</b>	<b>15%</b>	<b>69.1</b>	<b>47%</b>	<b>333.2</b>	<b>293.2</b>	<b>14%</b>
Total Provisions & Write-offs	89.0	23.5		76.0		264.1	65.1	
<b>Profit Before Tax</b>	<b>12.7</b>	<b>64.6</b>	<b>-80%</b>	<b>-6.9</b>	<b>-</b>	<b>69.1</b>	<b>228.1</b>	<b>-70%</b>
<b>Profit After tax</b>	<b>12.8</b>	<b>50.8</b>	<b>-75%</b>	<b>-7.3</b>	<b>-</b>	<b>52.1</b>	<b>173.6</b>	<b>-70%</b>

Figures may not add up due to rounding off

# Balance Sheet – 31<sup>st</sup> March 2025



Particulars (INR Crore)	Consolidated		Standalone	
	Mar-25	Mar-24	Mar-25	Mar-24
<b>ASSETS</b>				
<b>Financial Assets</b>				
Cash and cash equivalents	67.8	118.6	4.8	69.5
Bank Balance	335.7	406.1	69.0	69.8
Loans & Advances	1683.7	2032.9	552.7	406.8
Investments	39.0	7.1	351.3	281.1
Other Financial assets	41.6	41.0	4.5	12.7
<b>Total Financial Assets</b>	<b>2,167.6</b>	<b>2,605.8</b>	<b>982.3</b>	<b>840.0</b>
<b>Non-Financial Assets</b>				
Current tax Assets (Net)	0.0	0.0	0.0	0.5
Deferred tax Assets (Net)	26.0	19.2	6.8	4.1
Property, Plant and Equipment	29.7	6.0	25.3	1.7
Other Intangible Assets	0.3	0.3	0.1	0.1
Capital Work In Progress	0.2	0.0	0.2	0.0
Right To Use Asset	1.1	1.4	0.0	0.0
Other non-financial assets	2.5	2.5	1.5	1.7
<b>Total Non-Financial Assets</b>	<b>59.7</b>	<b>29.3</b>	<b>33.9</b>	<b>8.2</b>
<b>Total Assets</b>	<b>2,227.3</b>	<b>2,635.1</b>	<b>1,016.1</b>	<b>848.1</b>

Particulars (INR Crore)	Consolidated		Standalone	
	Mar-25	Mar-24	Mar-25	Mar-24
<b>LIABILITIES &amp; EQUITY</b>				
Equity Share capital	10.5	10.5	10.5	10.5
Reserves & Surplus	863.9	802.2	575.3	524.4
<b>Total Shareholders' Funds</b>	<b>874.4</b>	<b>812.7</b>	<b>585.8</b>	<b>534.9</b>
<b>Financial Liabilities</b>				
Other Payables	1.2	2.0	0.2	0.4
Debt Securities	334.5	302.4	139.5	167.5
Borrowings	887.8	1,397.6	271.7	118.6
Subordinated Liabilities	10.0	25.0	0.0	5.0
Other Financial Liabilities	111.5	81.3	8.8	14.1
<b>Total Financial Liabilities</b>	<b>1,345.0</b>	<b>1,808.2</b>	<b>420.3</b>	<b>305.5</b>
<b>Non-Financial Liabilities</b>				
Current tax liabilities (Net)	2.0	7.2	6.5	0.0
Provisions	3.2	2.6	1.1	0.8
Other non-financial liabilities	2.6	4.4	2.5	6.9
<b>Total Non-Financial Liabilities</b>	<b>7.9</b>	<b>14.2</b>	<b>10.0</b>	<b>7.7</b>
<b>Total Liabilities &amp; Equity</b>	<b>2,227.3</b>	<b>2,635.1</b>	<b>1,016.1</b>	<b>848.1</b>

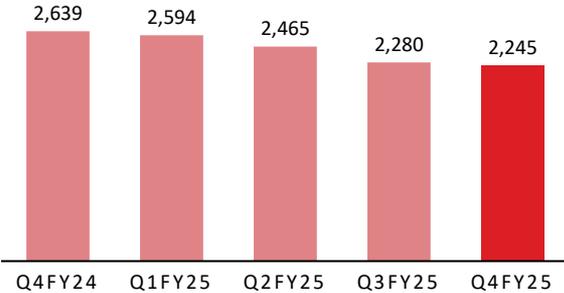
Figures may not add up due to rounding off

# Consolidated Business Performance

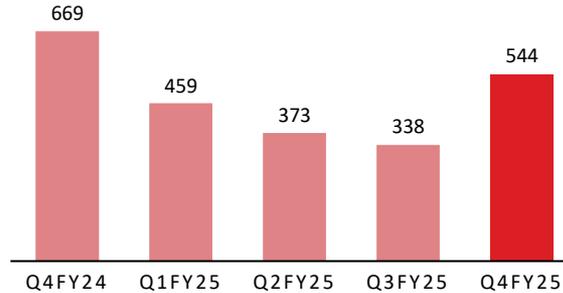


(INR Crore)

## AUM



## Disbursement



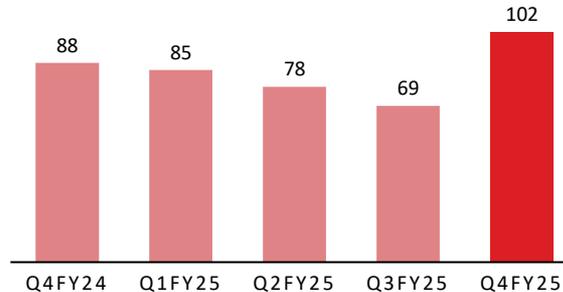
## Gross Total Income



## Net Total Income



## Pre-provision Operating Profit



## Profit / Loss After Tax



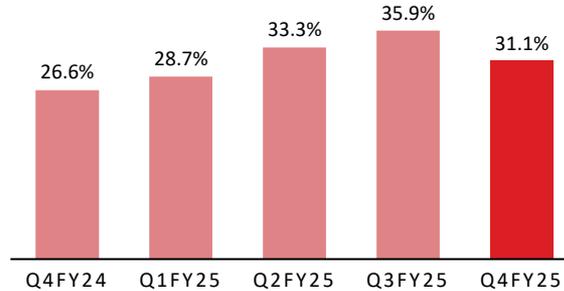
# Consolidated Business Performance



## Net Interest Margin (%)



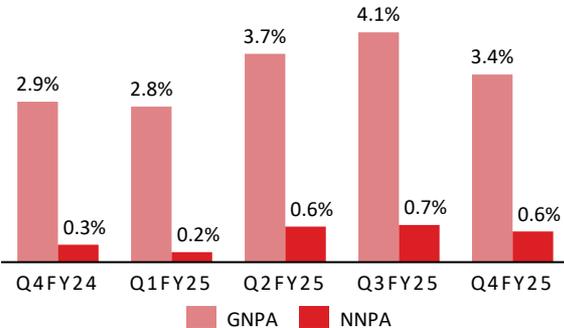
## Cost to Income Ratio (%)



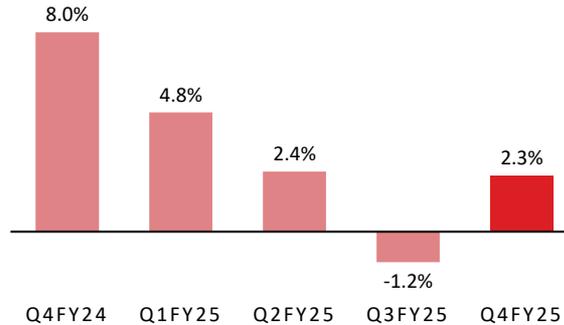
## Yield (%)



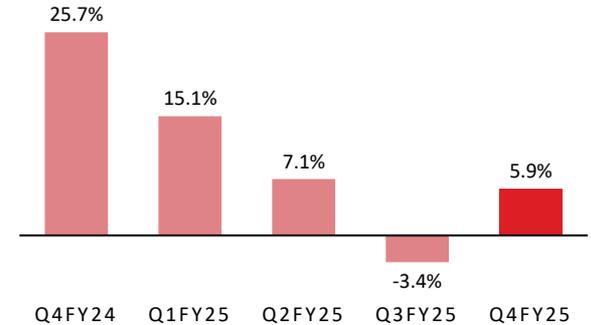
## Asset Quality (%)



## Return on Average AUM (%)



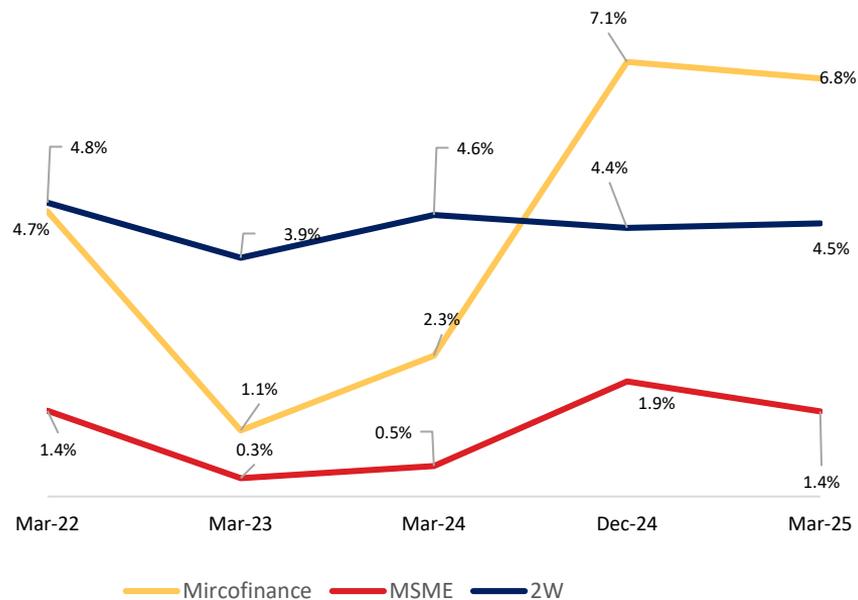
## Return on Equity (%)



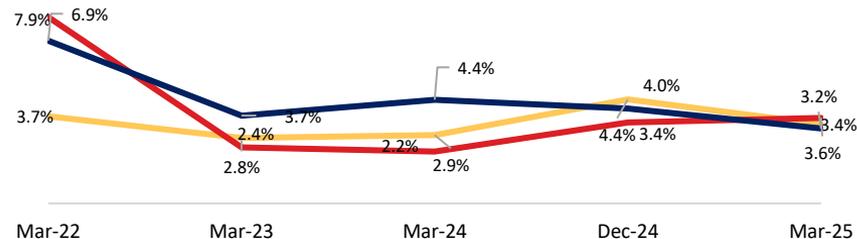
# PAR Movement



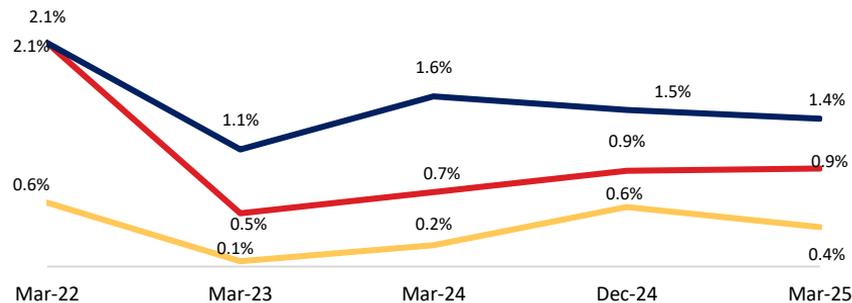
## PAR 31-90 (%) Movement



## GNPA (%)



## NNPA (%)



The microfinance industry is currently facing a significant rise in impairment costs due to overleveraging in the rural retail unsecured lending space, involving both MFIs and Non-MFIs. This overleveraging has strained borrowers' repayment capacities, leading to increased delinquencies and higher default rates. High attrition rates among ground-level staff across the industry have also impacted collection efficiency

# FY25 – Standalone P&L Statement (2W, MSME & LAP )



Particulars (INR Crore)	Q4 FY25	Q4 FY24	YoY %	Q3 FY25	QoQ%	FY25	FY24	YoY %
Income from Operations	50.6	37.7		45.0		181.9	133.5	
Other Income	4.2	1.6		-0.1		3.4	4.7	
<b>Gross Total Income</b>	<b>54.8</b>	<b>39.3</b>	<b>39%</b>	<b>44.9</b>	<b>22%</b>	<b>185.3</b>	<b>138.2</b>	<b>34%</b>
Finance Costs	11.8	10.6		10.5		43.6	45.6	
<b>Net Total Income (NTI)</b>	<b>43.0</b>	<b>28.8</b>	<b>49%</b>	<b>34.4</b>	<b>25%</b>	<b>141.7</b>	<b>92.7</b>	<b>53%</b>
Employee Benefits Expenses	10.1	6.9		9.1		37.0	24.6	
Depreciation and Amortisation	0.1	0.1		0.1		0.4	0.2	
Other Expenses	8.1	5.6		3.3		17.5	12.3	
<b>Pre-Provision Operating Profit</b>	<b>24.6</b>	<b>16.1</b>	<b>53%</b>	<b>21.9</b>	<b>12%</b>	<b>86.9</b>	<b>55.6</b>	<b>56%</b>
Total Provisions & Write-offs	7.4	2.5		8.4		28.9	7.2	
<b>Profit Before Tax</b>	<b>17.2</b>	<b>13.7</b>	<b>26%</b>	<b>13.5</b>	<b>28%</b>	<b>58.0</b>	<b>48.4</b>	<b>20%</b>
<b>Profit After tax</b>	<b>12.8</b>	<b>11.6</b>	<b>10%</b>	<b>9.9</b>	<b>30%</b>	<b>43.2</b>	<b>37.9</b>	<b>14%</b>

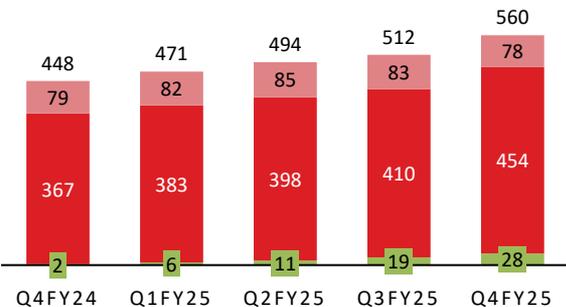
- Standalone AUM stood at ~INR 560 as on 31st March 2025
- Disbursement of ~INR 151 Crore in Q4FY25; of which MSME contributed ~INR 130 Crore, 2W contributed ~INR 12 Crore, while LAP stood at ~INR 9 Crore.
- As on 31st March 2025, GNPA for the MSME business stood at 3.62% , 2W business stood at 3.18% while that of LAP business stood at 0.17%
- Standalone: Cumulative Provisions stood at INR 27.21 Crore as on 31st March 2025 (covering 4.86% of the AUM, 4.88% on-book)
- Q4 FY25, Pre-Provisioning Operating Profit has grown by 53% Y-o-Y to ~INR. 24.6 Crore and Profit after tax has grown by 10% Y-o-Y to ~INR 12.8 Crore.

# Standalone Business Performance

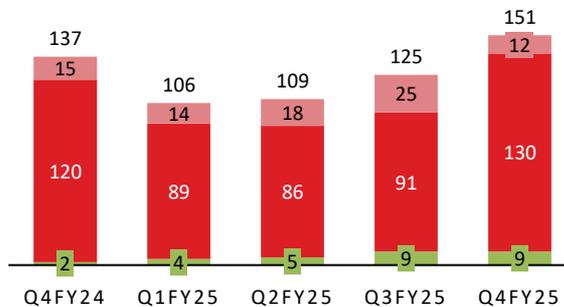


(INR Crore)

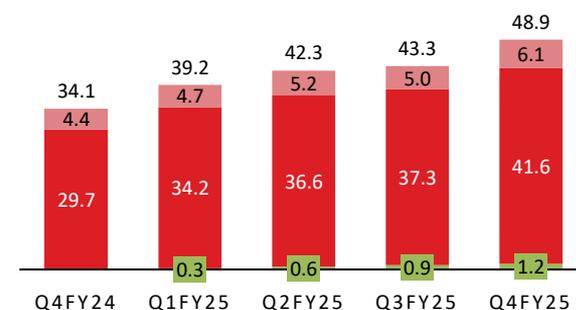
## AUM



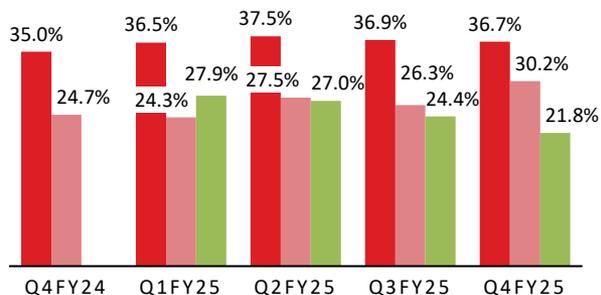
## Disbursement



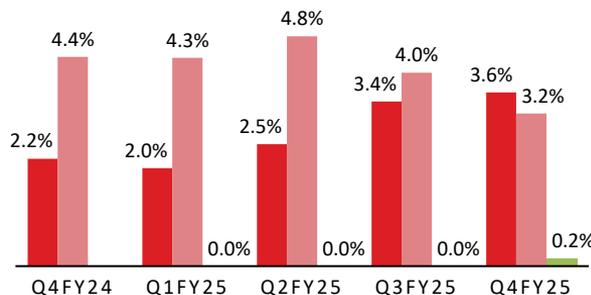
## Gross Total Income\*



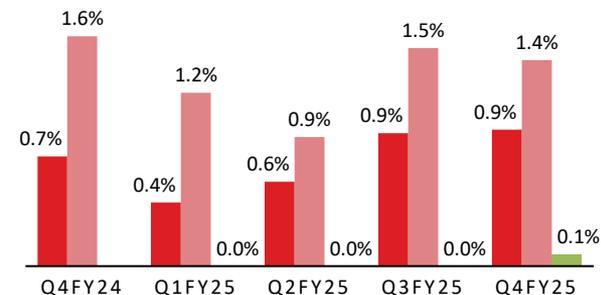
## Yield (%)



## Gross NPA (%)



## Net NPA (%)



Two Wheeler Loans MSME LAP

Note: Yield is calculated excluding DA income.

\*Inclusive of Two-wheeler, MSME loans and LAP and exclusive of treasury income

# FY25 - Namra Finance Profit & Loss Statement



Particulars (INR Crore)	Q4 FY25	Q4 FY24	YoY %	Q3 FY25	QoQ%	FY25	FY24	YoY %
<b>Income from Operations</b>	<b>150.3</b>	<b>147.0</b>		<b>120.9</b>		552.4	<b>530.1</b>	
Other Income	0.0	0.1		0.0		0.0	0.1	
<b>Gross Total Income</b>	<b>150.3</b>	<b>147.1</b>	<b>2%</b>	<b>120.9</b>	<b>24%</b>	<b>552.4</b>	<b>530.2</b>	<b>4%</b>
Finance Costs	41.4	54.3		47.6		200.0	222.1	
<b>Net Total Income (NTI)</b>	<b>108.9</b>	<b>92.9</b>	<b>17%</b>	<b>73.3</b>	<b>49%</b>	<b>352.4</b>	<b>308.1</b>	<b>14%</b>
Employee Benefits Expenses	22.1	14.4		18.8		75.4	46.9	
Depreciation and Amortisation	0.4	0.3		0.4		1.4	1.2	
Other Expenses	9.7	6.6		7.0		30.3	19.8	
<b>Pre-Provision Operating Profit</b>	<b>76.8</b>	<b>71.5</b>	<b>7%</b>	<b>47.1</b>	<b>63%</b>	<b>245.3</b>	<b>240.3</b>	<b>2%</b>
Total Provisions & Write-offs	81.6	21.0		67.5		235.2	57.9	
<b>Profit Before Tax</b>	<b>-4.8</b>	<b>50.5</b>	<b>-</b>	<b>-20.5</b>	<b>-</b>	<b>10.0</b>	<b>182.4</b>	<b>-94%</b>
<b>Profit After tax</b>	<b>-0.3</b>	<b>38.8</b>	<b>-</b>	<b>-17.2</b>	<b>-</b>	<b>7.8</b>	<b>138.3</b>	<b>-94%</b>

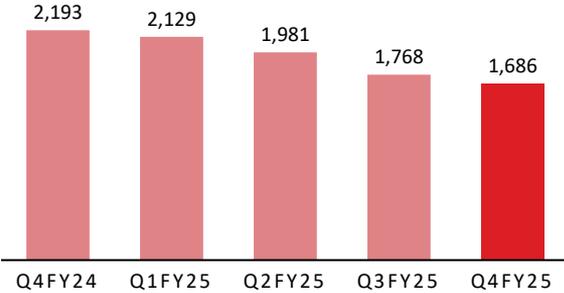
- Over the years we have steadily expanded and deepened our MFI presence through our wholly owned subsidiary, Namra Finance. This involves entering new geographies, increasing the number of branches, and enhancing our outreach to underserved communities
- As of March 31, 2025, Namra's AUM stands at ~INR 1,686 Crore
- Disbursements for Q4FY25 amounted to ~INR 393 Crore
- During Q4FY25, Gross Total Income stood at ~INR 150 Crore and Net Total Income reached to ~INR 109 Crore
- In Q4 FY25, Pre Provision Operating Profit stood at ~INR 77 Crore
- Provisions increased by 23.68% YoY to ~INR 90 Crore
- Write off (net of recovery) during the quarter stood at INR 105.56 Crore. We have continued an aggressive write off and provisioning policy
- Active MFI Customers stood at 6+ lakh.

# Microfinance Business Performance – Namra Finance (1/2)

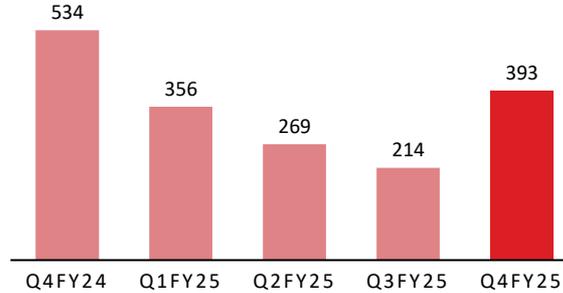


(INR Crore)

## AUM



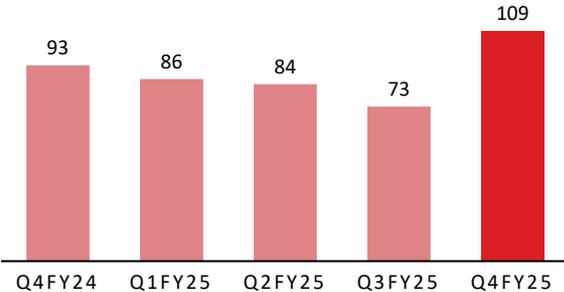
## Disbursement



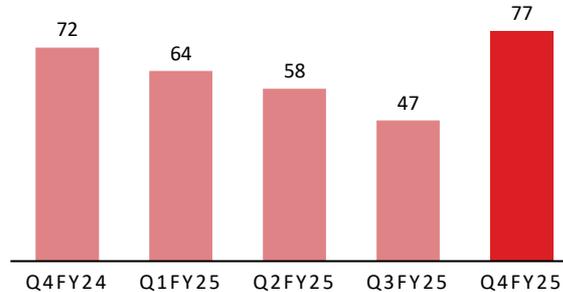
## Gross Total Income



## Net Total Income



## Pre-provision Operating Profit



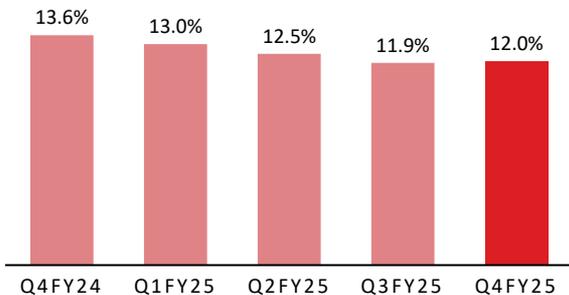
## Profit / Loss After Tax



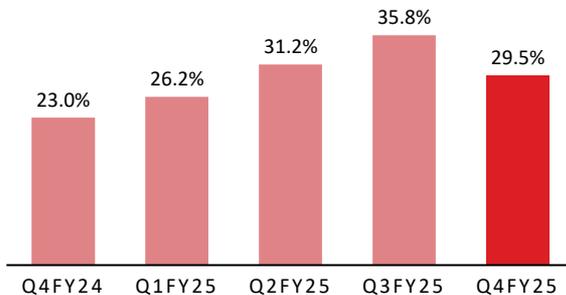
# Microfinance Business Performance – Namra Finance (2/2)



## Net Interest Margin (%)



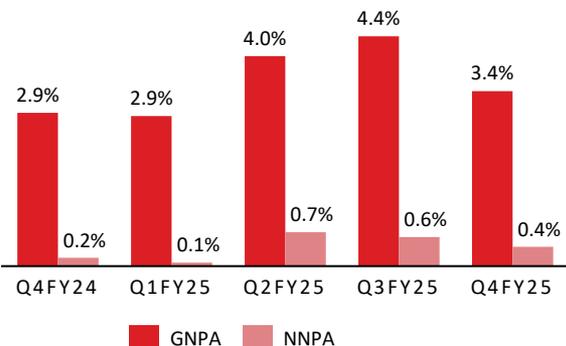
## Cost to Income Ratio (%)



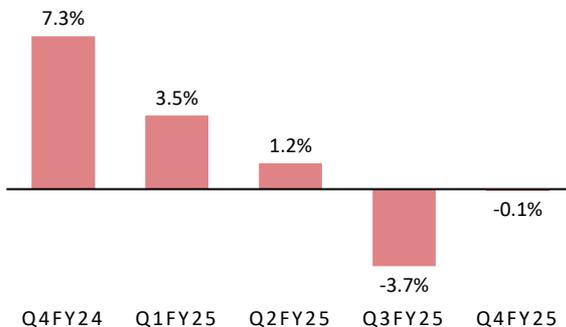
## Yield (%)



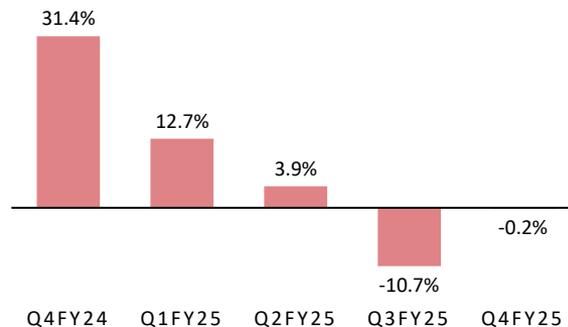
## Asset Quality (%)



## Return on Average AUM (%)



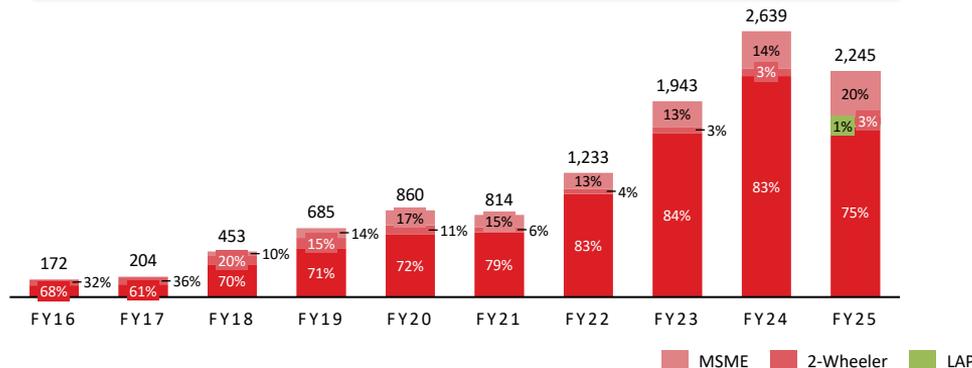
## Return on Equity (%)



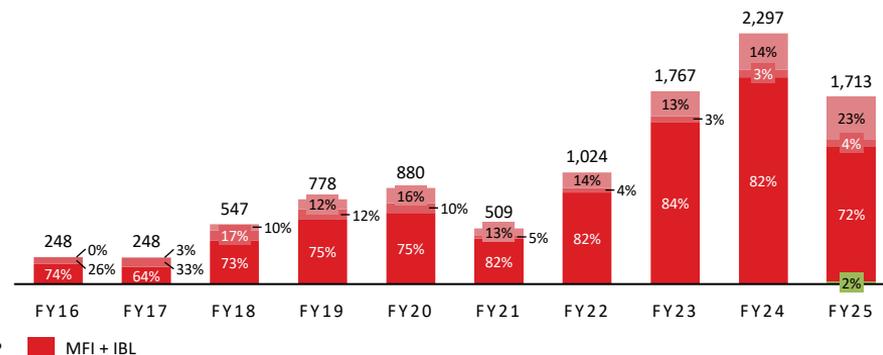
# AUM and Disbursements Trends



## Total AUM (INR Crore)



## Total Disbursements (INR Crore)



- Diversified portfolio of **INR 2,245 Crore in FY25** split between –
  - Microfinance:** INR 1,674 Crore (74.5%),
  - MSME Loans:** INR 454 Crore (20.2%),
  - 2-Wheeler Loans:** INR 78 Crore (3.5%),
  - Loan Against Property:** INR 28 Crore (1.2%)
  - Individual Business Loans:** INR 12 Crore (0.5%)
- Strategically forayed into MSME Loans in 2017. Successfully scaled up the business to ~INR 454 Crore (20.2% of total AUM).
- Further, launched a new products Rural 2-wheeler loans, individual business loan and LAP loans (currently in pilot stage) to effectively meet the under-served market.

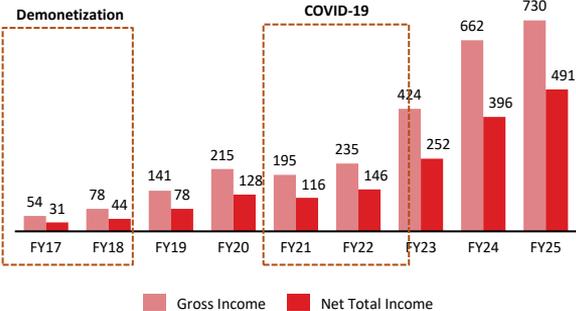
- Small ticket unsecured loans - Ticket size INR 30,000 – 3,00,000
- Venturing secured LAP market from 3,00,000 to 20,00,000. Average Ticket Size – 4,60,000
- Self-employed / cash cash-income informal segment customers
- Plans to expand SME Portfolio in way that share of SME book increases to 35% and share of MFI Book reduces to ~60% over time.
- Stringent underwriting
- Rigorous collections practices – in-house, feet feet-on -street mode

# Historical Metrics

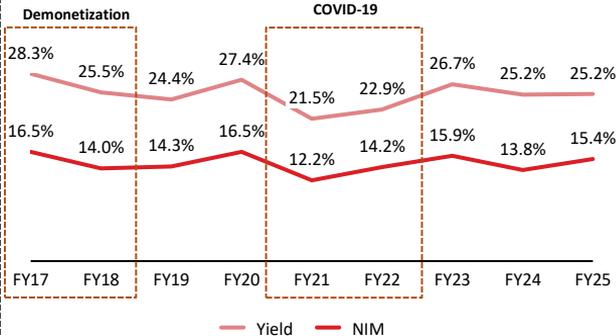


## Gross and Net Total Income

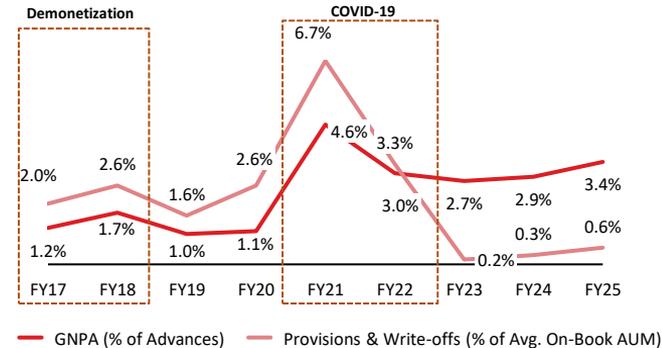
(INR Crore)



## Yield & NIM (%)

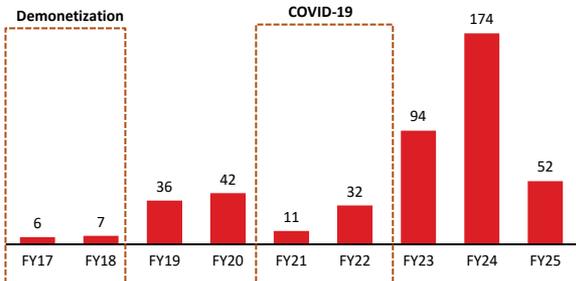


## Asset Quality

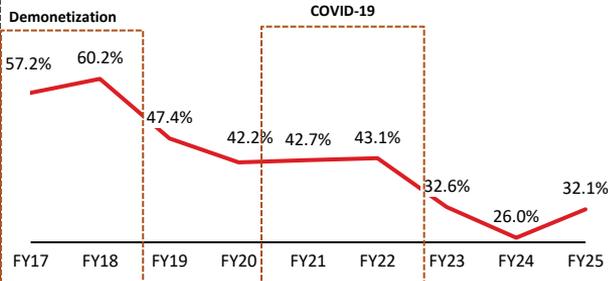


## Profit After Tax

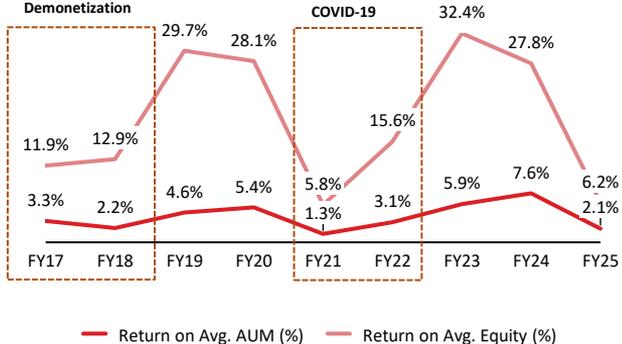
(INR Crore)



## Cost to Income Ratio %



## Return Ratios





- $\text{Gross Interest Income} = \text{Interest Income} + \text{processing fees} / \text{other charges}$
- $\text{Net Interest Margins} = \text{Net Interest Income} / \text{Average AUM (On + Off-Book)}$
- $\text{Yields} = \text{Gross Interest Income} / \text{Avg. AUM (On + Off Off-Book)}$
- $\text{Cost-to -Income Ratio} = \text{Opex (excl. provisions)} / \text{Net Total Income}$
- $\text{GNPA \%} = \text{GNPA} / \text{AUM (On-Book)}$
- $\text{NNPA \%} = \text{NNPA} / \text{AUM (On-Book)}$
- $\text{Return on Average AUM} = \text{Profit After Tax} / \text{Quarterly Avg. AUM}$
- $\text{Return on Equity} = \text{Profit After Tax} / \text{Quarterly Avg. Equity}$



Thank You

## Contact Information

### Company:

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### Investor Relations Advisors:

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**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt. Ltd.**

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