

COMPANY BACKGROUND.....

- Established in the year 1996, Manba Finance Limited (Manba) was founded by Mr. Manish Shah, a first generation entrepreneur.
- It 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 Finance 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.

KEY STRENGTHS.....

- Top choice for dealers by providing custom schemes & incentives
- One of the fastest turnaround times for loan sanctions in the industry
- Diversified and cost effective long term borrowings
- Maintenance of company's asset quality
- Technology driven and scalable operating model
- Robust collection and Monitoring Mechanism
- Strong Branding and Marketing Initiatives

FINANCIAL PERFORMANCE.....

(INR Mn)	Interest Income	Net Interest Income	PAT	EPS
FY22	940	474	97	1.95
FY23	1,250	684	166	3.21
FY24	1,684	865	314	6.21
H1-FY25	1,060	555	168	3.35

Key Data

BSE Code	544262
NSE Code	MANBA
Bloomberg	MANBA:IN

Market Data (INR) (As on 30th September, 2024)

Face Value	10.0
CMP	157.5
52 Week H/L	157.5/144
MCAP (Mn)	7,910.2
Shares O/S (Mn)	50.3

Performance (As on 30th September, 2024)

	3M	6M	12M
Manba Finance Ltd.*	-	-	-
SENSEX	6.65%	13.97%	28.09%
BSE Smallcap	9.02%	31.18%	51.58%

* Listed on 30th Sept, 24

Shareholding Pattern (As on 30th September, 2024)

Promoters	74.98%
Public	16.60%
DII	3.26%
FII	5.16%

PRODUCT MIX

New Vehicle Loan:

- Target Customers - Focus on customers purchasing EV two-wheelers and three wheelers.
- Loan Amt. (Avg. ticket size) - INR 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

Used Car Loan:

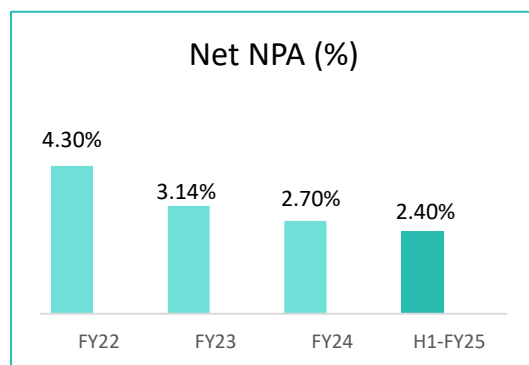
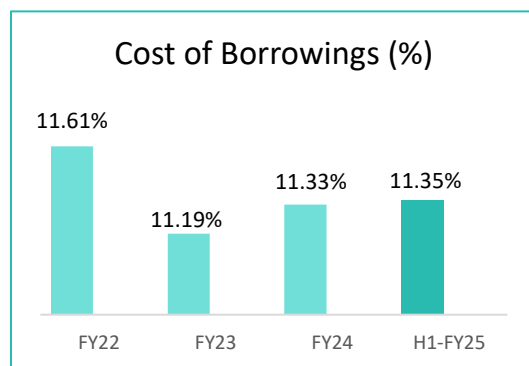
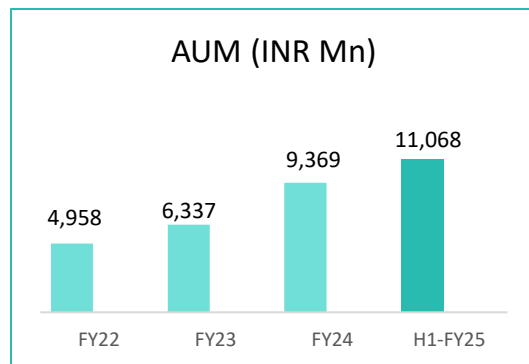
- Target Customers - Existing customers aspiring to own a four-wheeler.
- Loan Amt. (Avg. ticket size) – INR 2 lakhs to INR 6 lakhs
- Loan Tenure - 12 months to 48 months
- Loan Processing- Swift approvals with notifications within one minute
- Market Focus - Tapping into the growing used car market

Small Business Loans:

- Target Customers - Small businesses like kirana stores, medical stores, carpenters, etc.
- Loan Amt. (Avg. ticket size) – INR 0.75 lakhs to INR 10 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 INR 1 lakh
- Loan Tenure – Short term
- Loan Processing - Quick turnaround time
- Market Focus - Broad market targeting individuals needing immediate funds



STRATEGIC OVERVIEW.....

- Increasing Penetration In Existing Markets & Diversifying Into New Markets - Intend to further add the state of Uttar Pradesh and Bihar.
- Investing In TECHNOL - OGY And DIGITIZATION - Plan to launch web-based app for business correspondents.
- Growing 2WS/ 3WS/ EV2WS/ EV3WS Market - Focusing on EV2Ws and EV3Ws financing due to various benefits in an era of high fuel prices.
- Enhancing Brand Recall To Attract New Customers - Referral scheme for customers to introduce new customers.

PEER COMPARISON (TRAILING 12 MONTHS) INR Mn.....

Company	Income	NII	NNPA%	Net Profit	Market Cap
Manba Finance Ltd.	1,207	1,040	2.40%	316	7,910
Muthoot Capital Services Ltd	2,283	1,996	1.62%	485	6,064
Arman Financial Services Ltd.	4,528	3,755	0.64%	1,394	17,704
Mas Financial Services Ltd.	7,277	4,974	1.57%	2,847	52,857
Baid Finserv Ltd*	449	327	0.37%	98	1,783

* NNPA as on 30th June 2024

INCOME STATEMENT

Particulars	FY22	FY23	FY24	H1-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

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

Name	Designation	Email	Phone
Anuj Sonpal	CEO	anuj@valoremadvisors.com	+91-22-4903-9500
Sumeet Singhania	VP	sumeet@valoremadvisors.com	+91-22-4903-9505
Purvangi Jain	AVP	purvangi@valoremadvisors.com	+91-22-4903-9536
Nupur Jainkunia	AVP	nupurj@valoremadvisors.com	+91-22-4903-9536

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This factsheet 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.

Manba Finance Ltd Disclaimer:

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 Manba Finance Ltd (“Company”), 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 document is confidential and may not be copied or disseminated, in whole or in part, and in any manner.