

June 18, 2025

To, National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051 Scrip Symbol: MANBA	To, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai- 400 001 Scrip Code: 544262
---	--

**Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir / Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of the Investor Presentation.

In compliance with Regulation 46 of the Listing Regulations, the Investor Presentation will also be available on the website of the Company at [www.manbafinance.com](http://www.manbafinance.com).

Please acknowledge and take on your record.

Thanking you,

**Yours Faithfully,  
For Manba Finance Limited**

**Bhavisha  
Ashish Jain**

Digitally signed by Bhavisha Ashish Jain  
DN: c=IN, o=Personal, postalCode=400080, st=Mumbai Suburban,  
st=Maharashtra, street=B/16, Chandra Baba CHS, Mulund West, Mumbai,  
Kurla Maharashtra India- 400080- Behind Kalidas Gate, title=5913,  
2.5.4.20=c4b5eae6531564c50329232d56f1a6d3af50ae935482728be4519f  
63a670469,  
serialNumber=bddcc24a5891a16b1041880a5c622c0bb671b05277819c7  
3003faaceae465b6, email=bhavisham@manbafinance.com, cn=Bhavisha  
Ashish Jain  
Date: 2025.06.18 18:44:14 +05'30'

**Bhavisha Jain  
Company Secretary and Compliance Officer**

**Encl: As above**



INVESTOR PRESENTATION

June 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 13,314 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%**

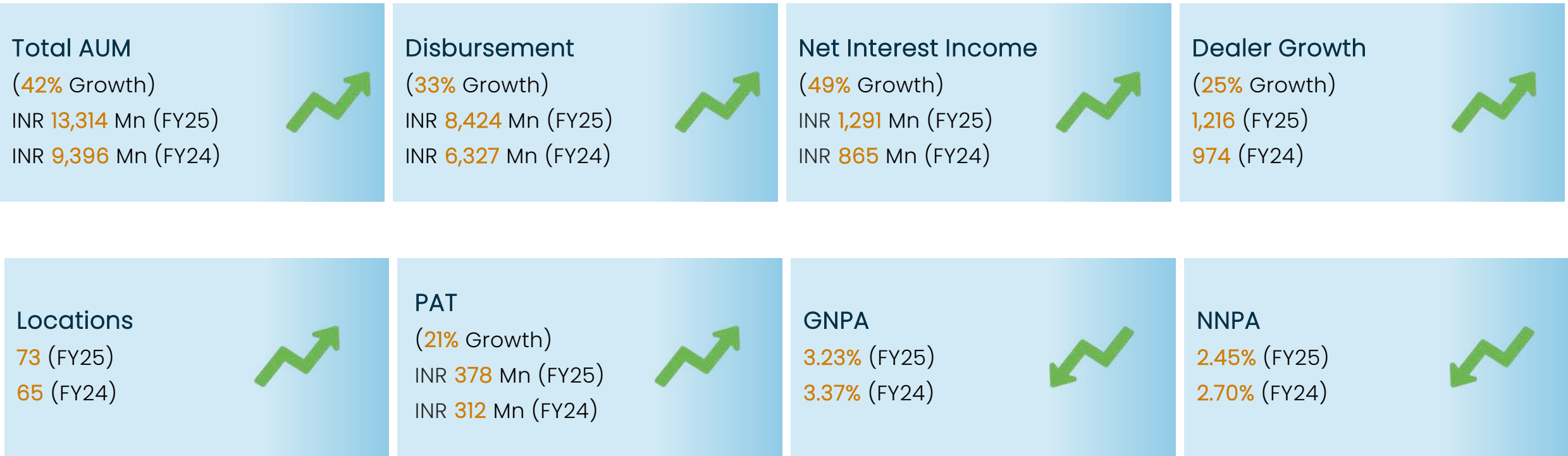


PAT 3 Yr CAGR of  
**57.4%**



All figures reported as on FY25

# FY25 Performance



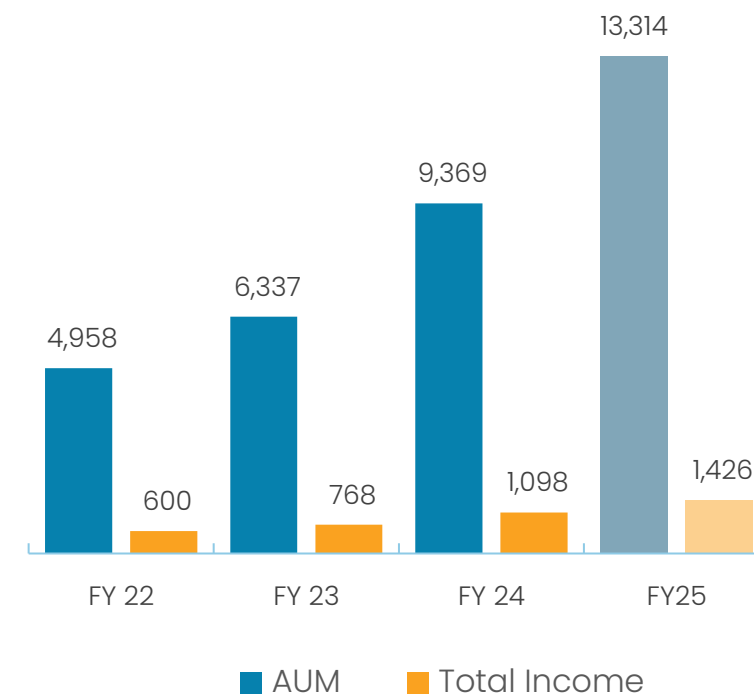
# Company Overview

A photograph of a family celebrating a birthday. A woman is cutting a large cake with a lit candle. A young girl is looking at a gift box. Two men are standing behind her, smiling. The scene is set indoors with warm lighting. The image is overlaid with a blue gradient.

# Company Overview

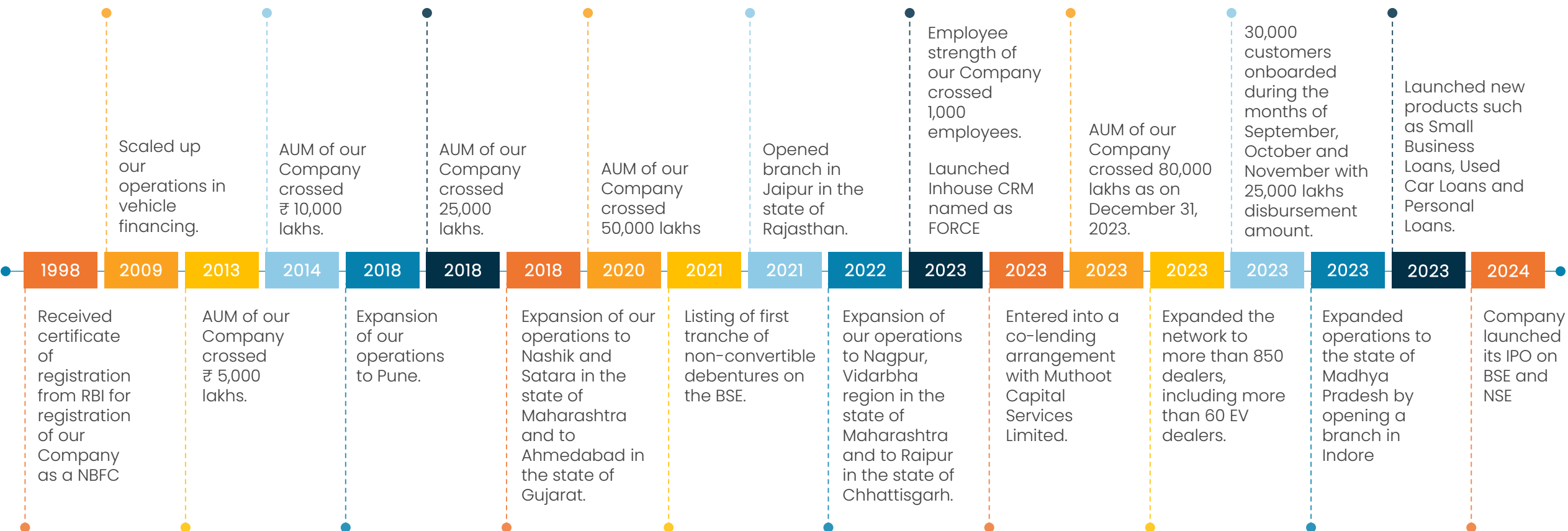
- Established in the year 1996, Manba Finance Limited (Manba) was founded by Mr. Manish Shah, a first-generation entrepreneur.
- Manba is a Non-Banking Finance Company offering financial solutions for new 2 Wheelers, 3 Wheelers, Electric 2 Wheelers, Electric 3 Wheelers, Used Cars, Small Business Loans and Personal Loans.
- Strong distribution network across 6 states through a dealer network of around 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)





# 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



**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.

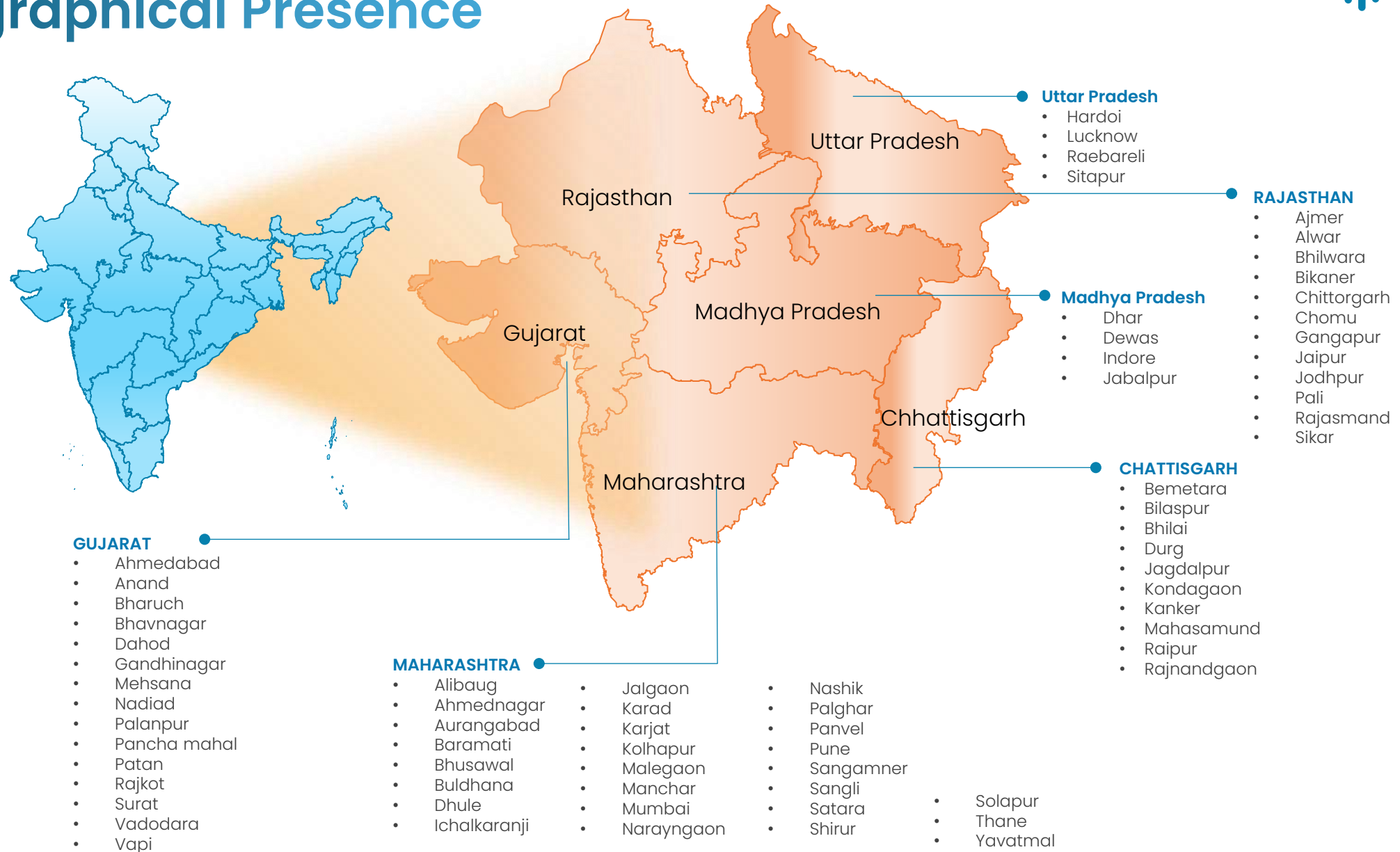


**Nallepilly Ramaswami Parameswaran**  
Independent Director of the company.  
He is a Chartered Accountant (ICAI) and a Business Continuity & Disaster Management specialist (BCI, USA & Singapore). Former Director at Mastermind Financial Services Pvt Ltd, with 25 years of experience in strategic financial 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 L.L.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



# 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

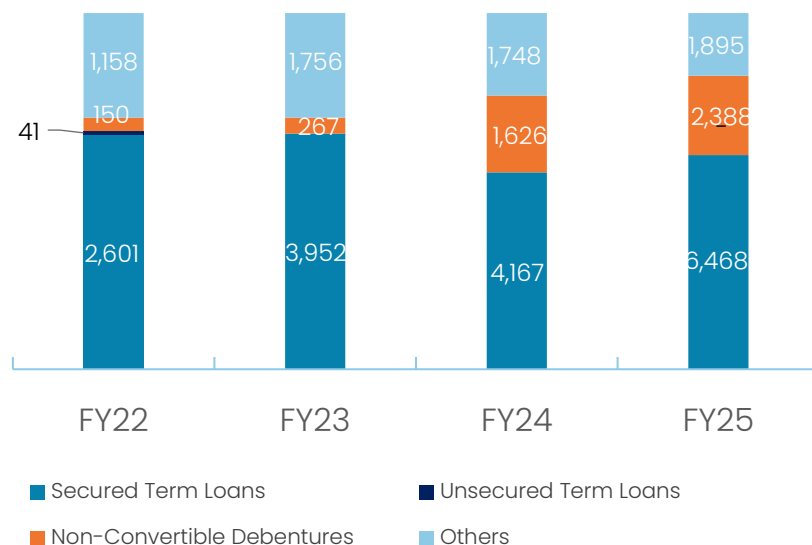
- Ensuring swift KYC handling and showcasing the company's tech-driven customer focus
- Dealers typically serve as the primary source for understanding customers' funding needs and they also guide customers on available finance company options
- Equipping representatives with mobile devices linked to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



# 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.

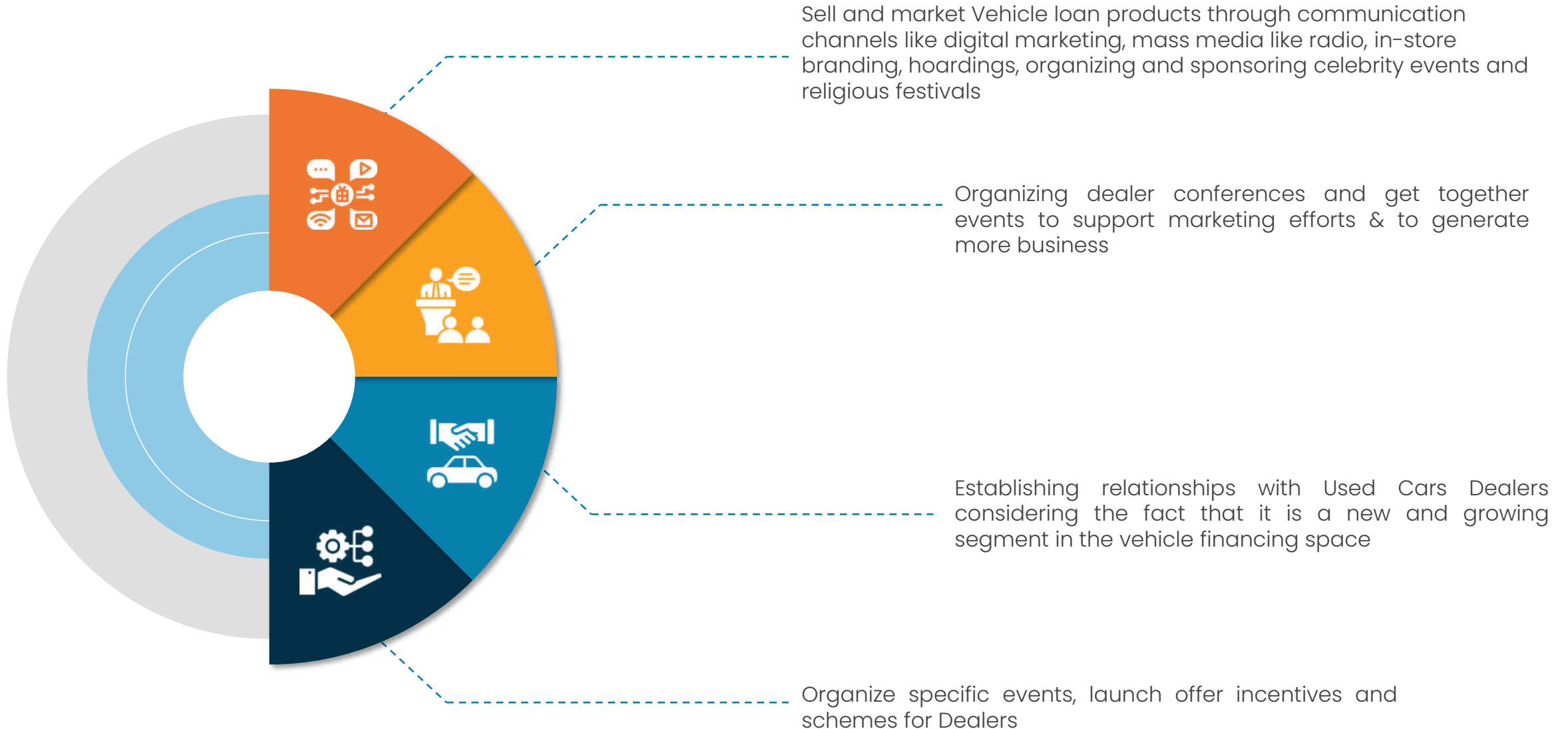


Between 61 DPD to 90+ DPD, there is follow-up activity which may include the serving of a legal notice, filing of legal proceedings



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

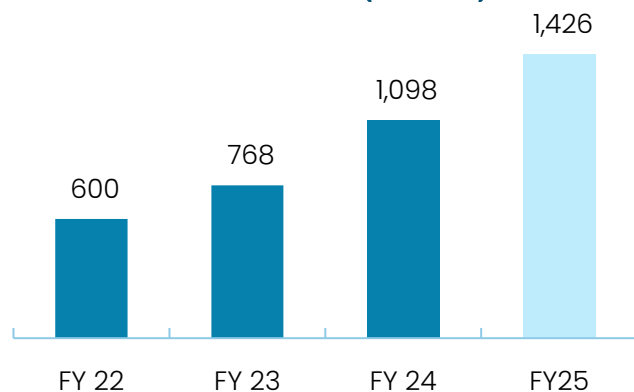
# Historical Balance Sheet

Particulars (INR Mn)	FY22	FY23	FY24	FY25
<b><u>Financial Assets</u></b>				
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
<b>Total Financial Assets</b>	<b>5,436</b>	<b>7,596</b>	<b>9,469</b>	<b>14,396</b>
Non Financial Assets	179	276	269	264
<b>Total Assets</b>	<b>5,615</b>	<b>7,872</b>	<b>9,738</b>	<b>14,660</b>
<b><u>Financial Liabilities</u></b>				
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
<b>Total Financial Liabilities</b>	<b>4,080</b>	<b>6,160</b>	<b>7,711</b>	<b>10,926</b>
Non Financial Liabilities	17	28	21	45
<b>Total Liabilities</b>	<b>4,097</b>	<b>6,188</b>	<b>7,732</b>	<b>10,971</b>
<b><u>Equity</u></b>				
Equity Share Capital	126	126	377	502
Other Equity	1,392	1,558	1,629	3,187
<b>Total Equity</b>	<b>1,518</b>	<b>1,684</b>	<b>2,006</b>	<b>3,689</b>
<b>Total Liabilities and Equity Capital</b>	<b>5,615</b>	<b>7,872</b>	<b>9,738</b>	<b>14,660</b>

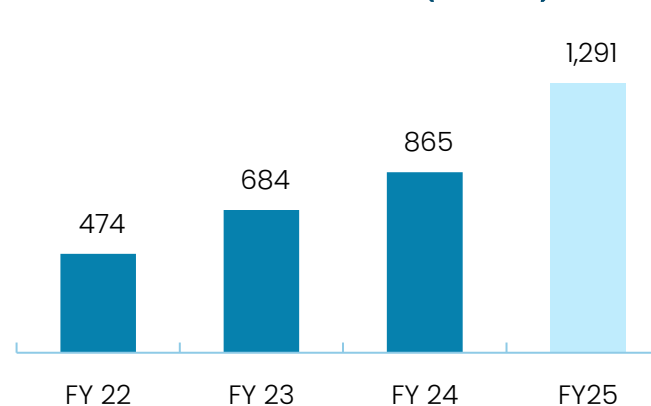


# Financial Performance

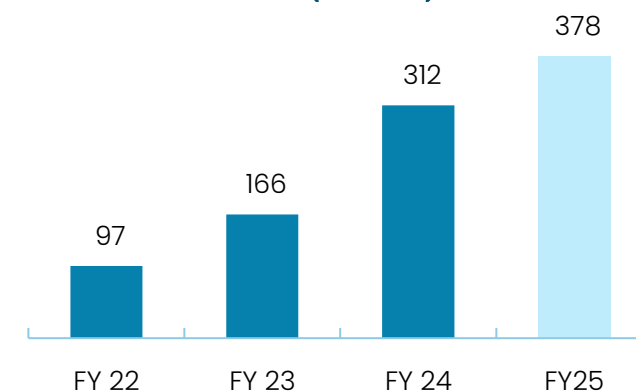
Total Income (INR Mn)\*



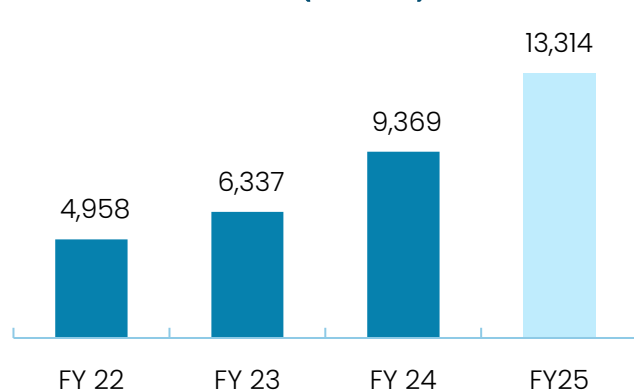
Net Interest Income (INR Mn)



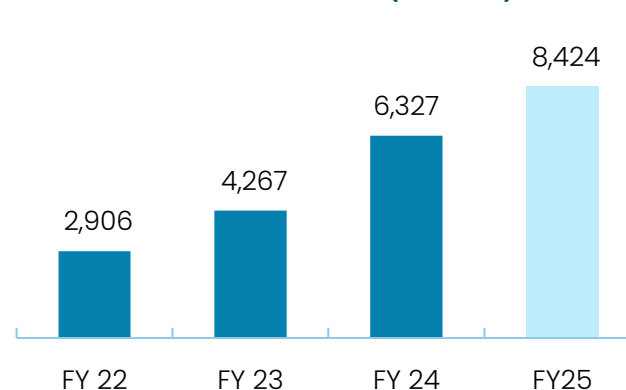
PAT (INR Mn)



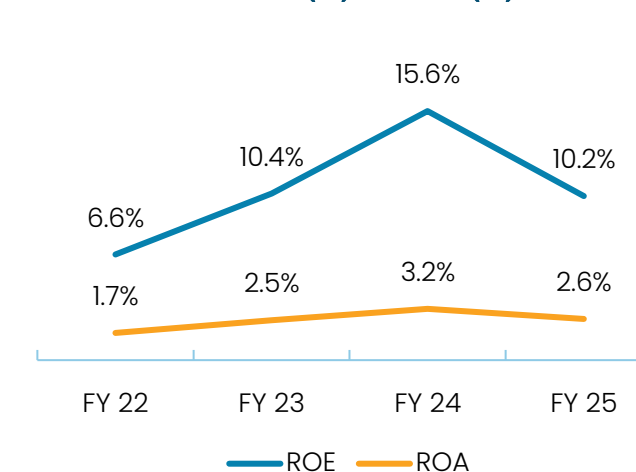
AUM (INR Mn)



Disbursements (INR Mn)



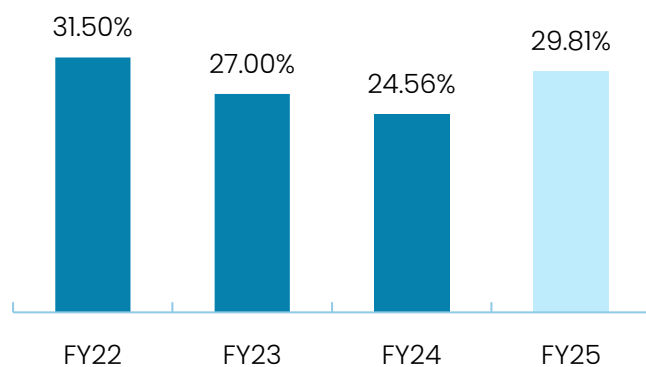
ROE (%) & ROA (%)



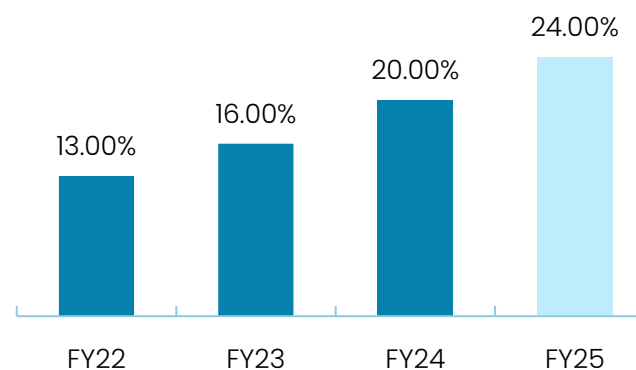
\*Note: Total income equals to total revenue minus interest expense.

# Key Performance Indicators

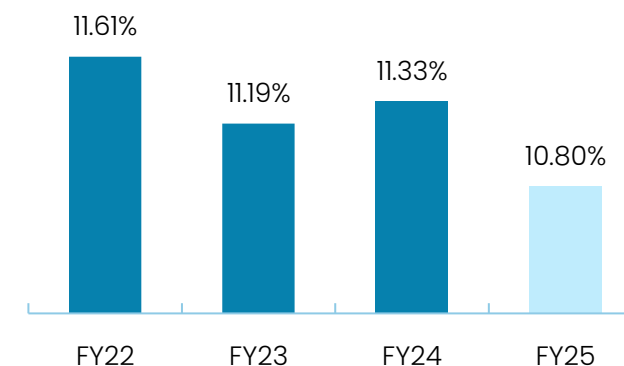
Capital Adequacy Ratio (%)



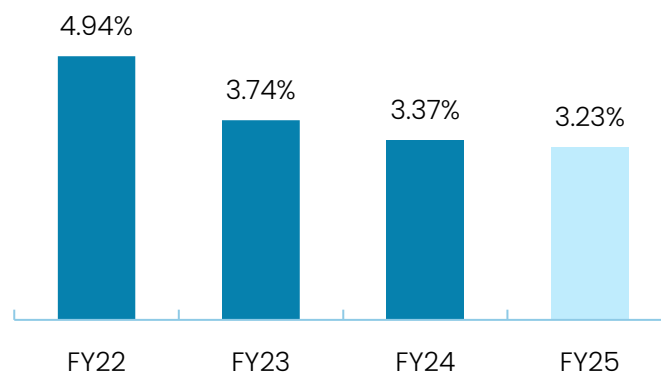
Provision Coverage Ratio (%)



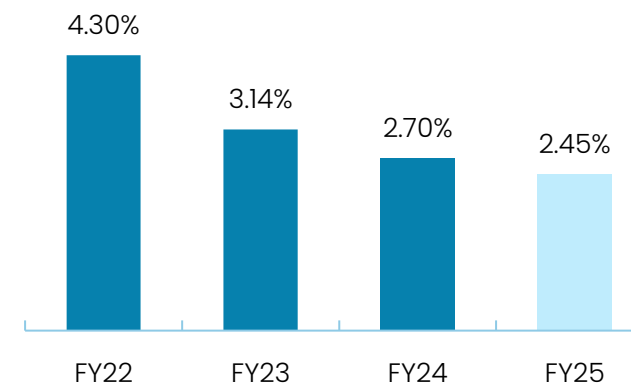
Cost of Borrowings (%)



Gross NPA (%)



Net NPA (%)



# Disclaimer

## *Manba Finance Ltd*

*No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of the management of **Manba Finance Ltd**, which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.*

*Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.*

*This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.*

*This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.*

## Valorem Advisors Disclaimer:

*Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.*

**For further information please contact our Investor Relations Representatives:**



Valorem Advisors

Mr. Anuj Sonpal, CEO

Tel: +91-22-49039500

Email: [manba@valoremadvisors.com](mailto:manba@valoremadvisors.com)



# Thank You



Manba Finance Ltd