



INVESTOR PRESENTATION

March 2025

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 13,038 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+ (Positive Outlook) &
ACUITE
rating of **A-** (Stable
Outlook)



1,474 employees
consisting of **650+**
sales personnel



Financial Snapshot



* Based on FY24 financials

[^] Updated for 9M - FY25

9M-FY25 Performance

Total AUM

(48% Growth)

INR 13,038 Mn (9M-FY25)

INR 8,805 Mn (9M-FY24)



Disbursement

(28% Growth)

INR 6,715 Mn (9M-FY25)

INR 5,235 Mn (9M-FY24)



Net Interest Income

(54.3% Growth)

INR 926 Mn (9M-FY25)

INR 600 Mn (9M-FY24)



Dealer Growth

(30% Growth)

1,118 (9M-FY25)

862 (9M-FY24)



Locations

71 (9M-FY25)

59 (9M-FY24)



PAT

(39% Growth)

INR 298 Mn (9M-FY25)

INR 214 Mn (9M-FY24)



GNPA

2.83% (9M-FY25)

3.56% (9M-FY24)



NNPA

2.21% (9M-FY25)

2.89% (9M-FY24)



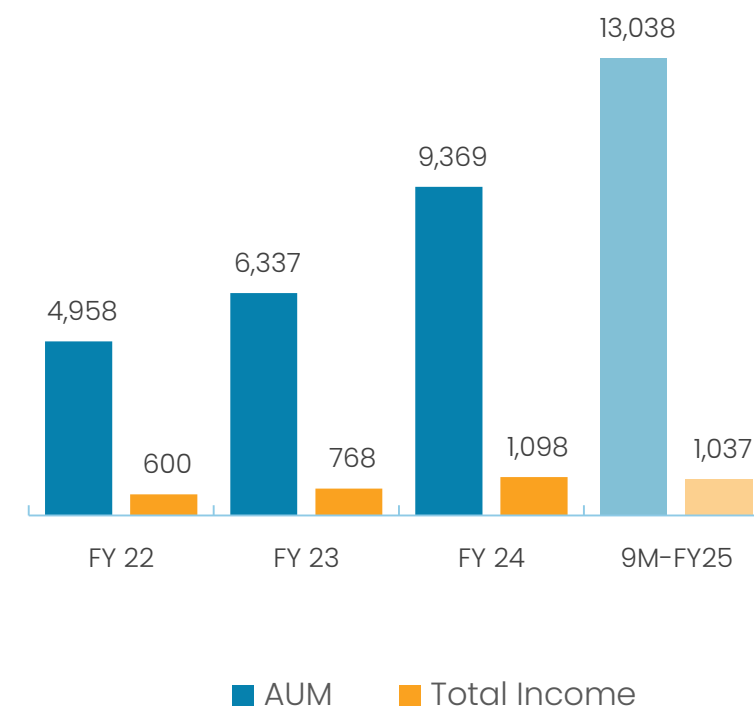
Company Overview

A group of five people, three men and two women, are gathered around a table, looking at a laptop screen. They are dressed in traditional Indian attire, including sarees and kurta. The scene is set in a room with a window in the background. The image is overlaid with a blue gradient.

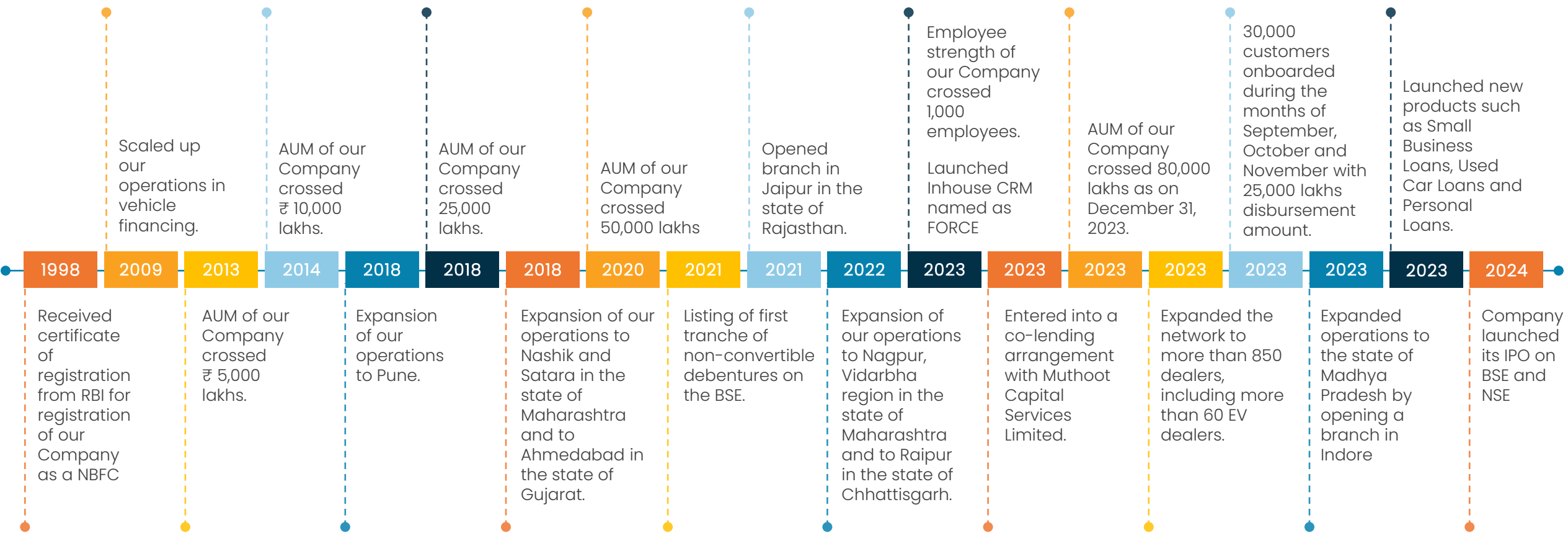
Company Overview

- 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 Capital 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.
- 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.



Nallepilly Rameswami
Independent Director of the company.

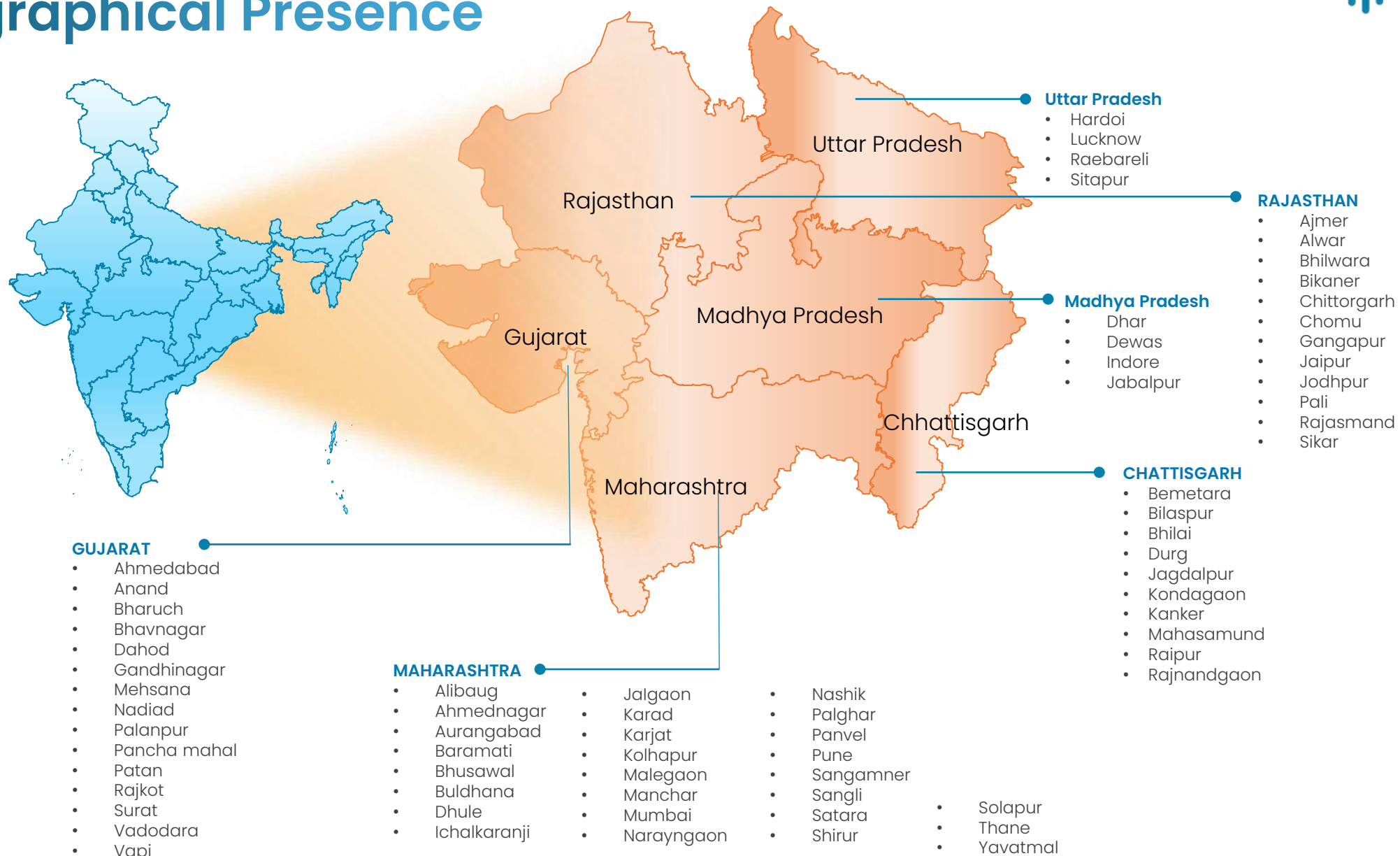
He is a Chartered Accountant (ICAI) and a Business Continuity & Disaster Management specialist (BCI, USA & Singapore). Former Director at Mastermind Financial Services Pvt Ltd, with 25 years of experience in strategic financial advisory, international business, JVs, and M&A.



Sujay Jagani
Independent Director of the company.

He is also, a Managing Partner at Vibgyor Capital Advisors. With over 20 years of experience, he is a Chartered Financial Analyst, Company Secretary, and LL.B. He has led 100+ transactions in private equity, structured debt, M&A, and restructuring, playing a key role in negotiating and closing complex deals in the Indian mid-market space.

Geographical Presence



Business Overview

A group of five people, three men and two women, are gathered around a laptop. They are dressed in traditional Indian attire, including sarees and kurta. The scene is set in a room with a window in the background. The entire image is overlaid with a semi-transparent blue gradient. The text 'Business Overview' is written in white, bold, sans-serif font on the left side of the image.

Product Portfolio

TWO-WHEELER LOANS

- **TARGET CUSTOMERS**
Focus on customers purchasing two-wheelers and EV two-wheeler.
- **AVERAGE TICKET SIZE**
Upto INR 82,000
- **LOAN TENURE**
6 months to 36 months
- **LOAN PROCESSING**
Quick turnaround time
- **MARKET FOCUS**
Tapping the growing two-wheeler and EV market
- **OTHER KEY POINTS**
Paperless journey, speedy loan approval, simplified disbursement, customised schemes



THREE-WHEELER LOANS

- **TARGET CUSTOMERS**
Focus on customers purchasing three-wheelers and EV three-wheelers.
- **AVERAGE TICKET SIZE**
Upto INR 1.5 lakhs to INR 3 lakhs
- **LOAN TENURE**
12 months to 48 months
- **LOAN PROCESSING**
Quick turnaround time
- **MARKET FOCUS**
Emphasis on the growing EV market



USED CAR LOANS

- **TARGET CUSTOMERS**
Aspiring to own a four-wheeler
- **AVERAGE TICKET SIZE**
INR 2 lakhs to INR 6 lakhs
- **LOAN TENURE**
Upto 12 months to 48 months
- **LOAN PROCESSING**
Quick turnaround time
- **MARKET FOCUS**
Tapping into the growing used car market
- **OTHER KEY POINTS**
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, garment shop, manufacturing unit, medical store, dairy, footwear shop, electrical and hardware shop, etc.
- **AVERAGE TICKET SIZE**
Upto INR 0.75 lakhs to INR 10.00 lakhs.
- **LOAN TENURE**
12 months to 60 months
- **LOAN PROCESSING**
Seamless Digital Journey
- **MARKET FOCUS**
MSME customers (self-employed individuals, sole proprietorship firms, partnership firms, private limited companies)
- **OTHER KEY POINTS**
Paperless process, flexible repayment option, customized credit solution, easy documentation, collateral free loan



PERSONAL LOANS (TOPUP LOANS)

- **TARGET CUSTOMERS**
Salaried and self-employed individuals
- **AVERAGE TICKET SIZE**
Upto INR 2 lakh
- **LOAN TENURE**
Short – term
- **LOAN PROCESSING**
Quick turnaround time
- **MARKET FOCUS**
Existing data base of two-wheeler clientele



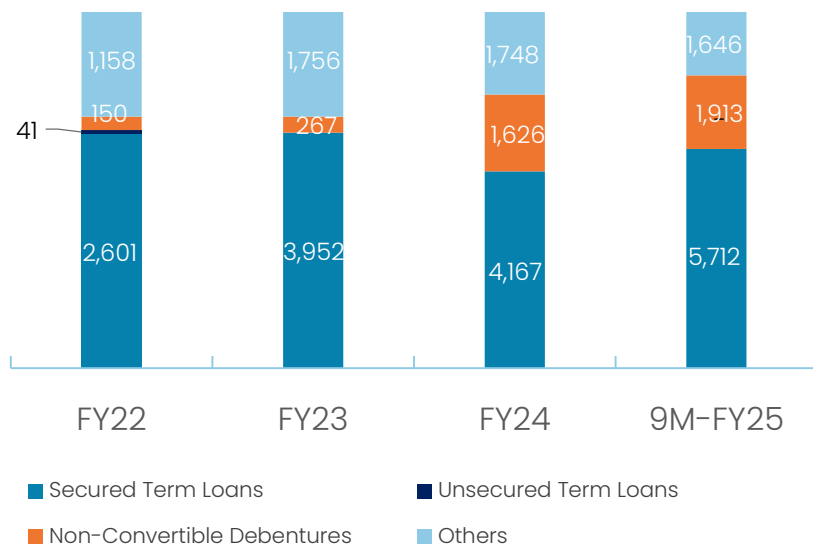
Dealer Network

- 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, marketing support and organizes events

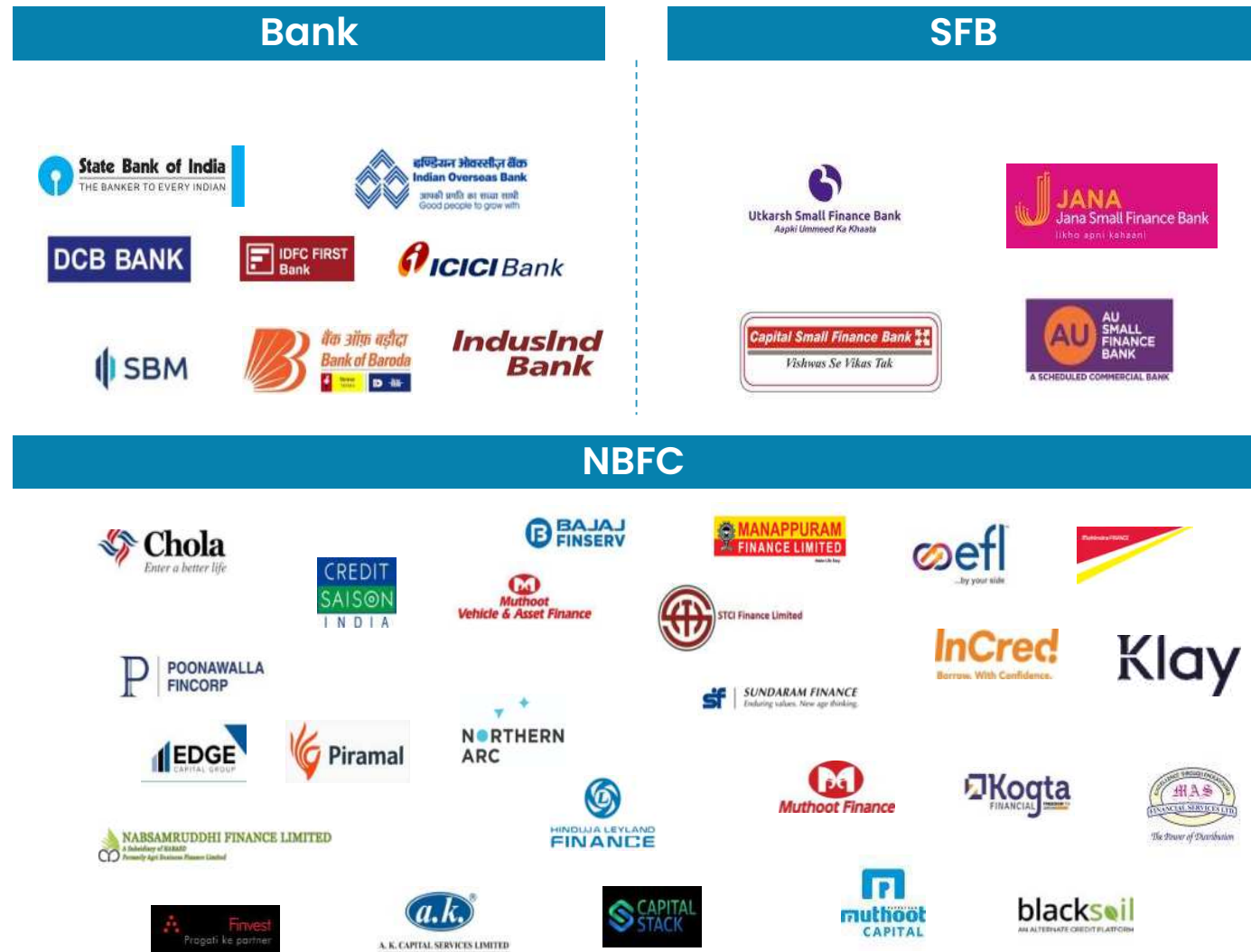
Name of State	FY 22	FY 23	FY 24	9M – FY25
Gujarat	122	169	228	248
Maharashtra	390	432	473	502
Rajasthan	25	49	125	160
Chhattisgarh	-	53	109	138
Madhya Pradesh	-	-	39	49
Uttar Pradesh	-	-	-	21
Total	537	703	974	1,118

Sources Of Funds

Borrowings Distribution (INR Mn)



- Borrowed from 3 public sector banks, 9 private sector banks and 25 NBFCs
- Co-lending arrangement with Muthoot Capital Services Limited on an 80:20 fund sharing basis



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.

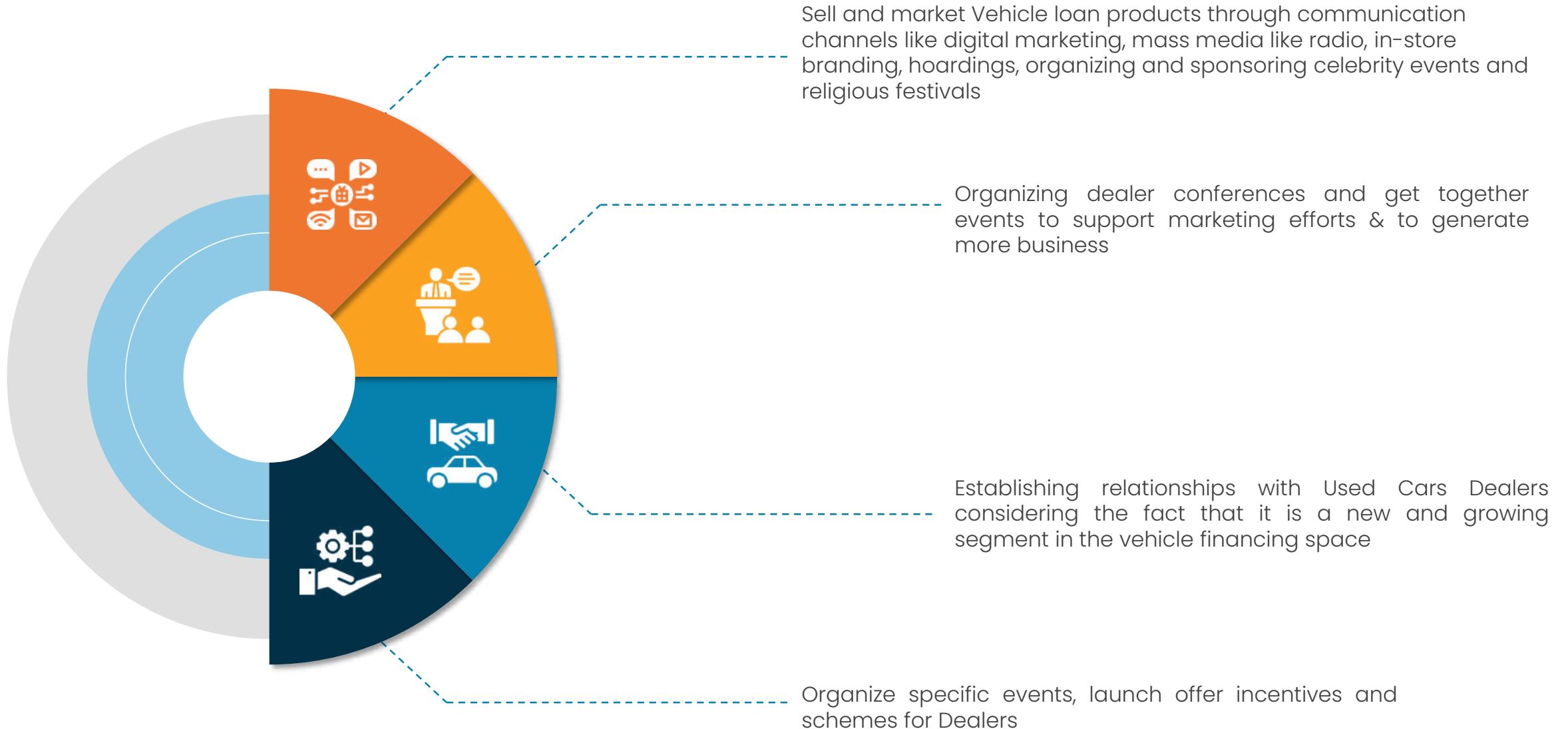


Between 61 DPD to 90+ DPD, there is follow-up activity which may include the serving of a legal notice, filing of legal proceedings



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 Uttar Pradesh and Madhya Pradesh for expansion
- Intend to further add the state of Bihar



Investing In TECHNOLOGY 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



Historical Income Statement

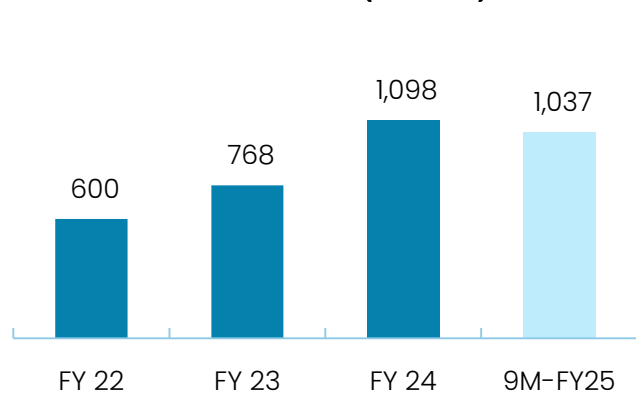
Particulars (INR Mn)	FY22	FY23	FY24	9M-FY25
Interest Income	940	1,250	1,684	1,714
Less: Finance Cost	466	566	819	788
Net Interest Income	474	684	865	926
Fee & Other Income	126	84	233	111
Total Income	600	768	1,098	1,037
Operating Expenses	473	540	711	648
Profit Before Tax	127	228	387	389
Less: Tax	30	62	75	91
Profit for the Period	97	166	312	298
EPS	1.95	3.21	6.21	3.93

Historical Balance Sheet

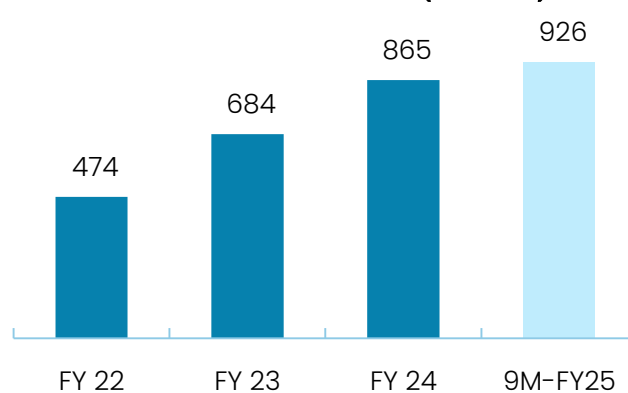
Particulars	FY22	FY23	FY24	H1-FY25
<u>Financial Assets</u>				
Cash and Cash Equivalents	320	624	373	2,063
Bank Balance other than cash and cash equivalents	181	462	876	755
Loans	4,827	6,233	7,831	9,054
Investments	1	184	267	318
Other Financial Assets	107	93	122	188
Total Financial Assets	5,436	7,596	9,469	12,378
Non Financial Assets	179	276	269	252
Total Assets	5,615	7,872	9,738	12,630
<u>Financial Liabilities</u>				
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
<u>Equity</u>				
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

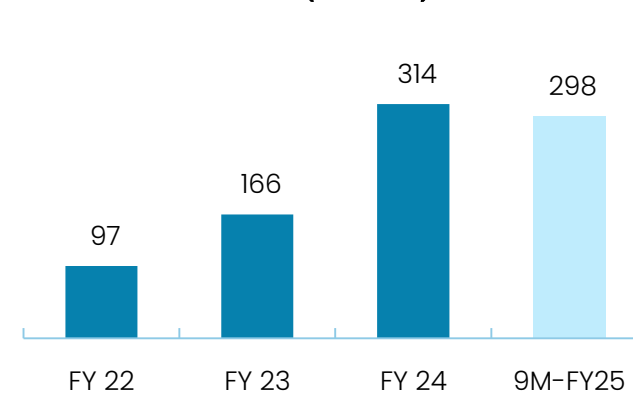
Total Income (INR Mn)*



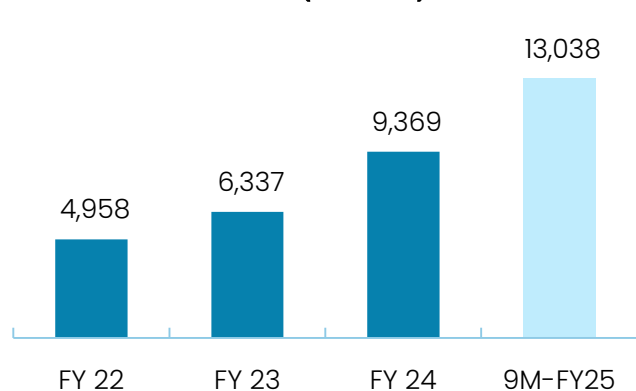
Net Interest Income (INR Mn)



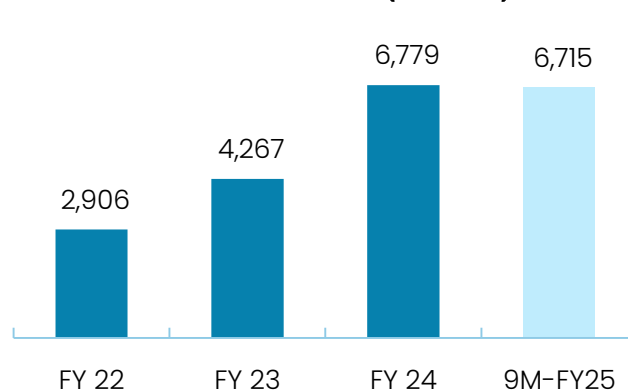
PAT (INR Mn)



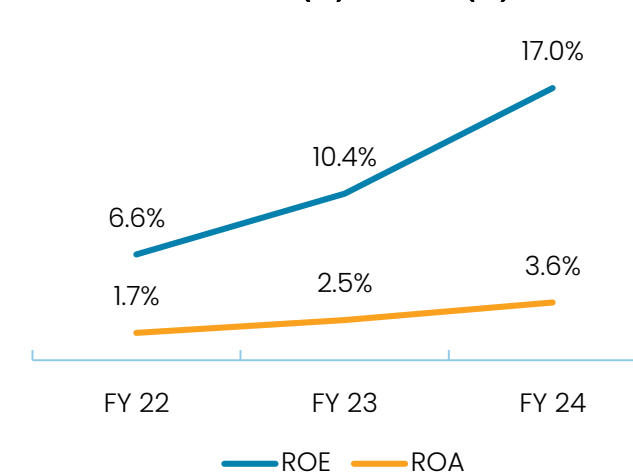
AUM (INR Mn)



Disbursements (INR Mn)



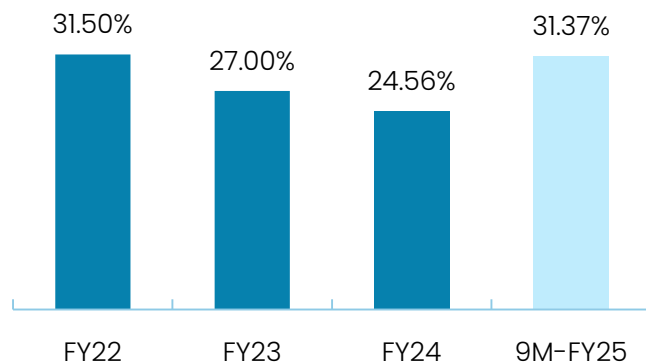
ROE (%) & ROA (%)



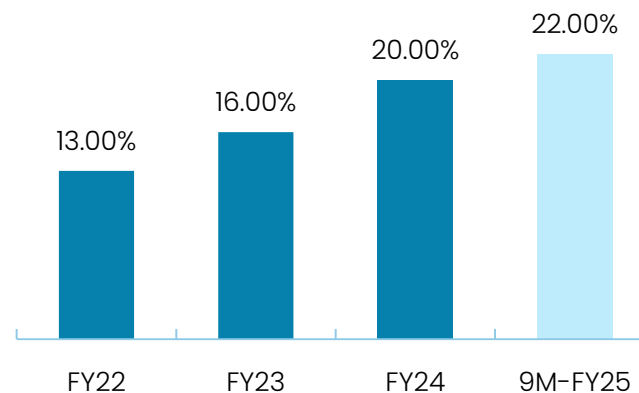
*Note: Total income equals to total revenue minus interest expense.

Key Performance Indicators

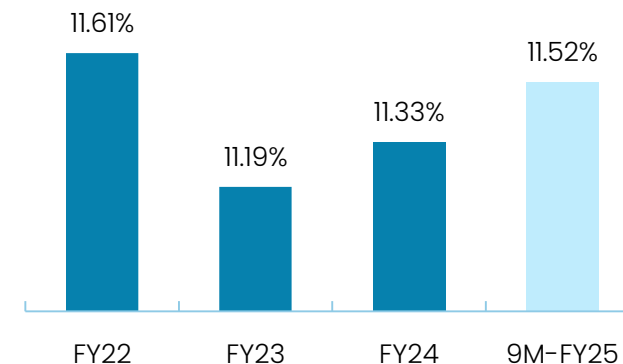
Capital Adequacy Ratio (%)



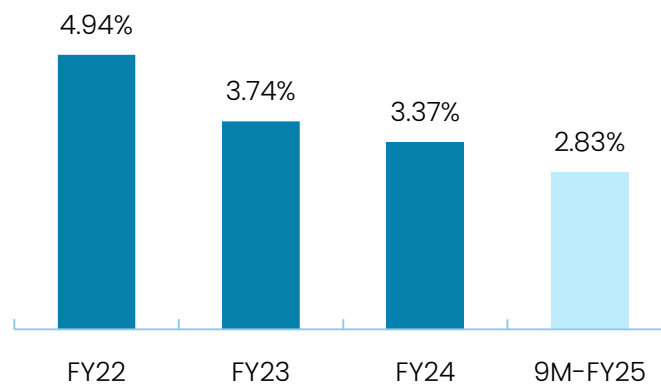
Provision Coverage Ratio (%)



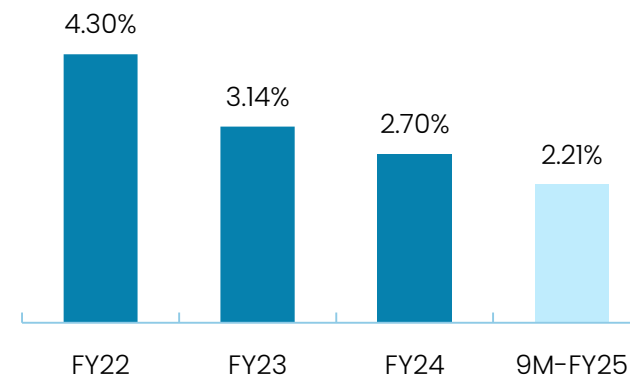
Cost of Borrowings (%)



Gross NPA (%)



Net NPA (%)



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Manba Finance Ltd

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Thank You



Manba Finance Ltd