MANBA
FINANCE

May 23, 2025

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

Sub: Investor/Earnings 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/Earnings Presentation for the Quarter and Year ended March 31, 2025.

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.

Please acknowledge and take on your record.

Thanking You.

For Manba Finance Limited

Bhavisha Ashish Jain

Digitally signed by Bhavisha Ashish Jain
DN: c=IN, o=Personal, postalCode=400080, l=Mumbai Suburban, st=Maharashtra, street=B/16, Chandanbala CHS Mulund West, Mumbai, Kurla Maharashtra India- 400080- Behind Kalidas Gate, title=5913, 2.5.4.20=c4fb5ea65315fd4c50329232d56f1a6d3af50ae9354827 28be4519f43a670449, serialNumber=bddcc24a5b91a16b1041f80a65c622c0bb671b05 277819c73d03faaecea465b6, email=bhavisham@manbafinance.com, cn=Bhavisha Ashish Jain
Date: 2025.05.23 14:12:51 +05'30'

Bhavisha Jain
Company Secretary and Compliance Officer

Encl: As above

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

Total AUM
(42% Growth)
INR 13,314 Mn (FY25)
INR 9,396 Mn (FY24)

Disbursement
(33% Growth)
INR 8,424 Mn (FY25)
INR 6,327 Mn (FY24)

Net Interest Income
(49% Growth)
INR 1,291 Mn (FY25)
INR 865 Mn (FY24)

Dealer Growth
(25% Growth)
1,216 (FY25)
974 (FY24)

Locations
73 (FY25)
65 (FY24)

PAT
(21% Growth)
INR 378 Mn (FY25)
INR 312 Mn (FY24)

GNPA
3.23% (FY25)
3.37% (FY24)

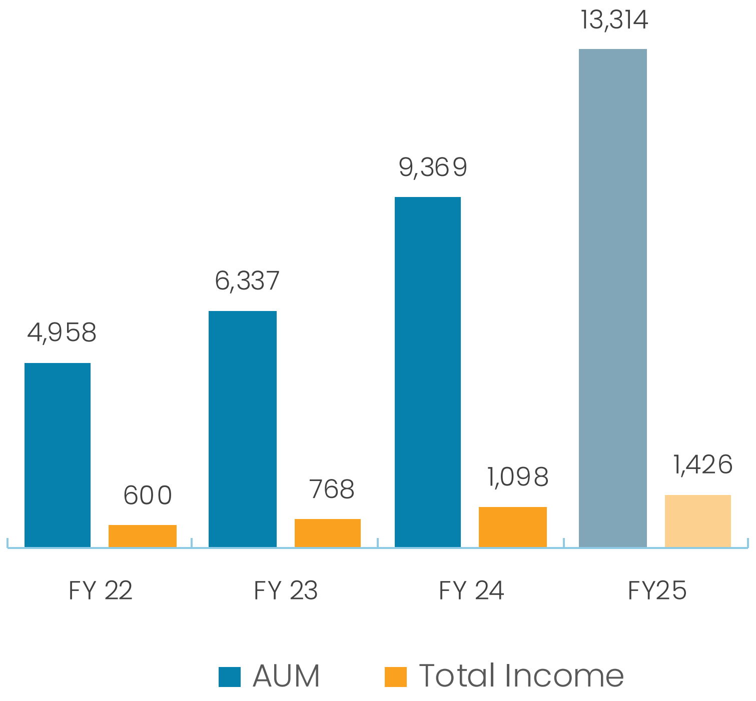
NNPA
2.45% (FY25)
2.70% (FY24)

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 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.

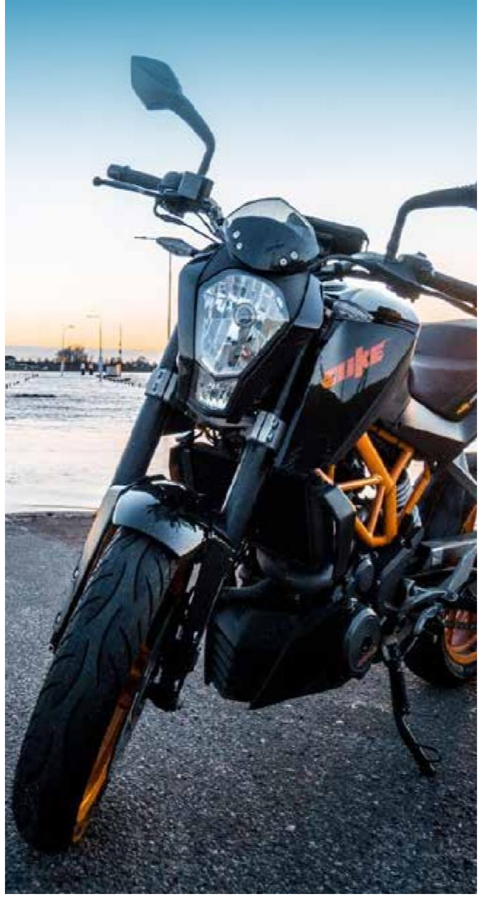
Total Income (INR Mn) & AUM (INR Mn)



Product Portfolio

MANBA FINANCE

NEW VEHICLE LOANS



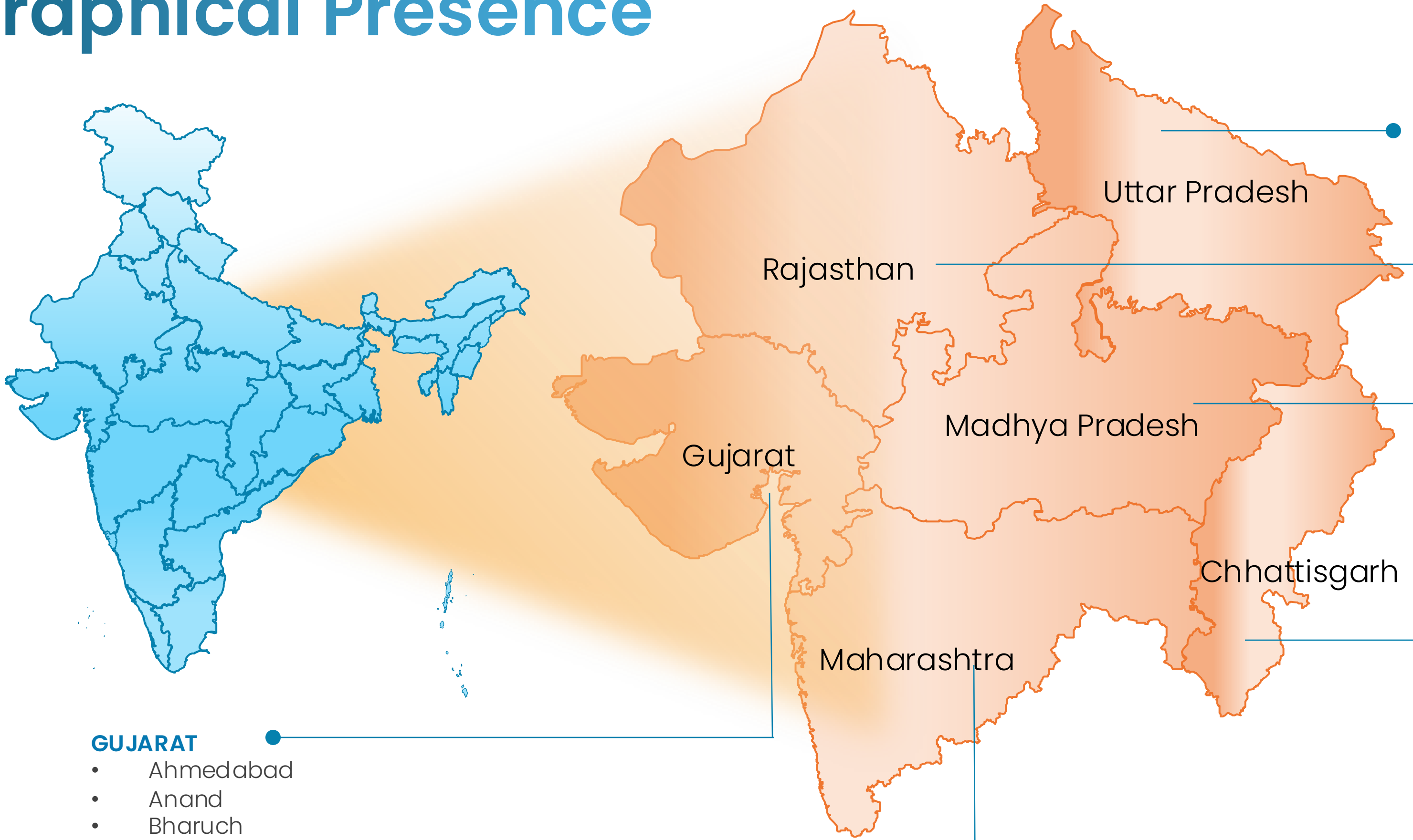
USED CAR LOANS

SMALL BUSINESS LOANS

PERSONAL LOANS

Geographical Presence

MANBA FINANCE



Uttar Pradesh
- Hardoi
- Lucknow
- Raebareli
- Sitapur

RAJASTHAN
- Ajmer
- Alwar
- Bhilwara
- Bikaner
- Chittorgarh
- Chomu
- Gangapur
- Jaipur
- Jodhpur
- Pali
- Rajasmand
- Sikar

Madhya Pradesh
- Dhar
- Dewas
- Indore
- Jabalpur

CHATTISGARH
- Bemetara
- Bilaspur
- Bhilai
- Durg
- Jagdalpur
- Kondagaon
- Kanker
- Mahasamund
- Raipur
- Rajnandgaon

GUJARAT
- Ahmedabad
- Anand
- Bharuch
- Bhavnagar
- Dahod
- Gandhinagar
- Mehsana
- Nadiad
- Palanpur
- Pancha mahal
- Patan
- Rajkot
- Surat
- Vadodara
- Vapi

MAHARASHTRA
- Alibaug
- Ahmednagar
- Aurangabad
- Baramati
- Bhusawal
- Buldhana
- Dhule
- Ichalkaranji
- Jalgaon
- Karad
- Karjat
- Kolhapur
- Malegaon
- Manchar
- Mumbai
- Narayngaon
- Nashik
- Palghar
- Panvel
- Pune
- Sangamner
- Sangli
- Satara
- Shirur
- Solapur
- Thane
- Yavatmal

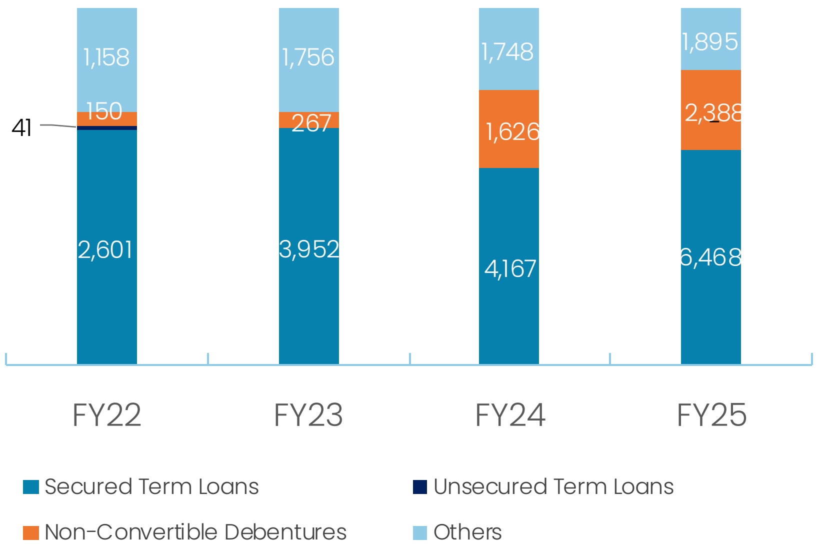
Dealer Network

- Ensuring swift KYC handling and showcasing the company's tech-driven customer focus
- Dealers typically serve a 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

Bank

SFB

NBFC

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*	NII	NIM
INR 389 Mn	INR 365 Mn	13.62%

PAT	Diluted EPS
INR 80 Mn	INR 1.60

FY25 Financial Performance

TOTAL INCOME*	NII	NIM
INR 1,426 Mn	INR 1,291 Mn	14.03%

PAT	Diluted EPS
INR 378 Mn	INR 7.52

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

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.

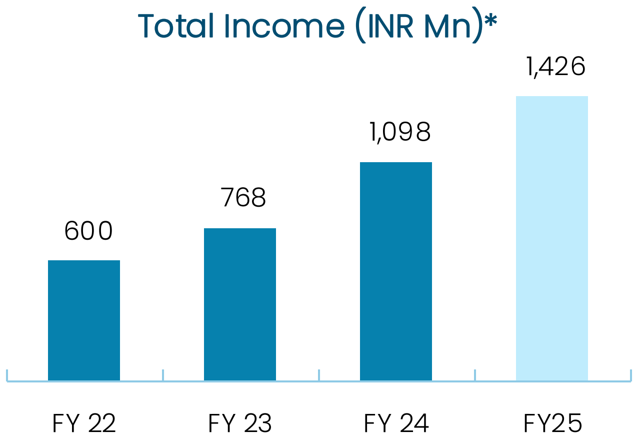
Quarterly Financial Performance

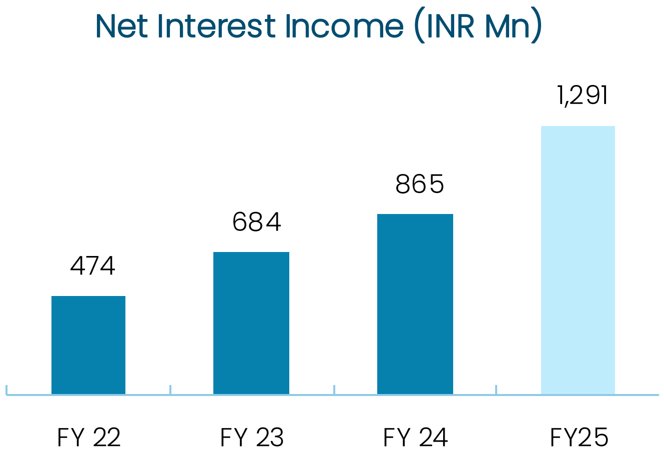
Particulars (INR Mn)	Q4-FY25	Q4-FY24	YOY	Q3-FY25	QOQ
Interest Income	655	505	29.7%	644	1.7%
Less: Finance Cost	290	241	20.3%	283	2.5%
Net Interest Income	**365**	**264**	**38.3%**	**361**	**1.1%**
Fee & Other Income	24	47	(48.9)%	45	(46.7)%
Total Income	**389**	**311**	**25.1%**	**406**	**(4.2)%**
Operating 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)%

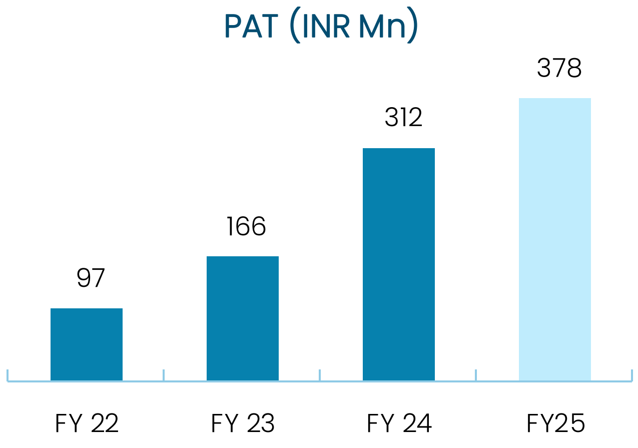
Annual Consolidated Financial Performance

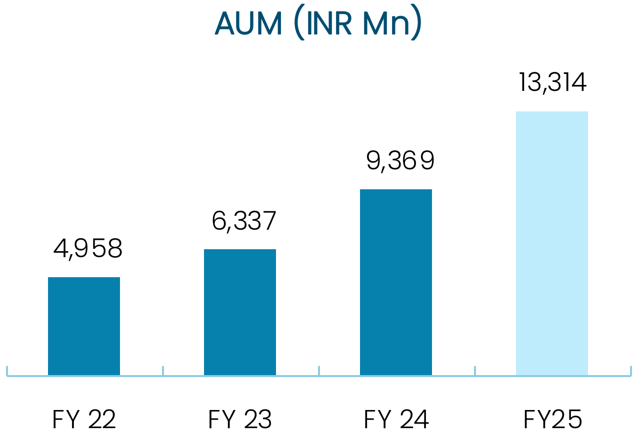
Particulars (INR Mn)	FY25	FY24	YOY
Interest Income	2,369	1,684	40.7%
Less: Finance Cost	1,078	819	31.6%
Net Interest Income	**1,291**	**865**	**49.2%**
Fee & Other Income	135	233	(42.1)%
Total Income	**1,426**	**1,098**	**29.9%**
Operating Expenses	925	711	30.1%
Profit Before Tax	**501**	**387**	**29.5%**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

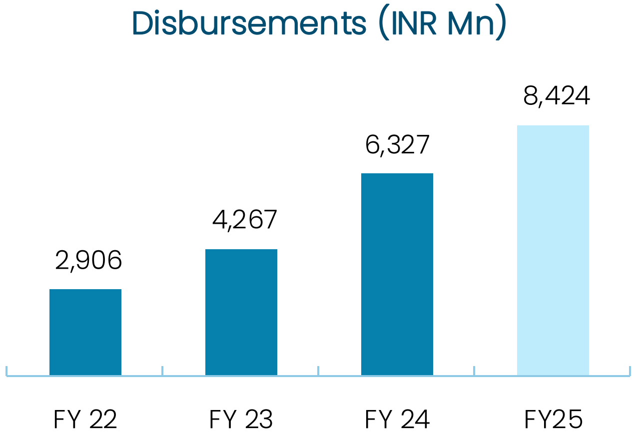
Financial Performance

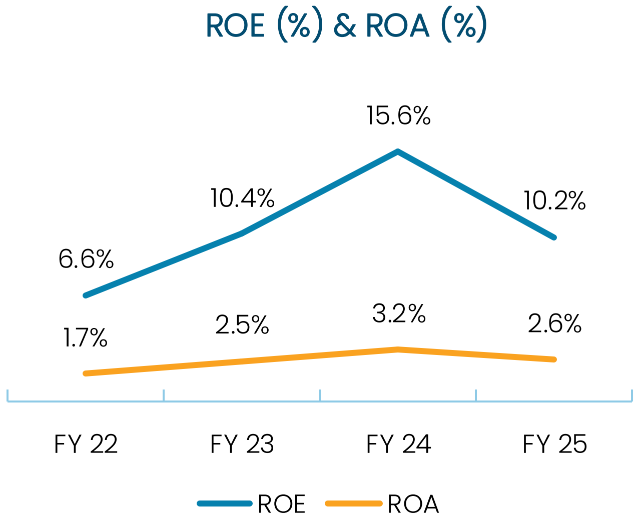








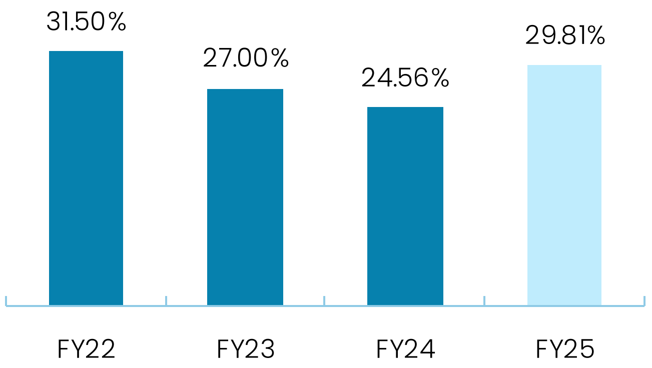




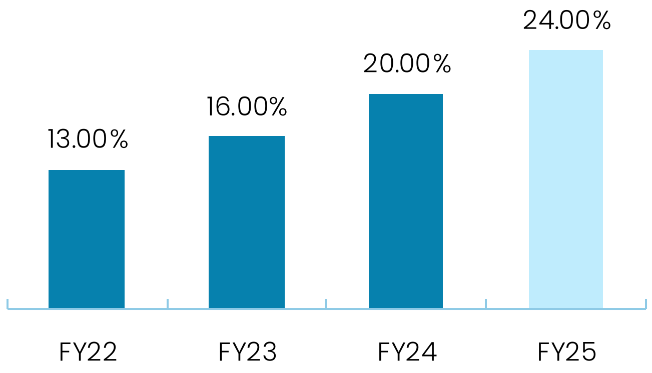
*Note : Total income equals to total revenue minus interest expense.

Key Performance Indicators

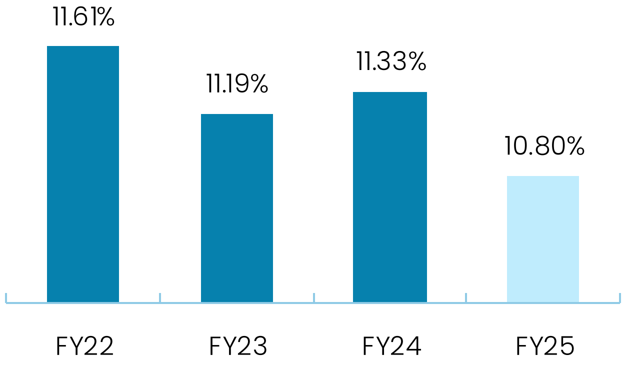
Capital Adequacy Ratio (%)



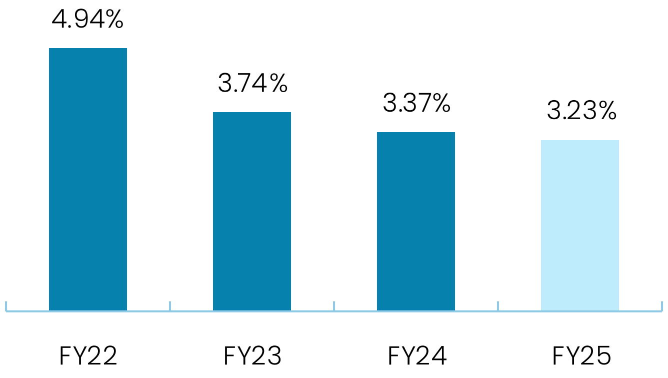
Provision Coverage Ratio (%)



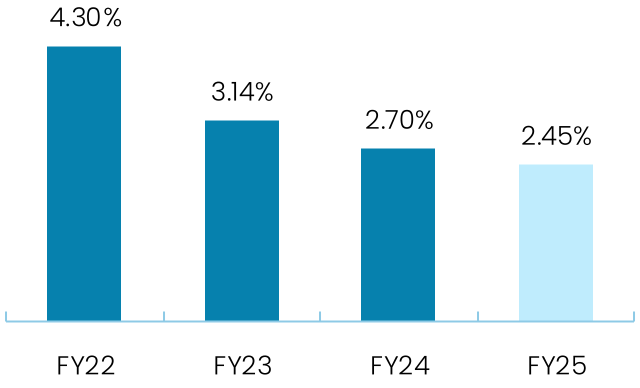
Cost of Borrowings (%)



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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