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**Business Update**

**Page 4 - Page 6**

**About the Company**

**Page 7 - Page 13**

**Presence in Attractive Retail  
Lending Segments**

**Page 14 - Page 20**

**Efficient Liability Management**

**Page 21 - Page 24**

**Strong Financial Performance**

**Page 25 - Page 39**



## Business Update

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# 9MFY26 Performance Highlights

Assets Under Management

**INR 2,274 Crore**

(6.8% Q-o-Q)

Provisions and Write offs

**INR 131 Crore\***

*Cumulative Provisions stood at INR 74 Crore as on 31<sup>st</sup> December 2025  
(covering 3.2% of the consolidated AUM, 4.0% on book)*

Disbursement

**INR 1,482 Crore**

(26.7% Y-o-Y)

Asset Quality

**GNPA: 3.40%**

**NNPA: 0.77%**

Shareholder's Equity

**INR 892 Crore**

*CRAR: Arman (Standalone): 38.3%;  
CRAR: Namra : 52.3%*

Return Ratios<sup>#</sup>

**ROAA: 0.92%**

**ROE: 2.38%**

Profit Before Tax

**INR 35 Crore**

*INR 29 Crore in Q3FY26*

Collection Efficiency

**96.0% for 9MFY26**

Profit After Tax

**INR 16 Crore**

*INR 22 Crore in Q3FY26*

Active Customer Base

**Approximately 6.2 Lakhs**

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



# Track Record of Capital Raising

## 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

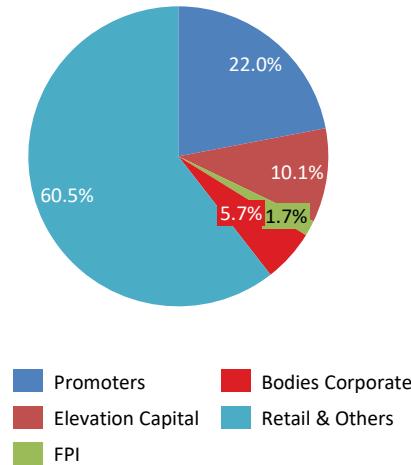
- In September 2022, raised INR 115 crore through a preferential allotment of securities to non-promoter investors.
  - 6,24,388 Unsecured Compulsorily Convertible Debentures (CCDs) at ₹1,230 each, aggregating to ₹76.80 crore.
  - 3,10,972 Optionally Convertible Redeemable Preference Shares (OCRPS) at ₹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 30<sup>th</sup> September 25, on Fully diluted basis



Total Shares Outstanding (Fully Diluted) : 1,05,12,921

*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, LAP, Two-Wheeler, and other loan segments which will enable the company to achieve a sustained growth momentum in the coming few quarters.*



## About the Company

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# 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 reaffirmed to A- (Stable Outlook) by ACUITE in January 2026
  - Reaffirmed to A- (Negative Outlook) by CARE Ratings for Arman and Namra
  - 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 – 9MFY26

**524****160****11****~6.2 Lakh**

Branches

Districts

States

Live Customers

**50+**

Two-Wheeler dealerships

**Positive ALM****42+**

Comfortable Liquidity Position

Diversified Borrowing Profile &amp; Relationship with Banks &amp; 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 125.18 Crore.<sup>^</sup>Company's wholly owned subsidiary 'Namra Finance Limited' offers microfinance loans



# Journey so Far

1992

1995

1998

2010

2011

2013

- Company Incorporated
- Started bill discounting & Machine leasing

- Listing on BSE – Issue subscribed 22x

- Launched 2W Loans

- Launched Microfinance business

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

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

2021

2020

2019

2018

2017

2014-16

- AUM crossed INR 1,000 Crore

- Disbursement crosses INR 875 Crore

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

- Raised PE funding from SAIF Partners

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

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

2022

2023

2024

2025

2026

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

- 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

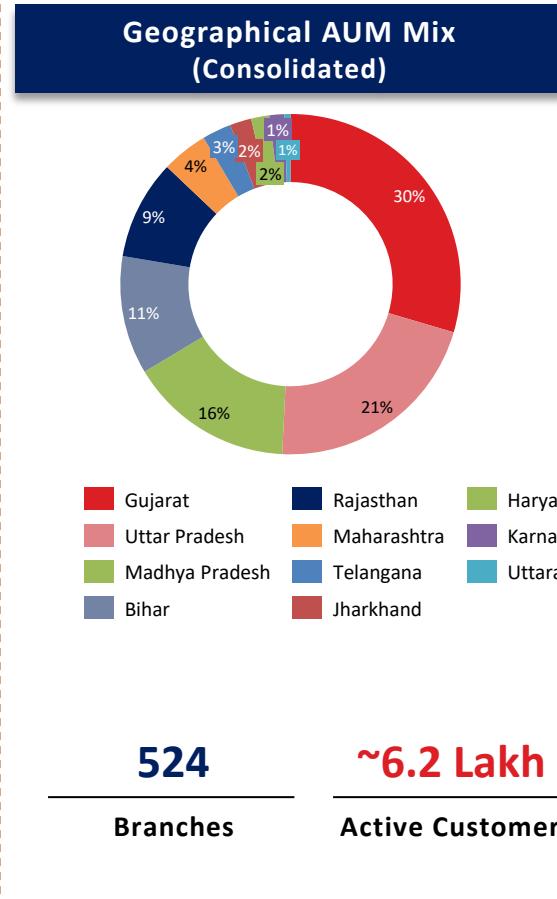
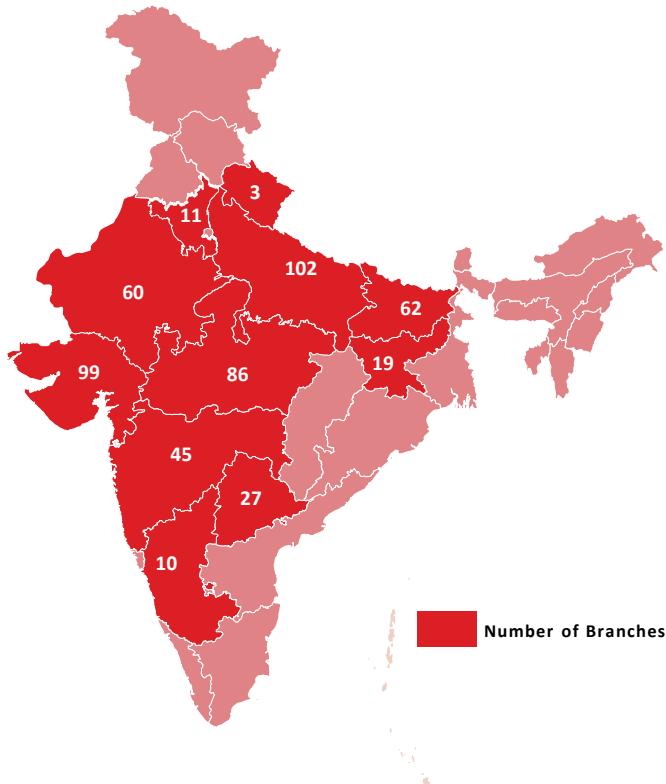
- Namra & Arman upgraded to A | Stable by Acuite Ratings in August 2024
- Upgraded to A- (Stable Outlook) from BBB+ (Stable Outlook) by CARE Ratings for Arman and Namra in March 2024
- Crossed INR 2,500 Crore AUM mark in Feb-24.
- Entered new states of Telangana, Jharkhand and Karnataka

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

- Started Pilot of Solar Loans across Gujarat



# Geographical Footprint



Number of Branches	9MFY26	9MFY25
Microfinance	401	392
MSME	119	90
2W & Rural 2W	4	4
<b>Total</b>	<b>524</b>	<b>486</b>

**524****Branches****~6.2 Lakh****Active Customers****4900+****No of Employees****4100+****No of Loan Officers**

# Strong Underwriting by Leveraging Digital Transformation



## 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 Suvidha – 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 has served on a number of committees of the Ministry of Finance, Govt of India.

## Jayendrabhai B. Patel Whole Time 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 Vice Chairman & 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

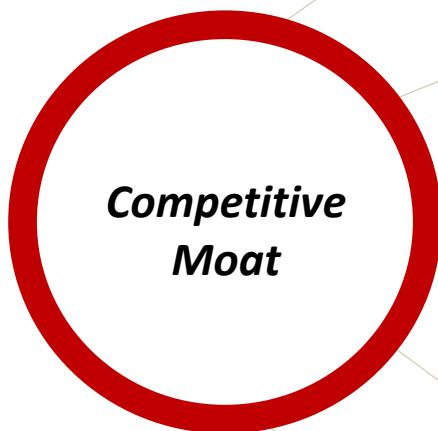
- He has over 18 years of Information Technology , Computer Science, and business experiences. Currently, he works as a Manager- PMO for Bullhorn Inc.
- Prior to that, he worked at various other roles such as IT Consulting with Deloitte, software developer at Intellitools, and other companies such as 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.



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 3-4%**



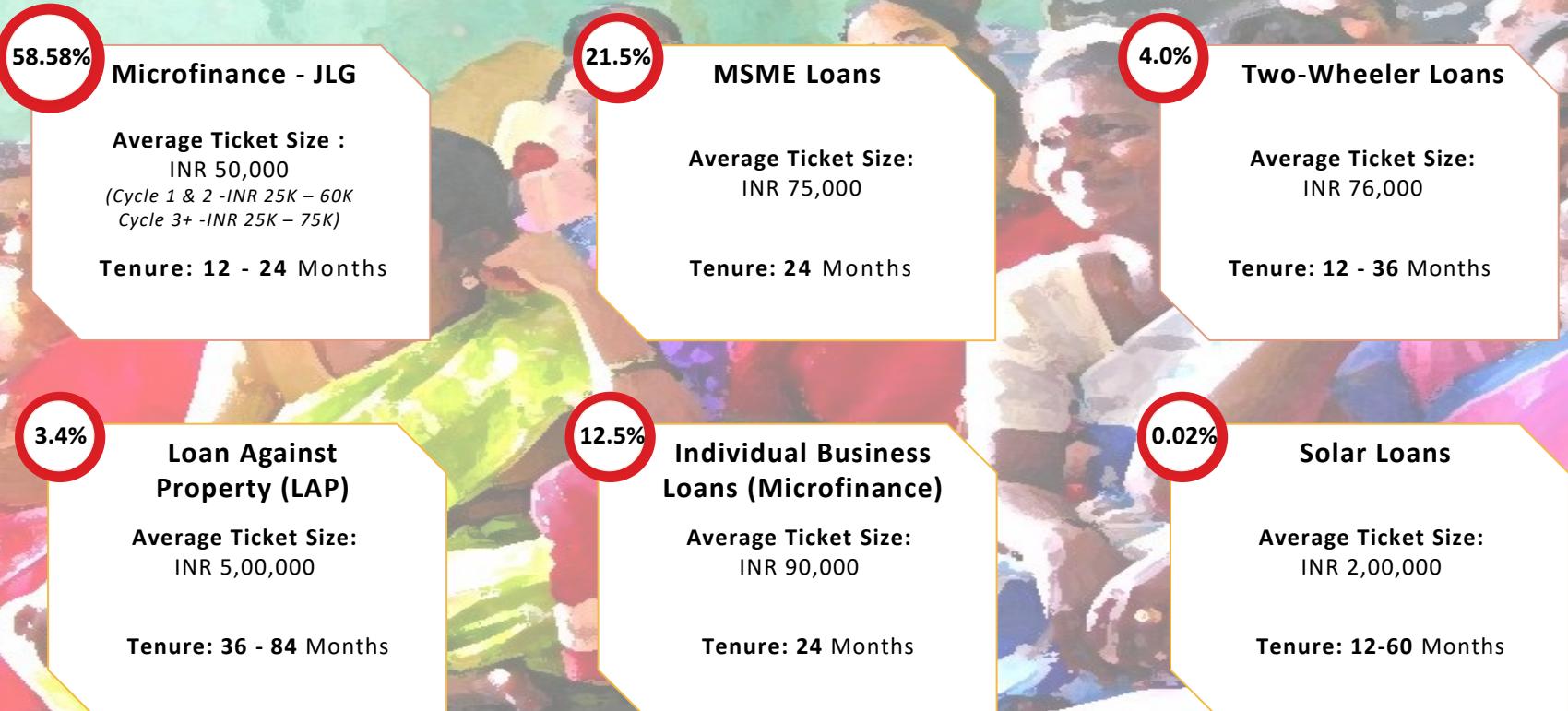
# Presence in Attractive Retail Lending Segments

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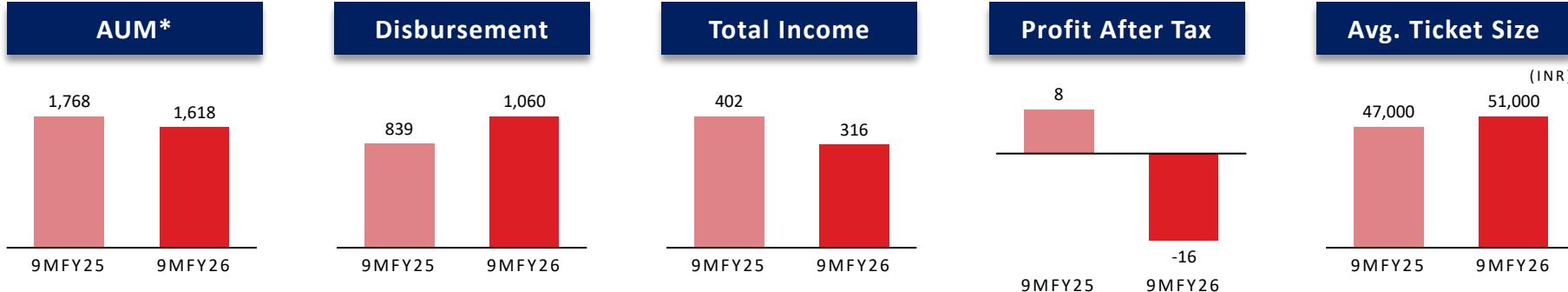
# Product Offerings across Verticals





# Microfinance Loans

(INR Crore)



\*Includes Individual Business Loans

- JLG model with small ticket loans (Avg. Ticket Size – INR 51,000) given to women borrowers for income generating activities such as Livestock, Dairy, Agri allied, Kirana Stores
- **Operations:** Operations in 11 states; 401 MFI branches; 4.97+ lakh active customers
- **Operating Model:**
  - High touch monthly collection model
  - Rural concentration: ~93.83% 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 ~20% of the overall collections are now cashless.

## Key Ratios (9MFY26)

\*Yield: 23.08%

\*NIM: 13.53%

ROAA: (1.34%)

GNPA: 3.40%

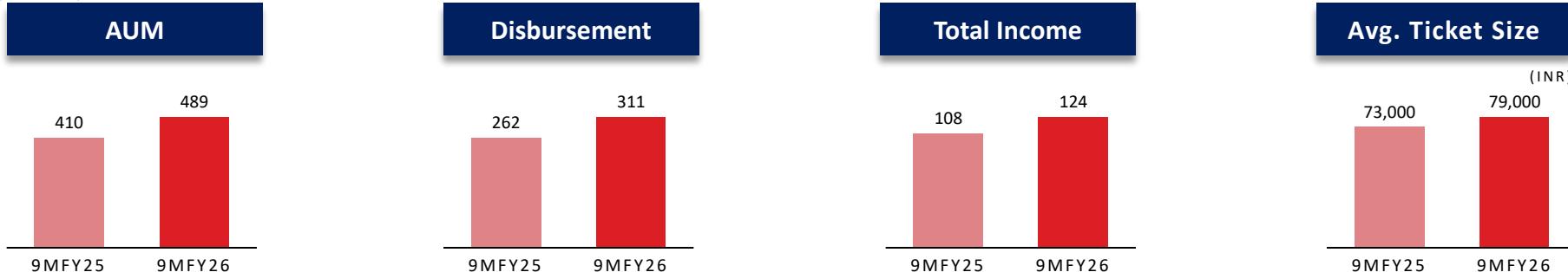
NNPA: 0.66%

ROE: (3.44%)



# MSME Loans

(INR Crore)



- Individual enterprise /working capital loans for small rural businesses in low competition areas
- Currently operates across 7 states – Gujarat, MP, Maharashtra, Rajasthan, Uttarakhand, Uttar Pradesh & Telangana with 119 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 (9MFY26)

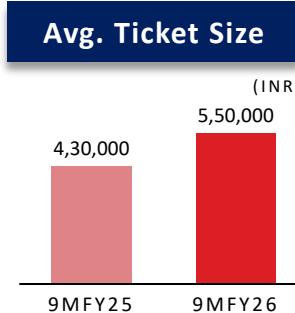
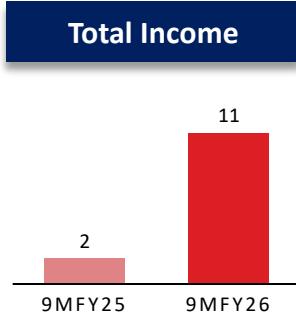
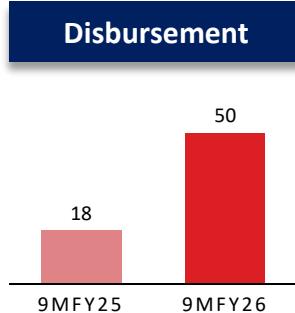
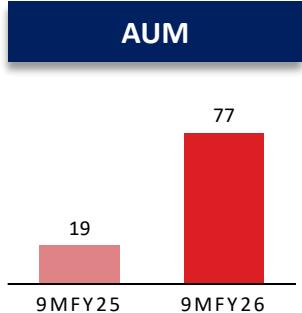
**\*Yield: 35.05%**

**GNPA: 3.74%**

**NNPA: 0.95%**



(INR Crore)



- Company launched and piloted a new product, Loan Against Property in Q4 FY24.
- AUM contribution as on Dec-25 is ~3.4%.
- In Dec-25, the average ticket size of this product is INR 5.5 Lakhs, 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 (9MFY26)

\*Yield: 22.32%

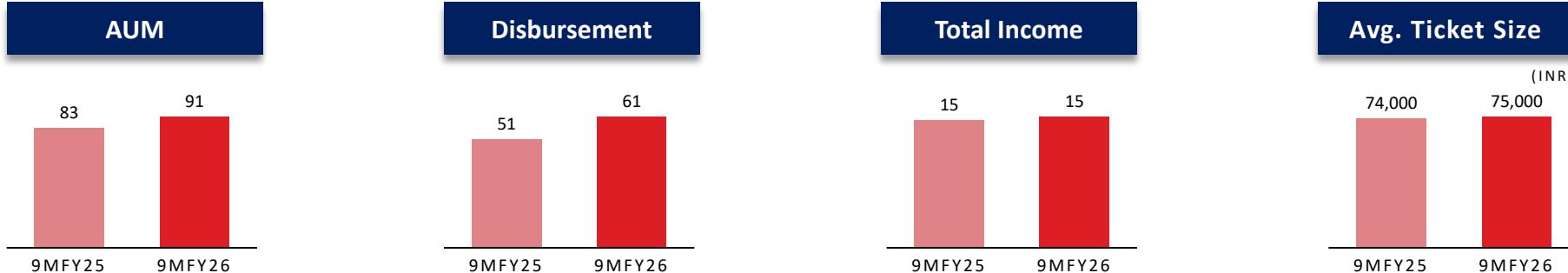
GNPA: 0.31%

NNPA: 0.11%



# 2W and Rural 2W Loans

(INR Crore)



- 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 (9MFY26)

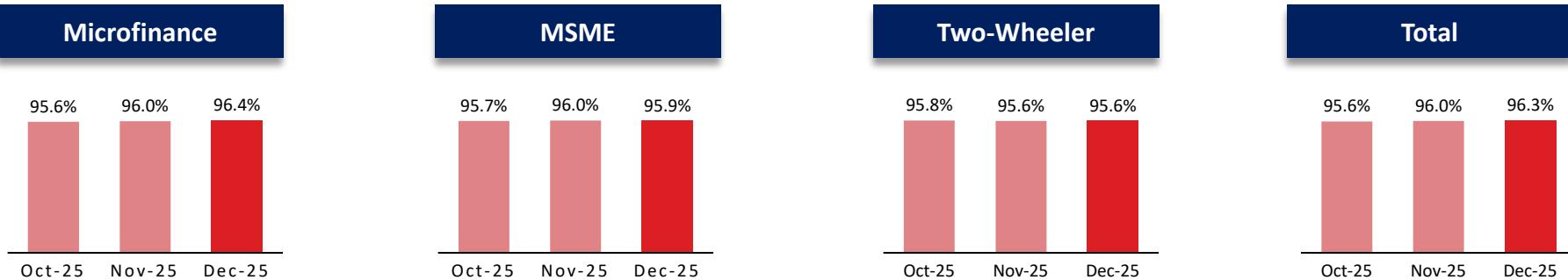
**\*Yield: 25.83%**

**GNPA: 4.28%**

**NNPA: 1.90%**



# Collection Efficiency



## Update on Collections

- With stabilizing borrower cashflow, Collections are witnessing a gradual improvement, supported by tighter monitoring mechanisms and disciplined field execution.
- Microfinance and MSME collections were at ~96.4% and ~95.9% in Dec-25
  - 2W collections continued to be ~95.6% in Dec-25
- Cumulative Provisions stood at INR 73.8 Crore as on 31<sup>st</sup> December 2025 (covering 3.2% of the consolidated AUM, 4.0% on book)
  - Namra Finance: Cumulative Provisions stood at INR 44.2 Crore as on 31<sup>st</sup> December 2025 (covering 2.7% of the consolidated AUM, 3.7% on book)
  - Standalone: Cumulative Provisions stood at INR 29.6 Crore as on 31<sup>st</sup> December 2025 (covering 4.5% of the consolidated AUM, 4.5% on book)

		Particulars (INR Crore)	Microfinance	MSME	Two-Wheeler	Total
Oct-25	Collection Due	132.2	44.8	4.8	181.7	
	Amount Collected	126.3	42.9	4.6	173.8	
Nov-25	Collection Due	129.8	45.5	5.1	180.4	
	Amount Collected	124.6	43.7	4.9	173.2	
Dec-25	Collection Due	133.1	47.3	5.2	185.6	
	Amount Collected	128.4	45.3	5.0	178.7	



## Efficient Liability Management

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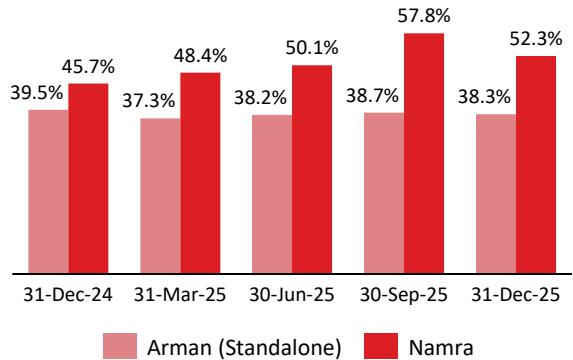
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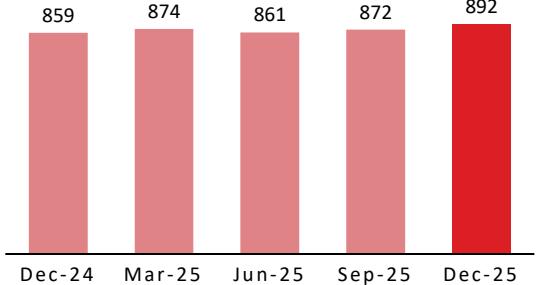


# Strong Capitalization with Sufficient Liquidity

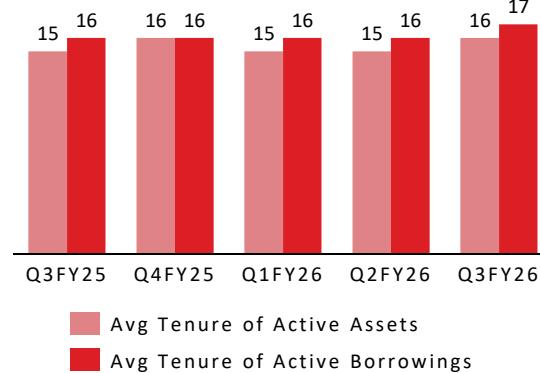
## Capital Adequacy Ratio



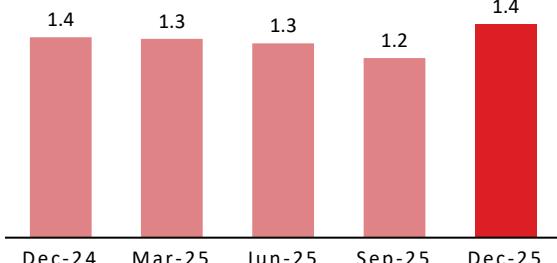
## Net worth (INR Crore)



## ALM Position (in Months)



## Debt/Equity (x)<sup>#</sup>



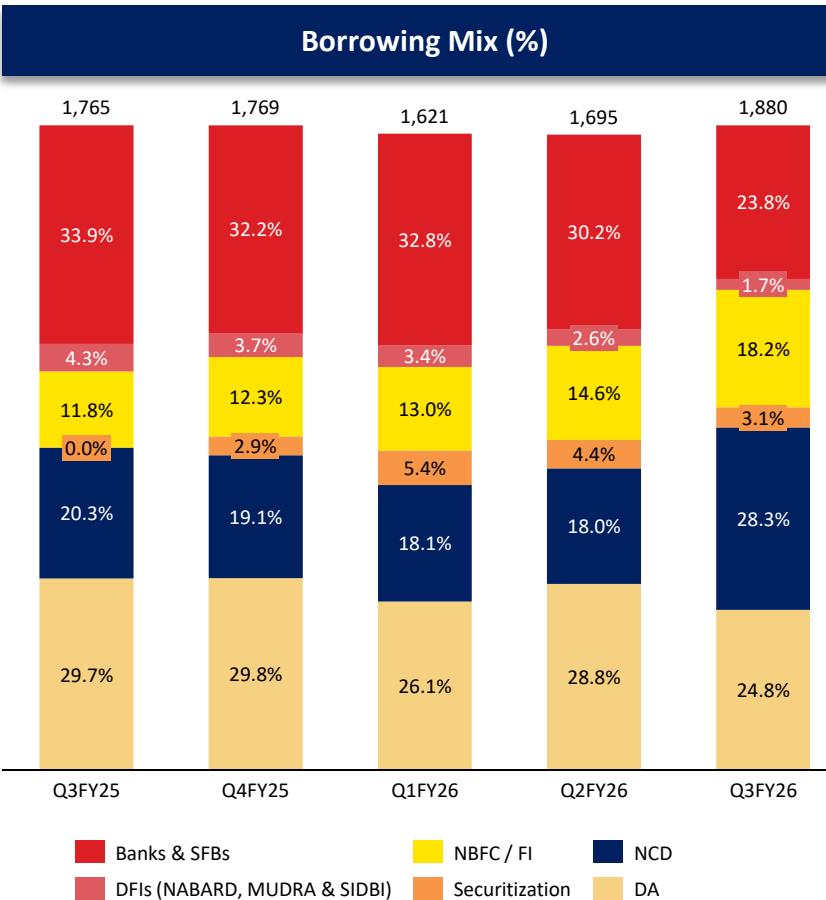
## Update on Liquidity

- Healthy Liquidity position with INR 247 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 320 Crore undrawn sanctions from existing lenders

<sup>#</sup>After adjusting overdrafts (OD) from banks having 100% security against fixed deposits amounts to INR 125 Crore.



# Borrowing Profile



## Top 5 Lending Partners

Top 5 Lenders	% of Borrowings
Lender 1 – TL & DA	15.63%
Lender 2 - TL & DA	6.11%
Lender 3 - TL & DA	6.66%
Lender 4 – TL & DA	5.46%
Lender 5 - NCD	3.76%

Credit Rating	
Credit Rating	ACUITE
Long Term Bank Facilities	ACUITE A -   Stable Outlook
Non-Convertible Debentures	

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



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



# Financial Performance

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# 9MFY26 Consolidated Profit & Loss Statement



Particulars (INR Crore)	Q3FY26	Q3FY25	YoY %	Q2FY26	QoQ%	9MFY26	9MFY25	YoY %
<b>Income from Operations</b>	160.1	164.8		159.2		470.3	530.7	
Other Income	0.0	0.0		0.0		0.0	0.0	
<b>Gross Total Income</b>	<b>160.1</b>	<b>164.8</b>	<b>-3%</b>	<b>159.2</b>	<b>1%</b>	<b>470.3</b>	<b>530.7</b>	<b>-11%</b>
Finance Costs	50.8	57.0		49.6		152.6	187.6	
<b>Net Total Income (NTI)</b>	<b>109.3</b>	<b>107.8</b>	<b>1%</b>	<b>109.6</b>	<b>0%</b>	<b>317.6</b>	<b>343.1</b>	<b>-7%</b>
Employee Benefits Expenses	38.9	28.0		36.4		108.8	80.1	
Depreciation and Amortisation	0.4	0.5		0.5		1.3	1.3	
Other Expenses	15.2	10.3		16.5		41.3	30.1	
<b>Pre-Provision Operating Profit</b>	<b>54.7</b>	<b>69.1</b>	<b>-21%</b>	<b>56.2</b>	<b>-3%</b>	<b>166.3</b>	<b>231.6</b>	<b>-28%</b>
Total Provisions & Write-offs	26.2	76.0		38.3		131.0	175.1	
<b>Profit Before Tax</b>	<b>28.5</b>	<b>-6.9</b>	<b>-</b>	<b>17.9</b>	<b>59%</b>	<b>35.3</b>	<b>56.4</b>	<b>-37%</b>
<b>Profit After tax</b>	<b>22.2</b>	<b>-7.3</b>	<b>-</b>	<b>8.0</b>	<b>177%</b>	<b>15.6</b>	<b>39.3</b>	<b>-60%</b>

Figures may not add up due to rounding off



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

Particulars (INR Crore)		Consolidated		Standalone		Particulars (INR Crore)		Consolidated		Standalone	
ASSETS		Dec-25	Mar-25	Dec-25	Mar-25	LIABILITIES & EQUITY		Dec-25	Mar-25	Dec-25	Mar-25
<b>Financial Assets</b>						Equity Share capital		10.5	10.5	10.5	10.5
Cash and cash equivalents	195.7	67.8		134.0	4.8	Reserves & Surplus		881.8	863.9	612.1	575.3
Bank Balance	324.6	335.7		81.6	69.0	<b>Total Shareholders' Funds</b>		<b>892.3</b>	<b>874.4</b>	<b>622.6</b>	<b>585.8</b>
Loans & Advances	1,746.7	1,683.7		621.7	552.7	<b>Financial Liabilities</b>					
Investments	31.6	39.0		351.5	351.3	Other Payables		0.6	1.2	0.4	0.2
Other Financial assets	28.1	41.6		4.5	4.5	Debt Securities		531.7	334.5	248.2	139.5
<b>Total Financial Assets</b>	<b>2,326.7</b>	<b>2,167.6</b>		<b>1,193.4</b>	<b>982.3</b>	Borrowings		869.9	887.8	343.4	271.7
<b>Non-Financial Assets</b>						Subordinated Liabilities		10.0	10.0	0.0	0.0
Current tax Assets (Net)	6.0	0.0		0.5	0.0	Other Financial Liabilities		79.6	111.5	11.6	8.8
Deferred tax Assets (Net)	18.6	26.0		7.4	6.8	<b>Total Financial Liabilities</b>		<b>1,491.8</b>	<b>1,345.0</b>	<b>603.7</b>	<b>420.3</b>
Property, Plant and Equipment	29.3	29.7		25.4	25.3	<b>Non-Financial Liabilities</b>					
Other Intangible Assets	0.2	0.3		0.1	0.1	Current tax liabilities (Net)		0.0	2.0	0.0	6.5
Capital Work In Progress	0.6	0.2		0.6	0.2	Provisions		3.7	3.2	1.2	1.1
Right To Use Asset	2.2	1.1		0.0	0.0	Other non-financial liabilities		2.6	2.6	1.4	2.5
Other non-financial assets	6.9	2.5		1.7	1.5	<b>Total Non-Financial Liabilities</b>		<b>6.3</b>	<b>7.9</b>	<b>2.6</b>	<b>10.0</b>
<b>Total Non-Financial Assets</b>	<b>63.7</b>	<b>59.7</b>		<b>35.6</b>	<b>33.9</b>	<b>Total Liabilities &amp; Equity</b>		<b>2,390.4</b>	<b>2,227.3</b>	<b>1,228.9</b>	<b>1,016.1</b>
<b>Total Assets</b>	<b>2,390.4</b>	<b>2,227.3</b>		<b>1,228.9</b>	<b>1,016.1</b>						

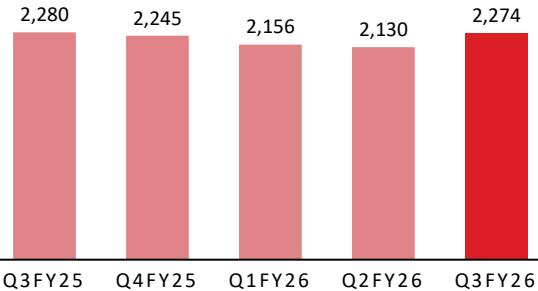
Figures may not add up due to rounding off



# Consolidated Business Performance

(INR Crore)

## AUM



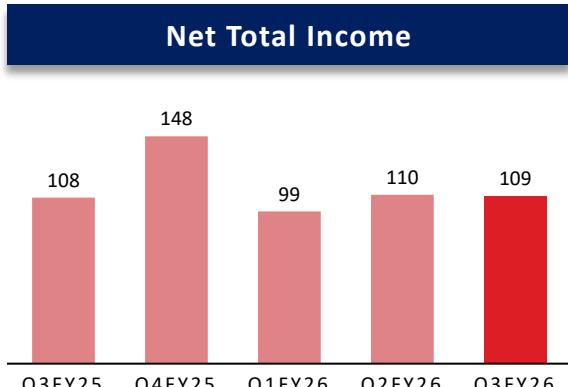
## Disbursement



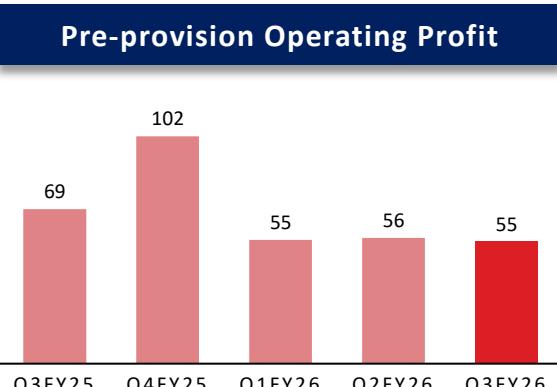
## Gross Total Income



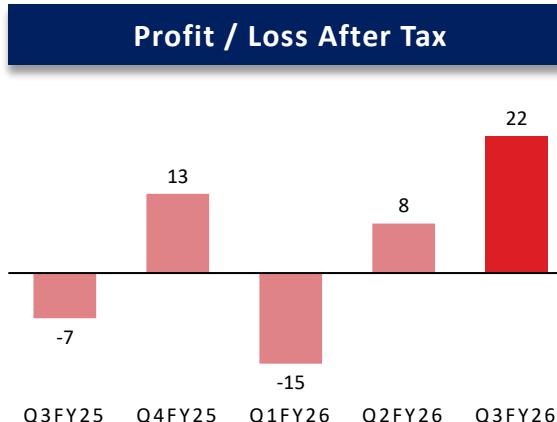
## Net Total Income



## Pre-provision Operating Profit



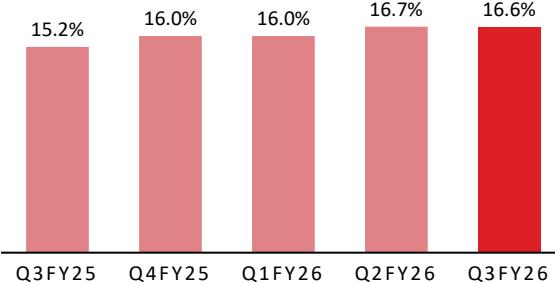
## Profit / Loss After Tax



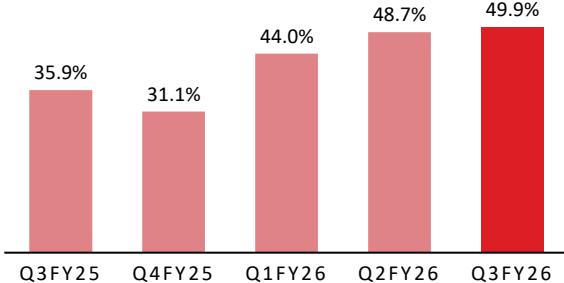


# Consolidated Business Performance

## Net Interest Margin (%)



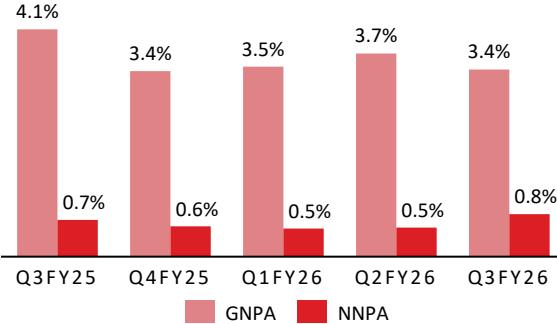
## Cost to Income Ratio (%)



## Yield (%)



## Asset Quality (%)



## Return on Average AUM (%)

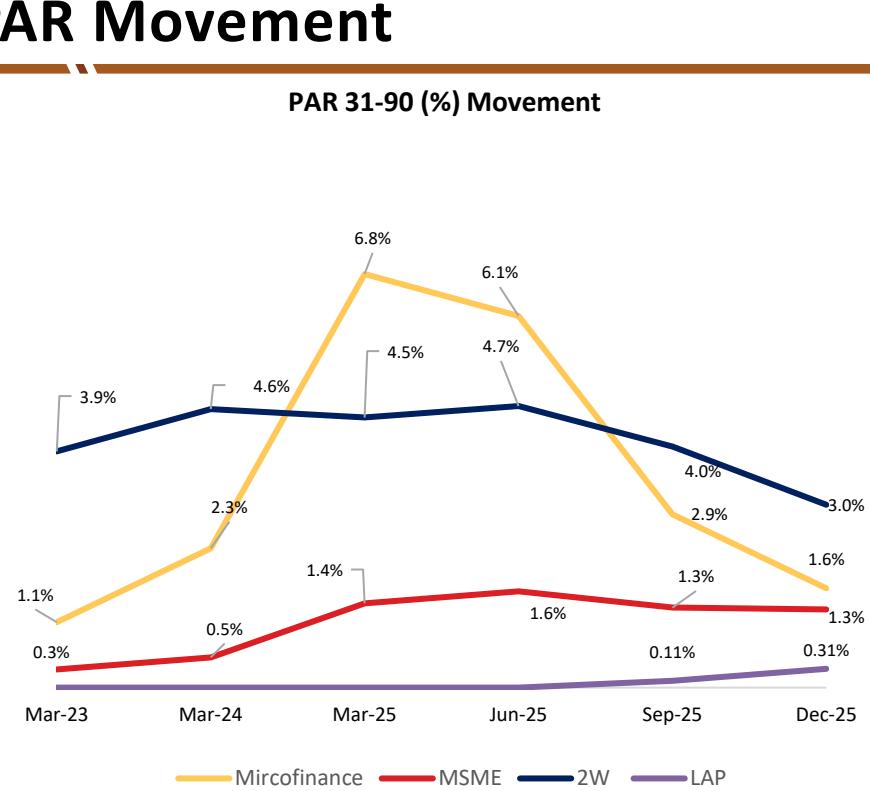


## Return on Equity (%)

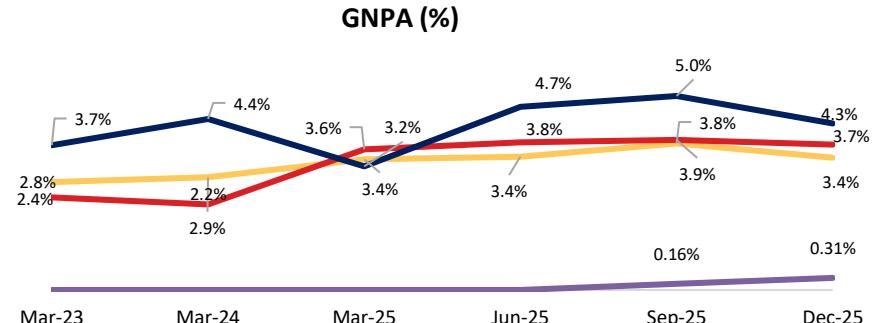


# PAR Movement

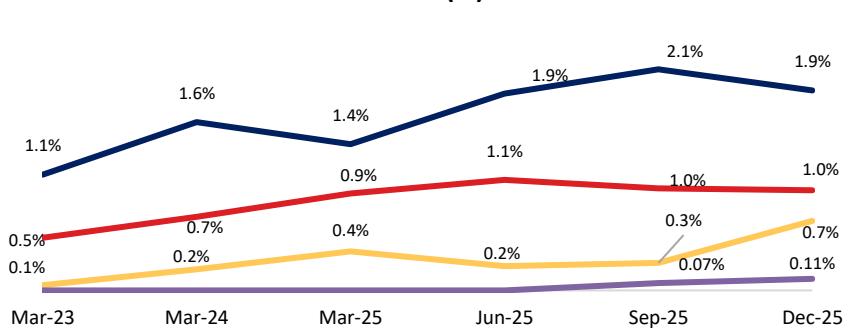
## PAR 31-90 (%) Movement



## GNPA (%)



## NNPA (%)



The microfinance sector is witnessing gradual stabilization following a period of elevated stress in rural unsecured lending. On-ground conditions have improved, with stronger borrower repayment behaviour and better collection efficiency across key geographies. Incremental delinquencies have moderated, supported by tighter underwriting and focused recovery efforts.

# 9MFY26 – Standalone P&L Statement (2W, MSME & LAP )



Particulars (INR Crore)	Q3FY26	Q3FY25	YoY%	Q2FY26	QoQ%	9M FY26	9M FY25	YoY%
<b>Income from Operations</b>	<b>53.6</b>	<b>45.0</b>		<b>51.7</b>		<b>155.6</b>	<b>131.3</b>	
Other Income	0.3	-0.1		0.4		1.2	-0.8	
<b>Gross Total Income</b>	<b>54.0</b>	<b>44.9</b>	<b>20%</b>	<b>52.1</b>	<b>4%</b>	<b>156.9</b>	<b>130.5</b>	<b>20%</b>
Finance Costs	14.0	10.5		13.8		39.8	31.7	
<b>Net Total Income (NTI)</b>	<b>40.0</b>	<b>34.4</b>	<b>16%</b>	<b>38.3</b>	<b>4%</b>	<b>117.1</b>	<b>98.8</b>	<b>19%</b>
Employee Benefits Expenses	15.4	9.1		12.9		39.6	26.8	
Depreciation and Amortisation	0.1	0.1		0.1		0.3	0.3	
Other Expenses	5.0	3.3		4.8		14.1	9.5	
<b>Pre-Provision Operating Profit</b>	<b>19.5</b>	<b>21.9</b>	<b>-11%</b>	<b>20.4</b>	<b>-5%</b>	<b>63.1</b>	<b>62.2</b>	<b>1%</b>
Total Provisions & Write-offs	6.9	8.4		8.3		22.8	21.5	
<b>Profit Before Tax</b>	<b>12.6</b>	<b>13.5</b>	<b>-6%</b>	<b>12.1</b>	<b>4%</b>	<b>40.3</b>	<b>40.8</b>	<b>-1%</b>
<b>Profit After tax</b>	<b>9.4</b>	<b>9.9</b>	<b>-5%</b>	<b>8.9</b>	<b>5%</b>	<b>30.8</b>	<b>30.4</b>	<b>1%</b>

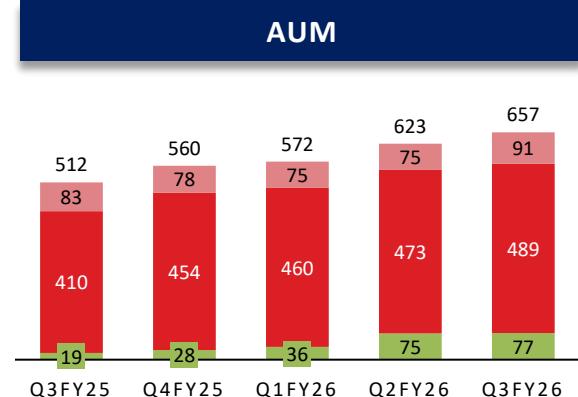
Figures may not add up due to rounding off



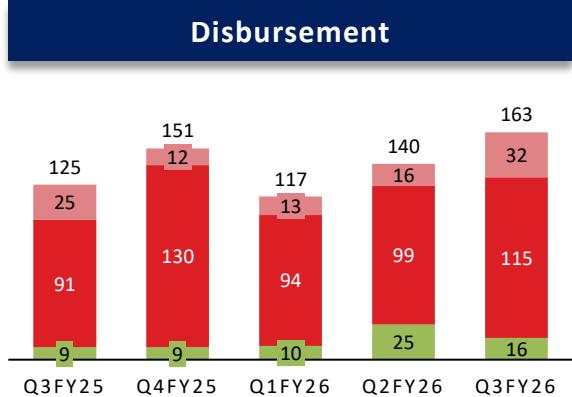
# Standalone Business Performance

(INR Crore)

## AUM



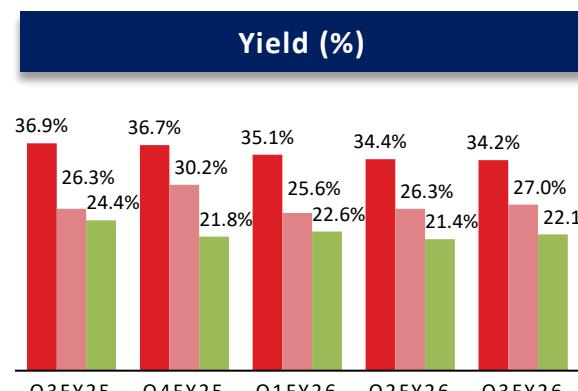
## Disbursement



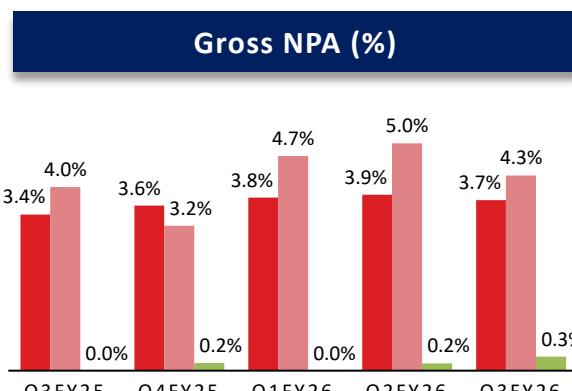
## Gross Total Income\*



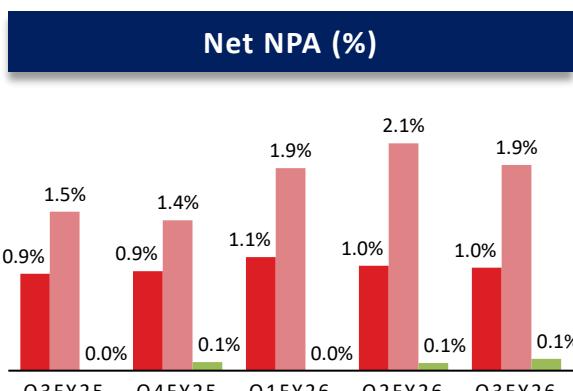
## Yield (%)



## Gross NPA (%)



## Net NPA (%)



Note: Yield is calculated excluding DA income.

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

■ Two Wheeler Loans ■ MSME ■ LAP

# 9MFY26 - Namra Finance Profit & Loss Statement



Particulars (INR Crore)	Q3FY26	Q3FY25	YoY%	Q2FY26	QoQ%	9MFY26	9MFY25	YoY %
<b>Income from Operations</b>	<b>106.5</b>	<b>120.9</b>		<b>107.5</b>		<b>315.8</b>	<b>402.1</b>	
Other Income	0.0	0.0		0.0		0.0	0.0	
<b>Gross Total Income</b>	<b>106.5</b>	<b>120.9</b>	<b>-11.9%</b>	<b>107.5</b>	<b>-0.9%</b>	<b>315.8</b>	<b>402.1</b>	<b>-21.5%</b>
Finance Costs	36.9	47.6		35.8		114.0	158.6	
<b>Net Total Income (NTI)</b>	<b>69.6</b>	<b>73.3</b>	<b>-5.0%</b>	<b>71.7</b>	<b>-2.8%</b>	<b>201.8</b>	<b>243.5</b>	<b>-17.1%</b>
Employee Benefits Expenses	23.5	18.8		23.5		69.2	53.3	
Depreciation and Amortisation	0.3	0.4		0.3		1.0	1.0	
Other Expenses	10.7	7.0		12.0		29.2	20.6	
<b>Pre-Provision Operating Profit</b>	<b>35.0</b>	<b>47.1</b>	<b>-25.6%</b>	<b>35.8</b>	<b>-2.2%</b>	<b>102.3</b>	<b>168.5</b>	<b>-39.3%</b>
Total Provisions & Write-offs	19.3	67.5		29.9		108.2	153.7	
<b>Profit Before Tax</b>	<b>15.7</b>	<b>-20.5</b>	<b>-</b>	<b>5.9</b>	<b>-</b>	<b>-5.8</b>	<b>14.8</b>	<b>-</b>
<b>Profit After tax</b>	<b>12.6</b>	<b>-17.2</b>	<b>-</b>	<b>-0.9</b>	<b>-</b>	<b>-16.0</b>	<b>8.1</b>	<b>-</b>

Income from Operations includes Interest Income on loans and managed assets; processing fees, other charges in respect of loans and treasury income

Company's wholly owned subsidiary 'Namra Finance Limited' offers microfinance to women

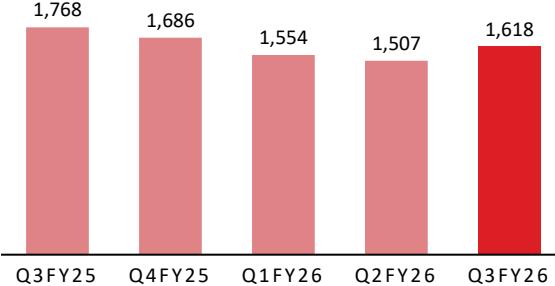
Figures may not add up due to rounding off

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



(INR Crore)

## AUM



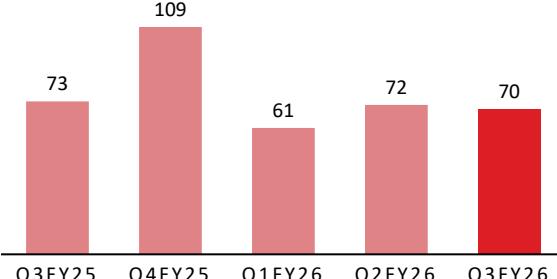
## Disbursement



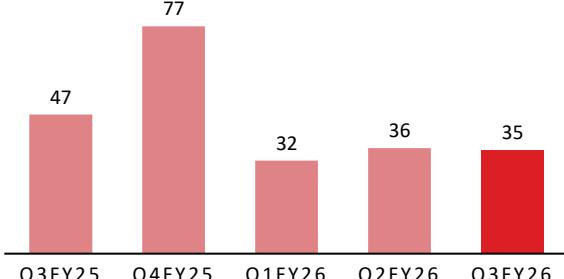
## Gross Total Income



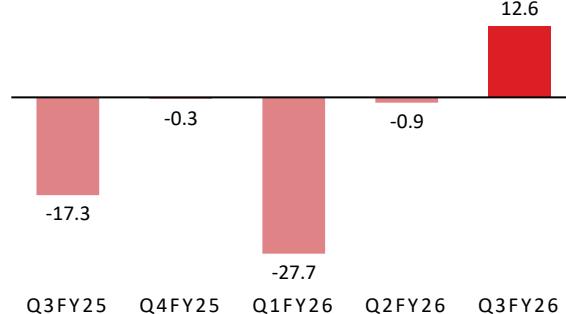
## Net Total Income



## Pre-provision Operating Profit



## Profit / Loss After Tax





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

## Net Interest Margin (%)



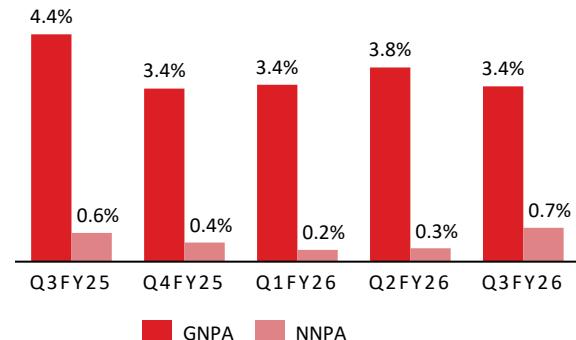
## Cost to Income Ratio (%)



## Yield (%)



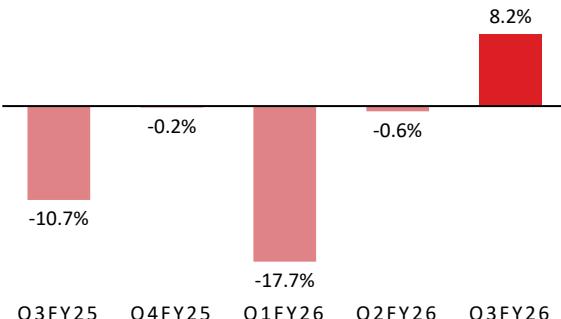
## Asset Quality (%)



## Return on Average AUM (%)



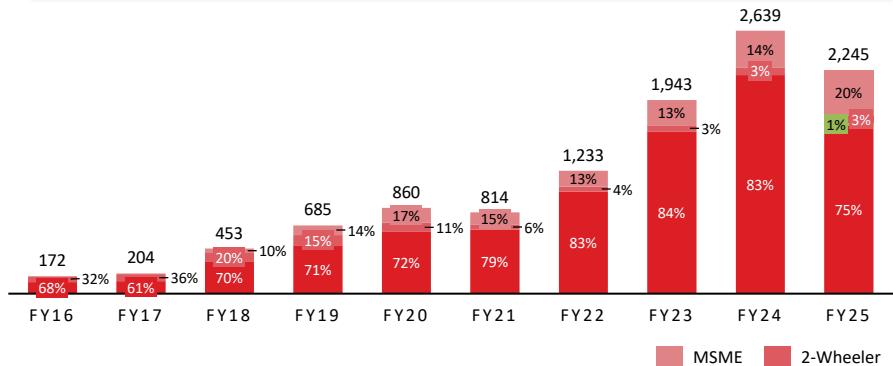
## Return on Equity (%)



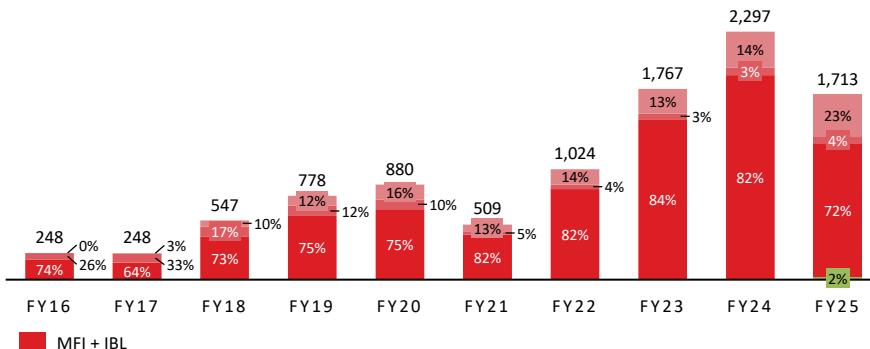


# AUM and Disbursements Trends

## Total AUM (INR Crore)



## Total Disbursements (INR Crore)



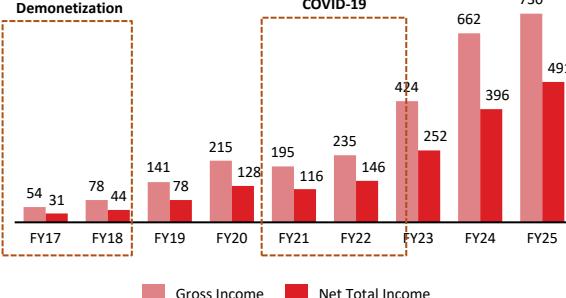
- Diversified portfolio of **INR 2,274 Crore** in Q3FY26 split between –
  - Microfinance:** INR 1,332 Crore (58.6%),
  - MSME Loans:** INR 489 Crore (21.5%),
  - 2-Wheeler Loans:** INR 91 Crore (4.0%),
  - Loan Against Property:** INR 77 Crore (3.4%)
  - Individual Business Loans:** INR 285 Crore (12.5%)
- Strategically forayed into MSME Loans in 2017. Successfully scaled up the business to ~INR 489 Crore (21.5% 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.
- Started a pilot for Solar Loans across Gujarat

- 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 – 5-6 lakhs.
- Aim to deliver 3%-4% Post Tax ROA
- 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 collection practices – in-house, feet-on-the-street mode
- Increasing focus on Digital Collections. ~25% collections coming digitally
- UPI / E-NACH mandate is mandatory for all except JLG micro loans

# Historical Metrics

## Gross and Net Total Income

(INR Crore)



## Yield & NIM (%)

Demonetization

COVID-19

COVID-19

Yield

NIM

## Cost to Income Ratio %

Demonetization

COVID-19

COVID-19

COVID-19

COVID-19

COVID-19

COVID-19

COVID-19

COVID-19

## Asset Quality

Demonetization

COVID-19

GNPA (% of Advances)

Provisions & Write-offs (% of Avg. On-Book AUM)

## Return Ratios

Demonetization

COVID-19



# Annexure

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



# Thank You!

## Contact Information

### Company:



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### Investor Relations Advisors:

**SGA** [Strategic Growth Advisors](#)

**Strategic Growth Advisors Pvt. Ltd.**  
CIN: U74140MH2010PTC204285

**Mr. Abhishek Shah / Ms. Krunali Shah**  
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