



INVESTOR PRESENTATION

October 2024

Company Snapshot

Manba Finance is a NBFC providing tailored financial solutions for two wheelers, three wheelers, used Cars, small business loans and personal Loans

AUM
INR 11,068 Mn

28+
Years of Experience



Present across **71**
locations with a
network of **1,100+**
dealers



Present in **6** states &
spread across **71**
locations



CARE rating of
BBB+ & ACUITE
rating of **A-** (Stable
Outlook)



1,530 employees
consisting of **650+**
sales personnel



Financial Snapshot

<p>Disbursements INR 3,448 Mn[^]</p> 	<p>Disbursement Per Employee INR 2.25 Mn[^]</p> 	<p>Disbursement Per Location Per Month INR 8.09 Mn[^]</p> 	<p>AUM Per Employee INR 7 Mn[*]</p> 
<p>Net interest income INR 555 Mn[^]</p> 	<p>Net Interest Margin 11.88%[^]</p> 	<p>Cost of Borrowings 11.35%[^]</p> 	<p>Average Yield on Average AUM 22.64%[^]</p> 
<p>Return on Asset (%) 3.6%[*]</p> 	<p>Gross NPA 3.07%[^]</p> 	<p>Net NPA 2.40%[^]</p> 	<p>Provision Coverage Ratio - 22%[^]</p> 
<p>Total Borrowings to Equity 2.49 Times[^]</p> 	<p>AUM 3 Yr CAGR of 37.5%[*]</p> 	<p>NII 3 Yr CAGR of 35.2%[*]</p> 	<p>PAT 3 Yr CAGR of 81.2%[*]</p> 

* Based on FY24 financials
^ Updated for H1 - FY25

H1-FY25 Performance

Total AUM

(55% Growth)

INR 11,068 Mn (H1-FY25)

INR 7,100 Mn (H1-FY24)



Disbursement

(33% Growth)

INR 3,448 Mn (H1-FY25)

INR 2,582 Mn (H1-FY24)



Net Interest Income

(46% Growth)

INR 555 Mn (H1-FY25)

INR 380 Mn (H1-FY24)



Dealer Growth

(34% Growth)

1,125 (H1-FY25)

853 (H1-FY24)



Locations

71 (H1-FY25)

59 (H1-FY24)



PAT

(1% Growth)

INR 168 Mn (H1-FY25)

INR 166 Mn (H1-FY24)



GNPA

(-21% Degrowth)

3.07% (H1-FY25)

3.90% (H1-FY24)



NNPA

(-24% Degrowth)

2.40% (H1-FY25)

3.16% (H1-FY24)



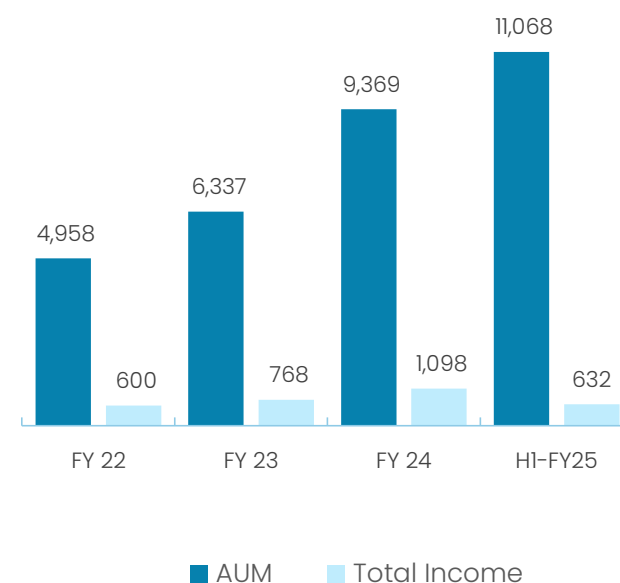
Company Overview



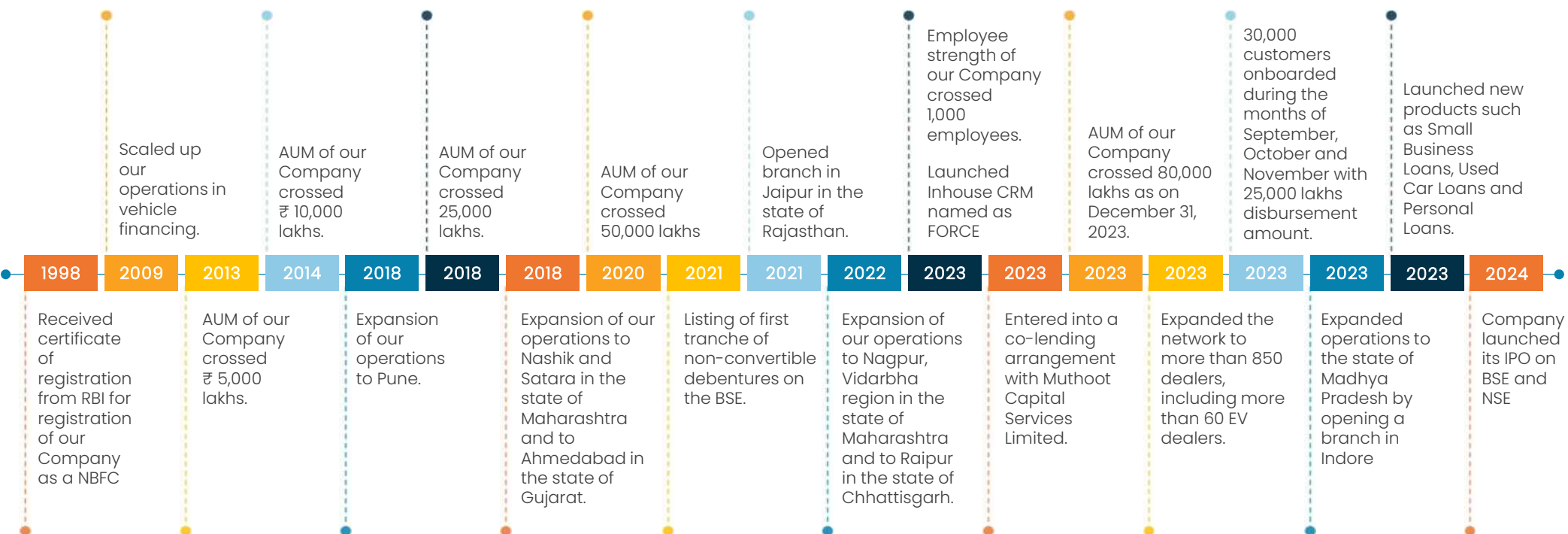
Company Overview

- Established in the year 1996, Manba Finance Limited (Manba) was founded by Mr. Manish Shah, a first generation entrepreneur.
- Manba is a Non-Banking Finance Company offering financial solutions for new 2 Wheelers, 3 Wheelers, Electric 2 Wheelers, Electric 3 Wheelers, Used Cars, Small Business Loans and Personal Loans.
- Strong distribution network across 6 states through a dealer network of around 1,100.
- Tied up with various PSU/Private Banks, NBFCs, for sourcing funds with a co-lending partnership with Muthoot Finance as well.
- The company commands one of the fastest turnaround times for loan sanctions in the industry, with over 60% loans sanctioned in 1-minute and 92% loans in 1 day.
- Almost 100% of loans given are under secured credit exposure.
- The internal collections team ensures 80%+ collections, ensuring one of the lowest NPAs in the industry.
- Manba provides paperless, hassle-free and quick finance solutions paralleled by their dedication to social responsibility, amplifying positive change within society
- The company merges innovation with empathy, utilizing technology to deliver rapid loan solutions.

Total Income (INR Mn) & AUM (INR Mn)



Journey So Far



Board Of Directors



Manish Kirit Kumar Shah
Managing Director of Company.
 He holds a bachelor's degree in commerce from Mumbai University. He has over twenty-five (25) years of experience in the NBFC sector.



Nikita Manish Shah
Whole Time Director and Head - Business Development of Company.
 She has cleared higher secondary examination in the field of commerce.



Monil Manish Shah
Whole Time Director and Chief Business Officer of Company.
 Holds a master's degree in marketing from Queen Mary University of London



Jay Khushal Mota
Whole Time Director and Chief Financial Officer of Company.
 Holds a bachelor's degree in commerce from Mumbai University. He has over eighteen years of experience



Anshu Shrivastava
Chairman and Independent director of the company.
 He is a member of the Institute of Chartered Accountant of india and also holds a bachelor's degree in commerce from mumbai University. He has over twenty (20) years of experience.

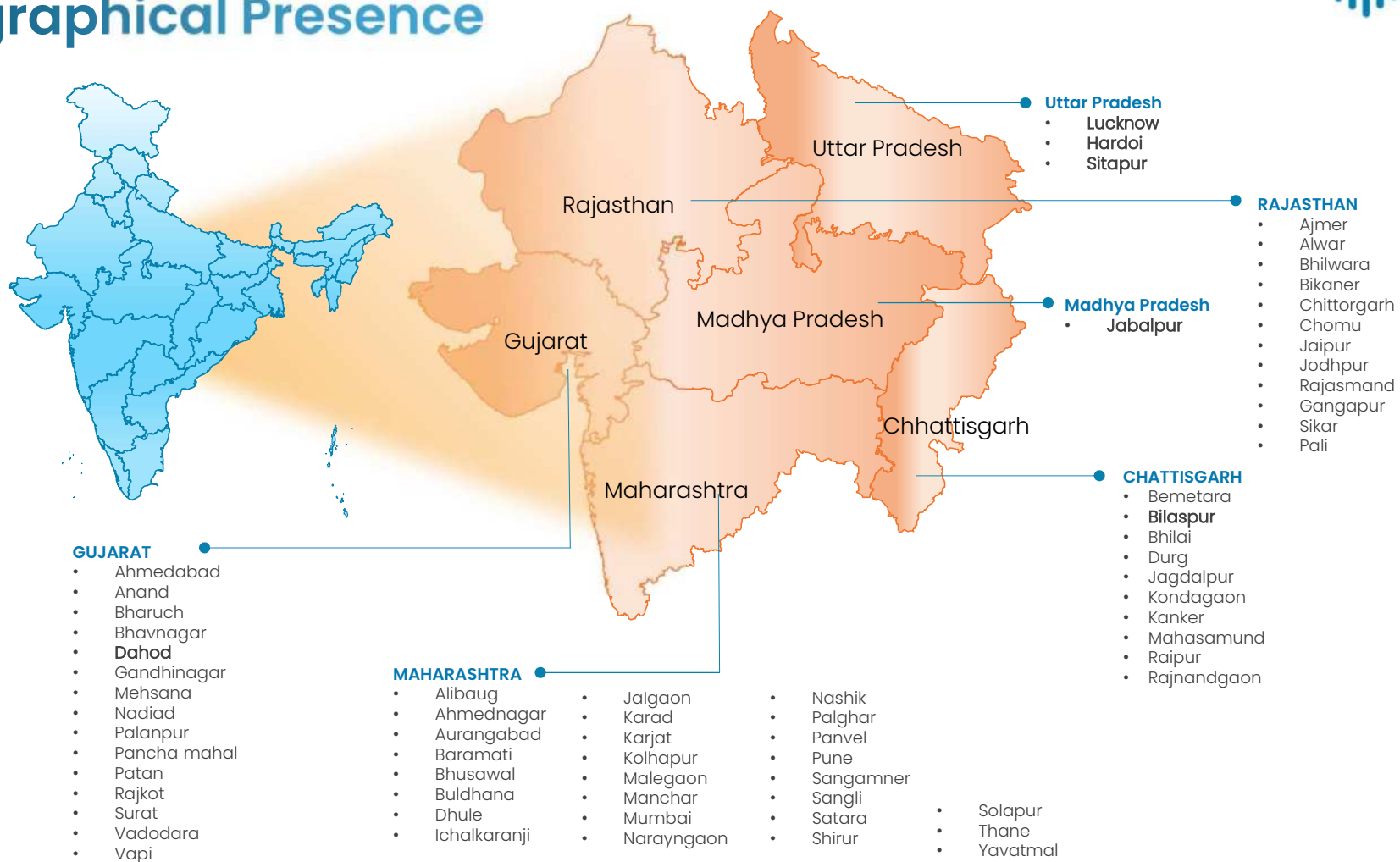


Abhinav Sharma
Independent director of the company.
 He is a Chartered financial analyst and also holds a master's degree in business administration from ICFAI university, Dehradun. He has more than 16 years of experience in the financial sector.



Neelam Tater
Independent director of the company.
 She is a member of the Institute of Chartered accountant of india. She has professional experience encompassing audit and risk management & business/management advisory services to diverse mix of corporate clients including banking and financial Institutions.

Geographical Presence



Business Overview



Product Portfolio

NEW VEHICLE LOANS



USED CAR LOANS



SMALL BUSINESS LOANS



PERSONAL LOANS



Product Portfolio

NEW VEHICLE LOANS

- Target Customers – Focus on customers purchasing EV two-wheelers and three-wheelers.
- Loan Amt. (Avg. ticket size) – ~ 0.80 lakhs
- Loan Tenure – 6 months to 48 months
- Loan Processing– Over 85% sanctioned same day; 60% within one minute
- Market Focus – Emphasis on the growing EV market
- Other Key Points –
- covers 99% of its loan portfolio
- Top up loan – Additional credit that can be availed by a customer over and above an existing New Vehicle loan

USED CAR LOANS

- Target Customers – Existing customers aspiring to own a four-wheeler.
- Loan Amt. (Avg. ticket size) – 2 lakhs to ~ 6 lakhs
- Loan Tenure – 12 months to 48 months
- Loan Processing– Swift approvals with notifications within one minute
- Market Focus – Tapping into the growing used car market
- Other Key Points –
- vehicles proposed to be acquired can be up to 12 years old
- CRISIL projects the overall industry growth for the used car market to be at 14-15%

SMALL BUSINESS LOANS (MANBA VYAPAAR LOANS)

- Target Customers – Small businesses like kirana stores, medical stores, carpenters, etc.
- Loan Amt. (Avg. ticket size) – ~ 0.75 lakhs to 10.00 lakhs.
- Loan Tenure – 12 months to 48 months
- Loan Processing – Once approved, verified and loan agreement is digitally signed
- Market Focus – Focused on MSME sector

PERSONAL LOANS

- Target Customers – Salaried and self-employed individuals
- Loan Amt. (Avg. ticket size) – Up to 1 lakh
- Loan Amt. (Avg. ticket size) – Up to 1 lakh
- Loan Tenure – Short – term
- Loan Processing – Quick turnaround time
- Market Focus – Broad market targeting individuals needing immediate funds

Dealer Network

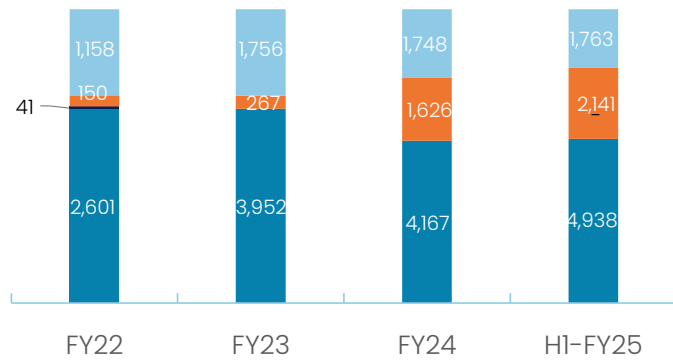
- Ensuring swift KYC handling and showcasing the company's tech-driven customer focus
- Dealers typically serve as the primary source for understanding customers' funding needs and they also guide customers on available finance company options
- Equipping representatives with mobile devices linked to corporate systems streamlines loan processing from dealer leads
- To become dealers' top choice, company provides custom schemes, incentives, trade advances, and marketing support and organizes events

Name of State	FY 22	FY 23	FY 24	HI - FY25
Gujarat	122	169	228	248
Maharashtra	390	432	473	502
Rajasthan	25	49	125	160
Chhattisgarh	-	53	109	138
Madhya Pradesh	-	-	39	56
Uttar Pradesh	-	-	-	21
Total	537	703	974	1,125

Sources Of Funds



Borrowings Distribution (INR Mn)



- Borrowed from 3 public sector banks, 10 private sector banks and 25 NBFCs
- Co-lending arrangement with Muthoot Capital Services Limited on an 80:20 fund sharing basis

Bank

SFB

NBFC

Strong Enterprise Foundation

DIVERSIFIED AND COST EFFECTIVE LONG TERM BORROWINGS

- Diversified sources such as term loans & cash credit facilities
- NCDs and PTC help in achieving optimum levels of financial management
- Co-lending arrangement with Muthoot Capital Services Limited on an 80:20 fund sharing basis

MAINTENANCE OF COMPANY'S ASSET QUALITY

- 400+ personnel for collection
- 3-tier collections infrastructure comprising of tele-calling, field collection and legal recovery

TECHNOLOGY DRIVEN & SCALABLE OPERATING MODEL

- RM platform for business operations with all functions on the cloud
- Arrangement with a TU CIBIL service provider, Salesforce, Power BI
- Integrated payment systems with Razorpay, Virtual bank payment and others
- Services from Karix Mobile Private Limited for SMS solutions

Technology Driven Operating Model – Manba Finance Quadrant



End-to-end solution covering customer onboarding through to loan maturity, ensuring seamless management of the entire loan lifecycle



In-house software suite of products catering to Loan Origination System (LOS), Loan Management Systems (LMS) and Loan Accounting System (LAS)



Includes various modules like lead monitoring, straight through process ensuring a sub minute approval, disbursement, collection process, foreclosure and loan maturity system, cash collection using secure devices, SMS gateways & related systems



Integrated with payment gateways like Razorpay, virtual bank payment facility and others



Collection process is managed on a maker and checker based model and automatic posting to accounting system (LAS) with the objective of single point entry

Robust Collection And Monitoring Mechanism



Continuous monitoring where customers are reminded of their payment schedules through text messages and to maintain adequate balance on the due date



In-house legal department to initiate legal proceedings, for the purposes of recovering the amounts due from defaulting customers



Recovery action immediately after the customer defaults in their monthly payment and the severity of action increases including seizure of the vehicle after 90 DPD



Low risk accounts are treated through interactive phone calls and text messages



Low-to-medium risk loans, (1 DPD to 30 DPD) are treated through in-house call centers for collection including reminder messages, calls from Branch and visits to the customer's business or residence



For medium-to-high risk accounts, (31 DPD to 60 DPD) are allocated to in-house collection teams who pay a visit to the customer in-person.

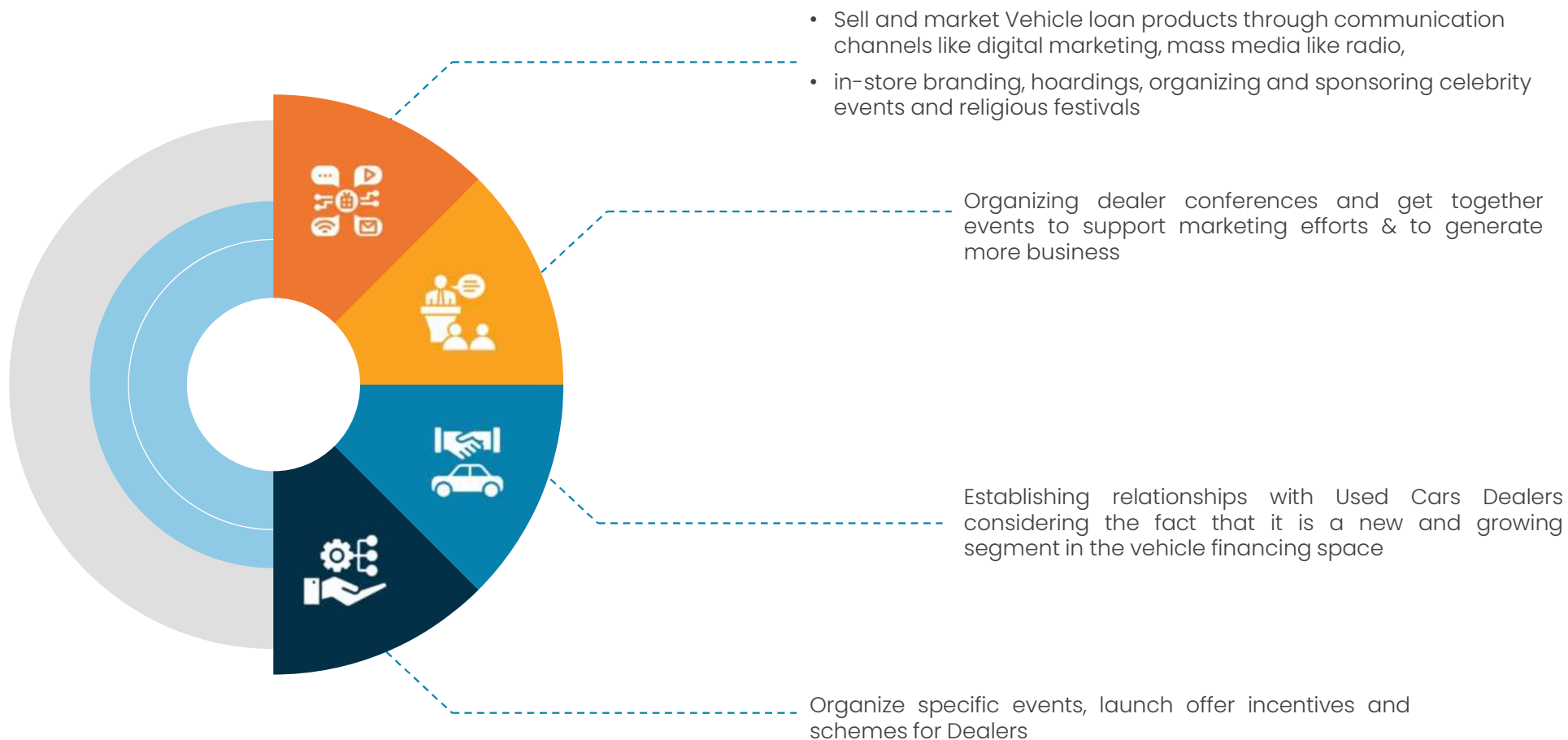


Between 61 DPD to 90+ DPD, there is follow-up activity which may include the serving of a legal notice, filing of legal proceedings



Send notices for possession of the vehicle in case of default in repayment of loan and interest which is unpaid by the borrowers

Strong Branding & Marketing Initiatives



Business Strategies



Increasing Penetration In Existing Markets & Diversifying Into New Markets

- New loan products such as Used Car Loans, Small Business Loans and Personal Loans
- Identified Chhattisgarh and Madhya Pradesh for expansion
- Intend to further add the state of Uttar Pradesh and Bihar



Investing In TECHNOLOG - OGY And DIGITIZATION

- Plan to launch web-based app for business correspondents
- Integrating Salesforce marketing cloud for potential customers
- WhatsApp based messaging system



Growing 2WS/ 3WS/ EV2WS/ EV3WS Market

- Focusing on EV2Ws and EV3Ws financing due to various benefits in an era of high fuel prices
- Small businesses and private transporters are preferring EV3Ws for business purpose



Enhancing Brand Recall To Attract New Customers

- Initiatives to increase the strength and recall of 'Manba' brand to attract new customers
- Referral scheme for customers to introduce new customers

Financial Overview



Quarterly Financial Performance

Particulars	Q2-FY25	Q2-FY24	YOY	Q1-FY25	QOQ
Interest Income	603	399	51.1%	456	32.2%
Less: Finance Cost	271	183	48.1%	235	15.3%
Net Interest Income	332	216	53.7%	221	50.2%
Fee & Other Income	43	122	-64.8%	34	26.5%
Total Income	375	338	10.9%	255	47.1%
Operating Expenses	216	169	27.8%	190	13.7%
Profit Before Tax	159	169	-5.9%	65	NA
Less: Tax	43	30	43.3%	13	NA
Profit for the Period	116	139	-16.5%	52	NA
EPS	2.32	2.76	-15.9%	1.03	NA

Half Yearly Financial Performance

Particulars	HI-FY25	HI-FY24	YOY
Interest Income	1,060	740	43.2%
Less: Finance Cost	505	360	40.3%
Net Interest Income	555	380	46.1%
Fee & Other Income	77	143	-46.2%
Total Income	632	523	20.8%
Operating Expenses	407	312	30.4%
Profit Before Tax	225	211	6.6%
Less: Tax	57	45	26.7%
Profit for the Period	168	166	1.2%
EPS	3.35	3.30	1.5%

Historical Income Statement

Particulars	FY22	FY23	FY24	HI-FY25
Interest Income	940	1,250	1,684	1,060
Less: Finance Cost	466	566	819	505
Net Interest Income	474	684	865	555
Fee & Other Income	126	84	233	77
Total Income	600	768	1,098	632
Operating Expenses	473	540	709	407
Profit Before Tax	127	228	389	225
Less: Tax	30	62	75	57
Profit for the Period	97	166	314	168
EPS	1.95	3.21	6.21	3.35

Historical Balance Sheet

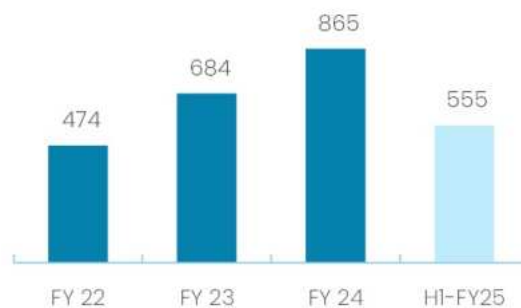
Particulars	FY22	FY23	FY24	H1-FY25
Financial Assets				
Cash and Cash Equivalents	320	624	373	2,063
Bank Balance other than cash and cash equivalents	181	462	876	755
Loans	4,827	6,233	7,831	9,054
Investments	1	184	267	318
Other Financial Assets	107	93	122	188
Total Financial Assets	5,436	7,596	9,469	12,378
Non Financial Assets	179	276	269	252
Total Assets	5,615	7,872	9,738	12,630
Financial Liabilities				
Trade Payables	120	75	72	16
Debt Securities	150	266	1,626	2,131
Borrowings (other than Debt Securities)	3,794	5,694	5,897	6,681
Lease Liabilities	10	117	105	96
Other Financial Liabilities	6	8	10	116
Total Financial Liabilities	4,080	6,160	7,710	9,040
Non Financial Liabilities	17	28	22	53
Total Liabilities	4,097	6,188	7,732	9,093
Equity				
Equity Share Capital	126	126	377	502
Other Equity	1,392	1,558	1,629	3,035
Total Equity	1,518	1,684	2,006	3,537
Total Liabilities and Equity Capital	5,615	7,872	9,738	12,630

Financial Performance

Total Income (INR Mn)



Net Interest Income (INR Mn)



PAT (INR Mn)



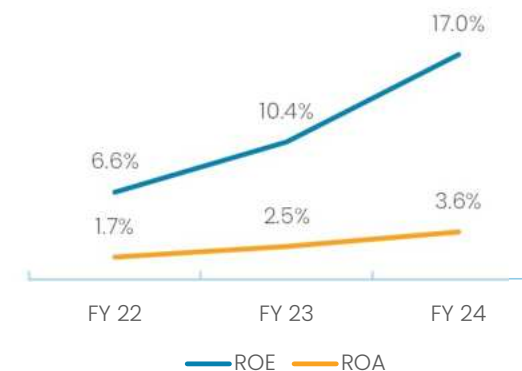
AUM (INR Mn)



Disbursements (INR Mn)



ROE (%) & ROA (%)



Key Performance Indicators

Capital Adequacy Ratio (%)



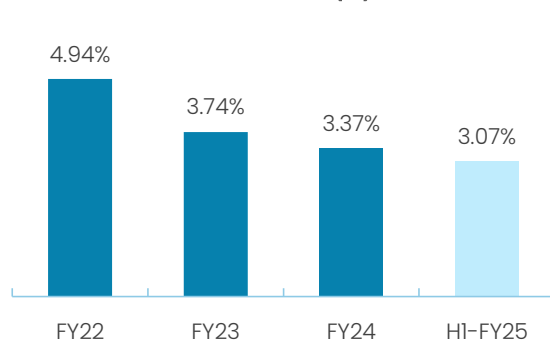
Provision Coverage Ratio (%)



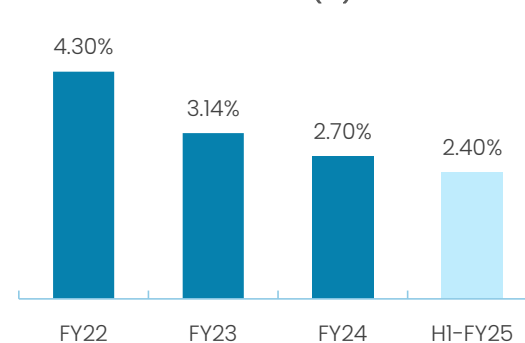
Cost of Borrowings (%)



Gross NPA (%)



Net NPA (%)



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Manba Finance Ltd

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For further information please contact our Investor Relations Representatives:



Valorem Advisors

Mr. Anuj Sonpal, CEO

Tel: +91-22-49039500

Email: manba@valoremadvisors.com



Thank You



Manba Finance Ltd