



EARNINGS PRESENTATION

Q4-FY25/FY25

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 13,314 Mn

28+
Years of Experience



Present across **73**
locations with a
network of **1,200+**
dealers



Present in **6** States &
spread across **73**
locations



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



1,483 employees
consisting of **700+**
sales personnel



Financial Snapshot

Disbursements
INR **8,424** Mn



Disbursement Per
Employee
INR **5.68** Mn



Disbursement Per
Location Per Month
INR **9.62** Mn



AUM Per Employee
INR **8.98** Mn



Net Interest Income
INR **1,291** Mn



Net Interest Margin
14.03%



Cost of Borrowings
10.80%



Average Yield on
Average AUM
24.09%



Return on Asset (%)
2.60%



Gross NPA
3.23%



Net NPA
2.45%



Provision Coverage
Ratio – **24%**



Total Borrowings to
Equity **2.93** Times



AUM 3 Yr CAGR of
39.0%



NII 3 Yr CAGR of
39.7%

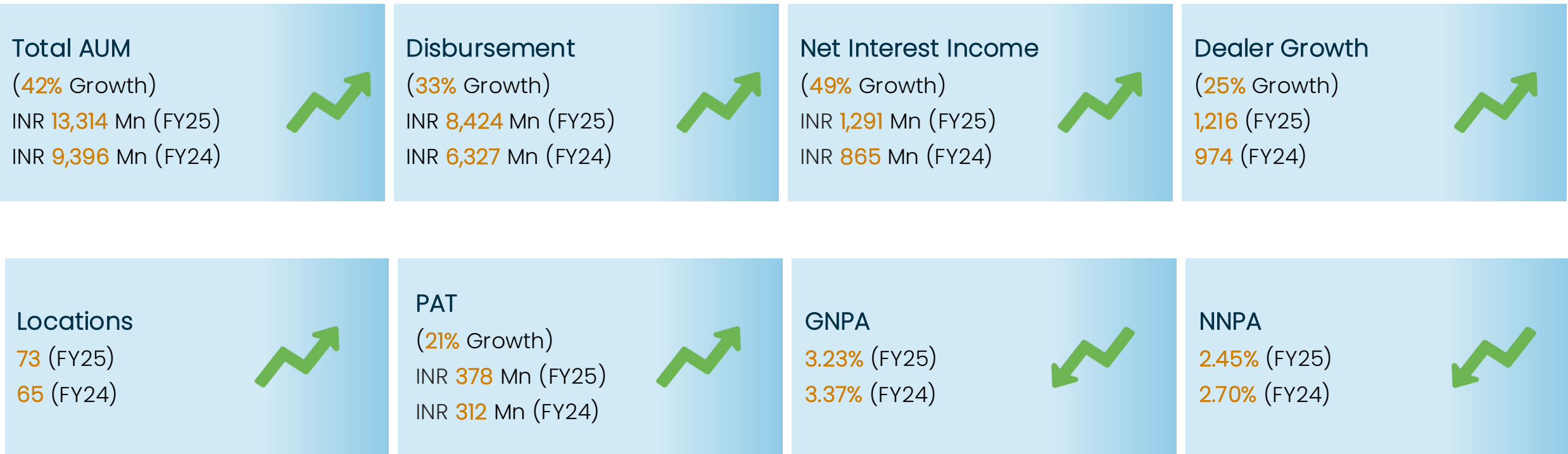


PAT 3 Yr CAGR of
57.4%



All figures reported as on FY25

FY25 Performance



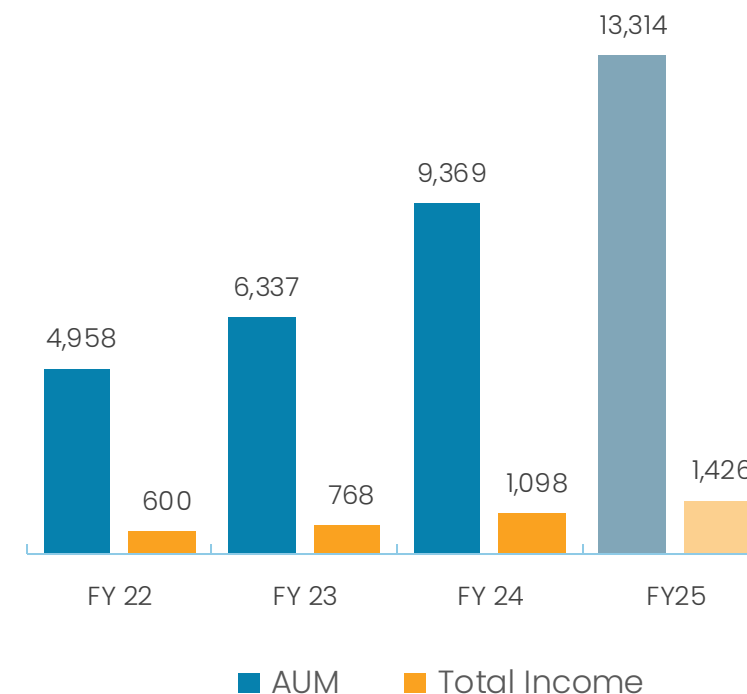
Company Overview



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 1100.+
- 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)



Product Portfolio

NEW VEHICLE LOANS



USED CAR LOANS



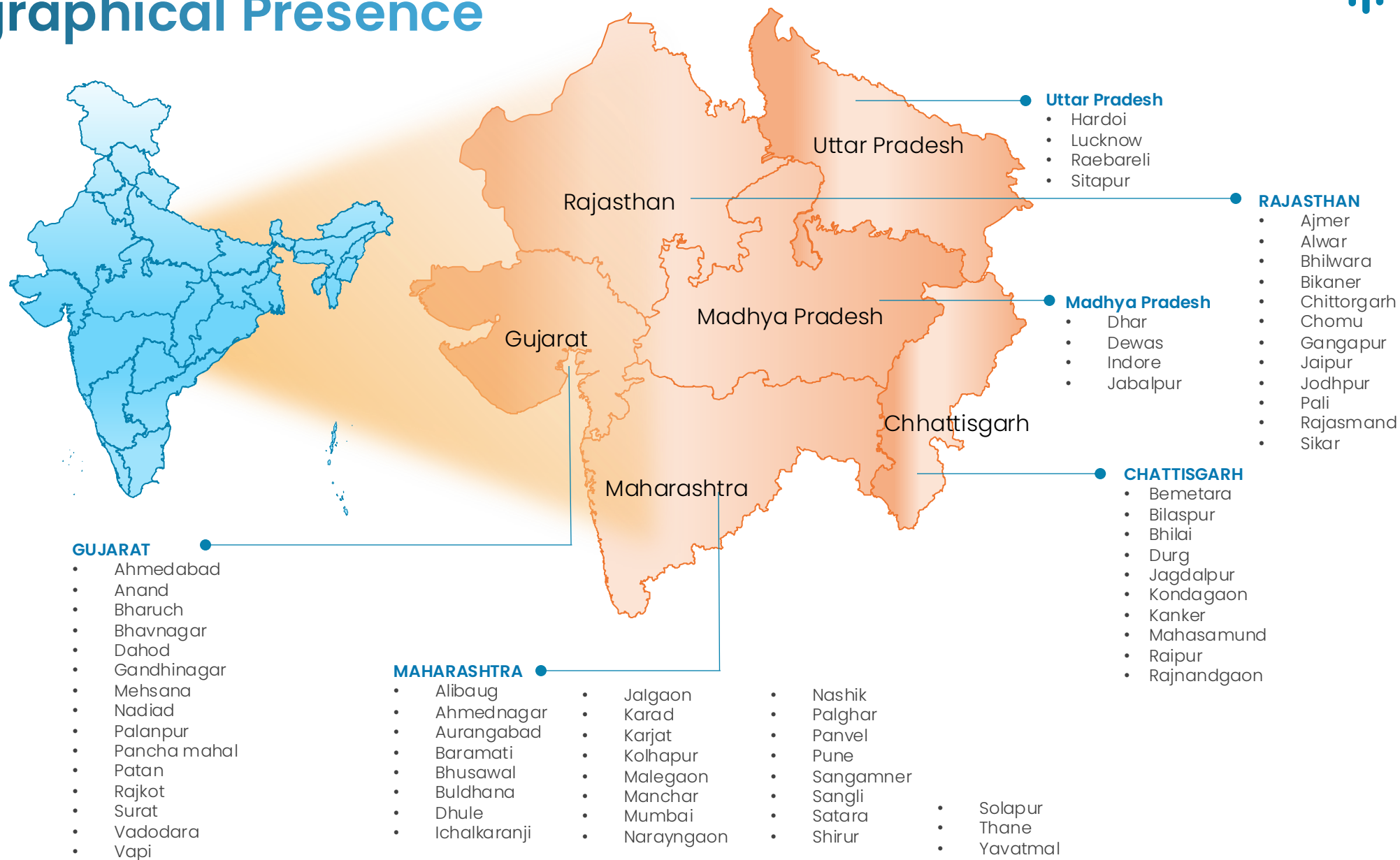
SMALL BUSINESS LOANS



PERSONAL LOANS



Geographical Presence



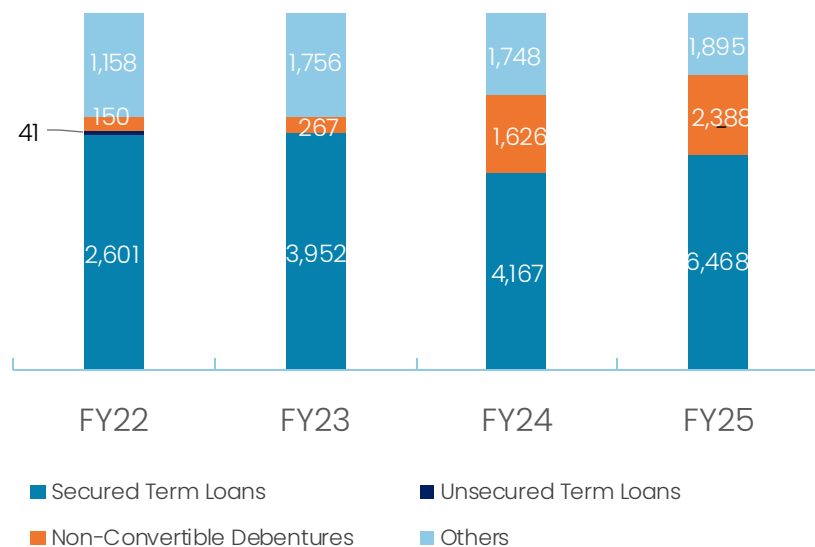
Dealer Network

- 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 organize events

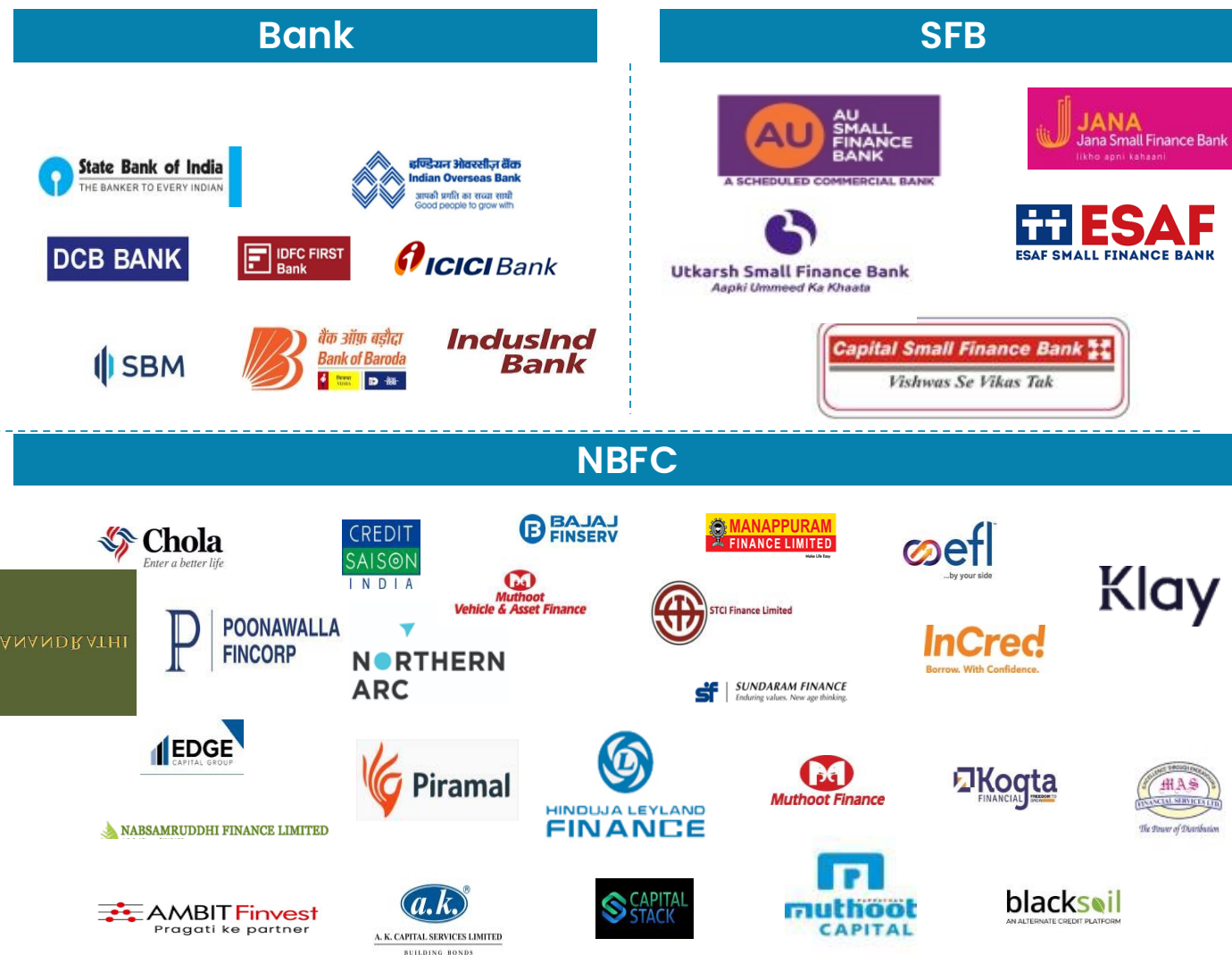
Name of State	FY 22	FY 23	FY 24	FY25
Gujarat	122	169	228	294
Maharashtra	390	432	473	476
Rajasthan	25	49	125	178
Chhattisgarh	-	53	109	174
Madhya Pradesh	-	-	39	67
Uttar Pradesh	-	-	-	27
Total	537	703	974	1,216

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



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

Q4-FY25/FY25 Financial Overview



Key Financials & Operational Highlights

Q4-FY25 Financial Performance

TOTAL INCOME* INR 389 Mn	NII INR 365 Mn	NIM 13.62%
PAT INR 80 Mn	Diluted EPS INR 1.60	

FY25 Financial Performance

TOTAL INCOME* INR 1,426 Mn	NII INR 1,291 Mn	NIM 14.03%
PAT INR 378 Mn	Diluted EPS INR 7.52	

Operational Highlights

- Increase in provision coverage ratio by 4% due to tightening of credit norms and reduce risk and ensure stability in long term.
- Liquidity maintained of ~ INR 100 crores anytime during the year.

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

Quarterly Financial Performance

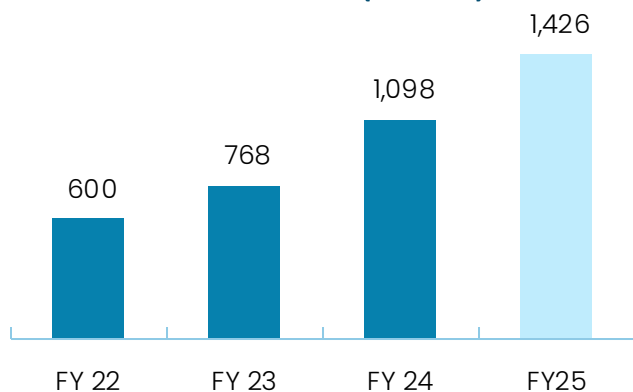
Particulars (INR Mn)	Q4-FY25	Q4-FY24	YOY	Q3-FY25	QOQ
Interest Income	655	505	29.7%	644	1.7%
Less: Finance Cost	290	241	20.3%	283	2.5%
Net Interest Income	365	264	38.3%	361	1.1%
Fee & Other Income	24	47	(48.9)%	45	(46.7)%
Total Income	389	311	25.1%	406	(4.2)%
Operating Expenses	277	199	39.2%	241	14.9%
Profit Before Tax	112	112	0.0%	165	(32.1)%
Less: Tax	32	14	128.6%	35	(8.6)%
Profit for the Period	80	98	(18.4)%	130	(38.5)%
EPS	1.60	1.95	(17.9)%	2.58	(38.0)%

Annual Consolidated Financial Performance

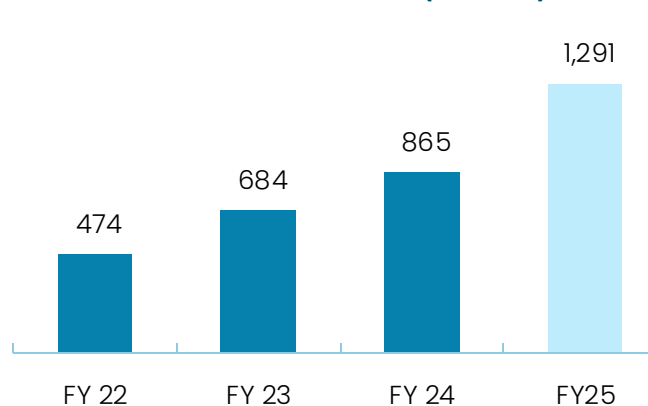
Particulars (INR Mn)	FY25	FY24	YOY
Interest Income	2,369	1,684	40.7%
Less: Finance Cost	1,078	819	31.6%
Net Interest Income	1,291	865	49.2%
Fee & Other Income	135	233	(42.1)%
Total Income	1,426	1,098	29.9%
Operating Expenses	925	711	30.1%
Profit Before Tax	501	387	29.5%
Less: Tax	123	75	64.0%
Profit for the Period	378	312	21.2%
EPS	7.52	6.21	21.1%

Financial Performance

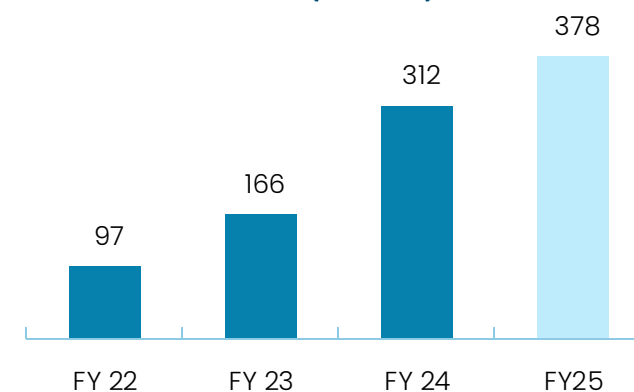
Total Income (INR Mn)*



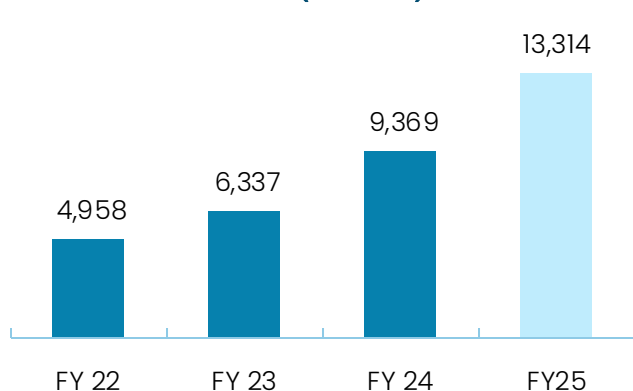
Net Interest Income (INR Mn)



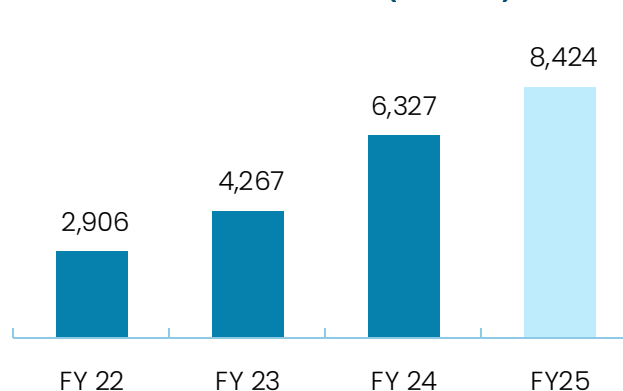
PAT (INR Mn)



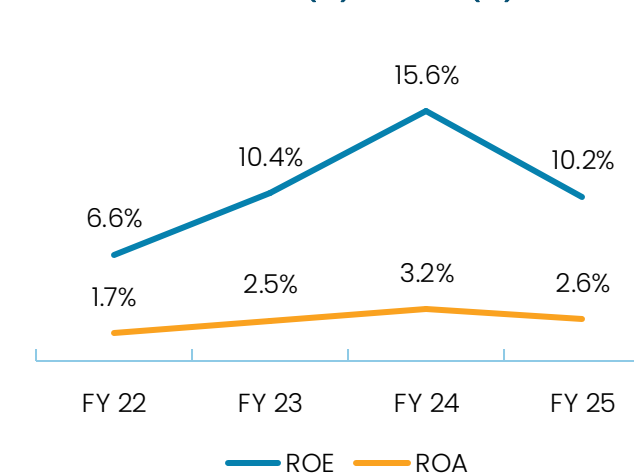
AUM (INR Mn)



Disbursements (INR Mn)



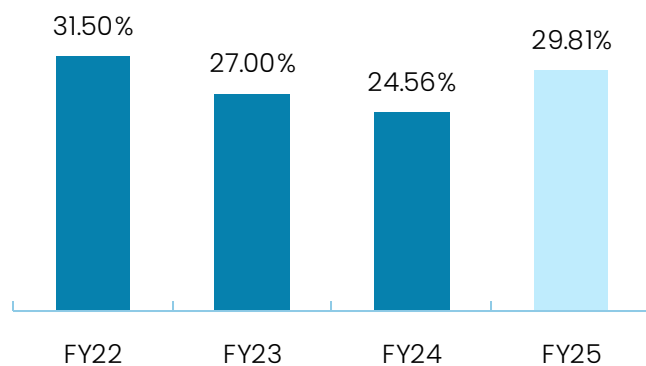
ROE (%) & ROA (%)



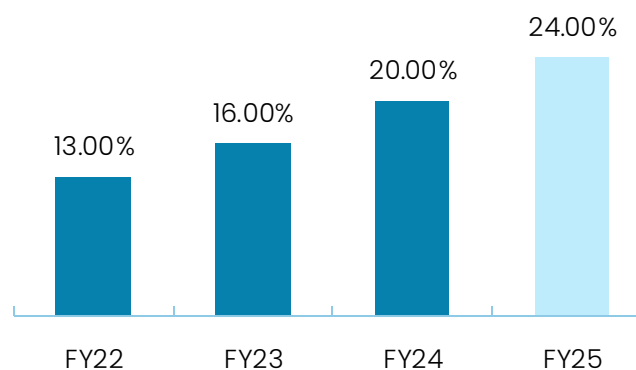
*Note : Total income equals to total revenue minus interest expense.

Key Performance Indicators

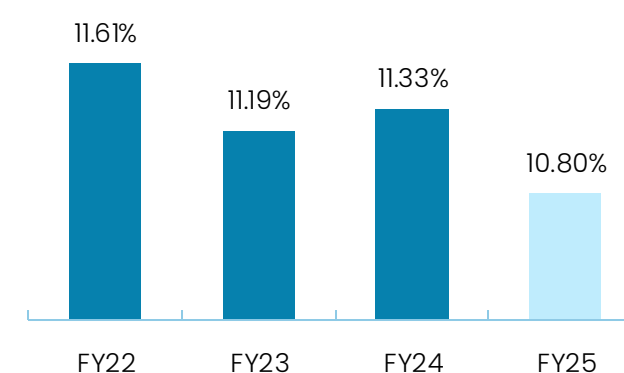
Capital Adequacy Ratio (%)



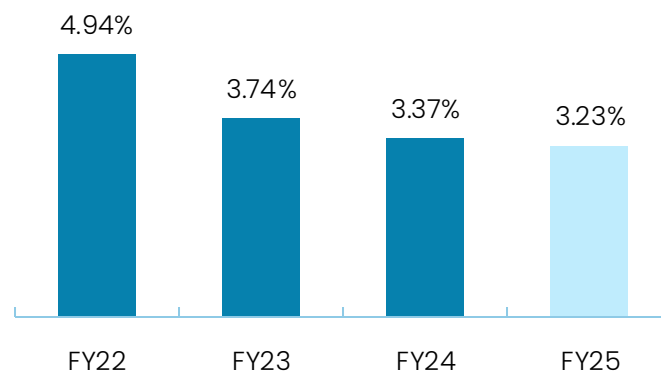
Provision Coverage Ratio (%)



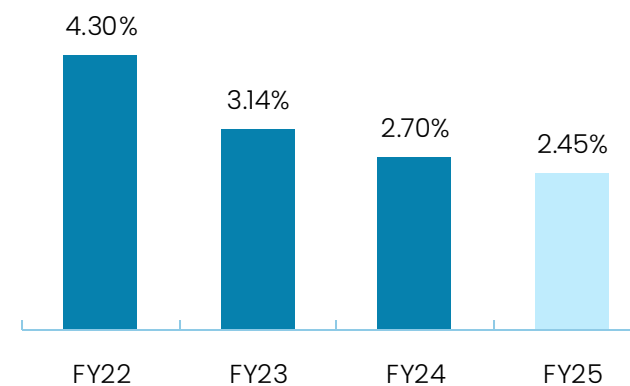
Cost of Borrowings (%)



Gross NPA (%)



Net NPA (%)



Historical Income Statement

Particulars (INR Mn)	FY22	FY23	FY24	FY25
Interest Income	940	1,250	1,684	2,369
Less: Finance Cost	466	566	819	1,078
Net Interest Income	474	684	865	1,291
Fee & Other Income	126	84	233	135
Total Income	600	768	1,098	1,426
Operating Expenses	473	540	711	925
Profit Before Tax	127	228	387	501
Less: Tax	30	62	75	123
Profit for the Period	97	166	312	378
EPS	1.95	3.21	6.21	7.52

Historical Balance Sheet

Particulars (INR Mn)	FY22	FY23	FY24	FY25
Financial Assets				
Cash and Cash Equivalents	320	624	373	1,285
Bank Balance other than cash and cash equivalents	181	462	876	1,114
Loans	4,827	6,233	7,831	11,461
Investments	1	184	267	379
Other Financial Assets	107	93	122	157
Total Financial Assets	5,436	7,596	9,469	14,396
Non Financial Assets	179	276	269	264
Total Assets	5,615	7,872	9,738	14,660
Financial Liabilities				
Trade Payables	120	75	12	12
Debt Securities	150	266	1,626	2,388
Borrowings (other than Debt Securities)	3,794	5,694	5,897	8,363
Lease Liabilities	10	117	105	87
Other Financial Liabilities	6	8	71	76
Total Financial Liabilities	4,080	6,160	7,711	10,926
Non Financial Liabilities	17	28	21	45
Total Liabilities	4,097	6,188	7,732	10,971
Equity				
Equity Share Capital	126	126	377	502
Other Equity	1,392	1,558	1,629	3,187
Total Equity	1,518	1,684	2,006	3,689
Total Liabilities and Equity Capital	5,615	7,872	9,738	14,660

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Manba Finance Ltd

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Thank You



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