

November'24 - Business and Financial Update



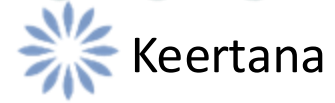
Keertana Finserv Pvt. Ltd.
(formerly known as Rajshree Tracom Pvt. Ltd.)
CIN: U65100WB1996PTC077252

Business at a Glance

Fastest Growing NBFC	Rs. 2,056 Cr AUM 99% growth in TTM* Presence in 6 states	354 Operating Branches 37% growth TTM* - AP contributes 86% of AUM followed by TS ,TN and other states with a total of 14%	2,71,666 Borrowers 80% growth TTM* 85% Rural and 15% Urban
Well defined Product Mix	67% Secured- Rs. 1,380 Cr And 33% Unsecured- Rs.676 Cr Secured Loans are Gold, LAP & HL	Gold Loan & STPL- Rs. 1,227 Cr MSME – Rs. 28 Cr LAP & HL-Rs.152 Cr MEL (JLG) - Rs. 646 Cr Other Loan (Consumer) - Rs. 3 Cr	Yield on Portfolio Overall-24.37%
Robust Balance Sheet with Strong Capital Adequacy	CAR at 26.78% Net worth- Rs.566 Cr 99% Promoter holding	Impeccable Portfolio Quality 0 % NNPA	166 Cr PAT (32 months of operations)
Efficient Operations	ROA – 4.50% (Post provision & tax) ROE – 16.45%	Rs. 5.81Cr Avg AUM per Branch and Rs.1.58 Cr AUM per Loan Officer	AUM Per Employee - Rs. 75 Lakhs
Strong Team with decades of Domain Expertise	Promoter with over 25 years of experience in financial services; Able Board leading business to quality growth	Strengthening second line continues to be core focus	Total Staff- 2,731

*Trailing 12 Months

Business Update Nov'24 (Keertana – All three verticals)



Presence in 6 States &
54 Districts

Operating Branches
354

Active Loans
4,59,411

Active Borrowers
2,71,666

Value of Loans
Disbursed (cum)
8,381

No of Loans Disbursed
13,90,908

Loan Portfolio
2,056 Cr

AUM Per Branch
5.81Cr & AUM Per LO
1.58 Cr

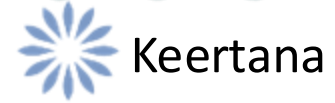
Yield 25.4%

GNPA – 0.37%

NNPA – 0%

Number of Employees
2,731

Business Update Nov'24– Gold Loans



Presence in 5 States &
38 Districts.

Operating Branches
207

Active Loans
1,17,832

Active Borrowers
67,106

Value of Loans
Disbursed
6,693 Cr

No of Loans Disbursed
7,06,407

Gold Loan Portfolio
1,227 Cr

AUM Per Branch
5.93 Cr & AUM Per LO
2.19 Cr

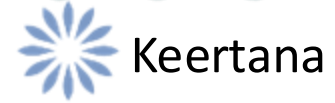
Yield 23.20%

GNPA – 0.00%

NNPA – 0%

Number of Employees
1,469

Business Update Nov' 24 – LAP/HL & BL-Unsecured Loans



Presence in 4 States &
23 Districts

Operating Branches
43

Active Loans
13,092

Active Borrowers
12,360

Value of Loans
Disbursed
Unsecured – 124.74 Cr
LAP/HL – 184.79 Cr

No of Loans Disbursed
Unsecured – 11,890
LAP/HL – 3,580

AUM
Unsecured – 28 Cr
LAP/HL – 152 Cr
Total – 180 Cr

AUM Per Branch
4.19 Cr & AUM Per
LO - 0.88 Cr

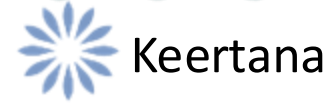
Yield
25.33%

GNPA (LAP/HL) – 0.56%

NNPA – 0%

Number of Employees
291

Business Update Nov'24 – Micro Enterprise Group Loans (JLG)



Presence in 4 States &
21 Districts

Operating Branches
104

Active Loans
2,36,979

Active Borrowers
1,92,200

Value of Loans
Disbursed
1095.77 Cr

No of
Loans Disbursed
2,43,051

Portfolio
646 Cr
2.5 Cr Consumer durable

AUM Per Branch
6.24 Cr & AUM Per LO
1.21 Cr

Yield
29.25%

GNPA – 0.93%

NNPA – 0%

Number of Employees
741

Key Milestones

01



Acquired Rajshree (NBFC) by buying 100% stake from erstwhile promoters for Rs 2.83 cr -31st Mar 2022

02



Promoters infused total capital amounting to Rs. 400 Cr *

03



On April 4, 2022, acquired portfolio through BTA worth Rs. 205 crore from SMBT and SRUDO.

04



50 lenders were on-boarded in 32 months reflecting lenders confidence

05



Received credit ratings of BBB+ from India Ratings, BBB (Stable) from CRISIL and BBB (Stable) from ICRA

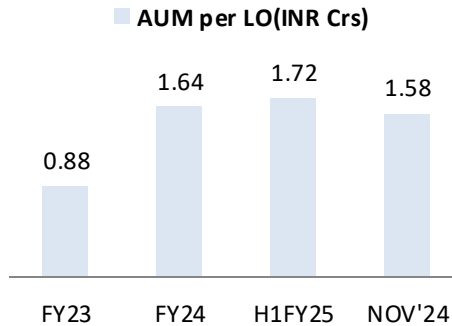
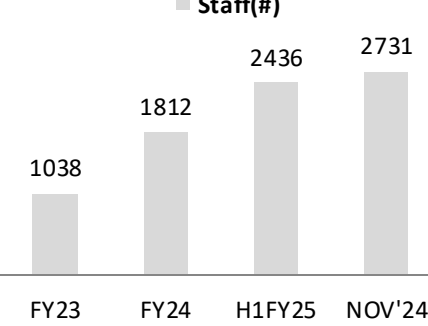
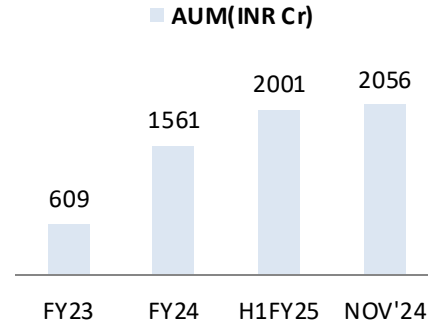
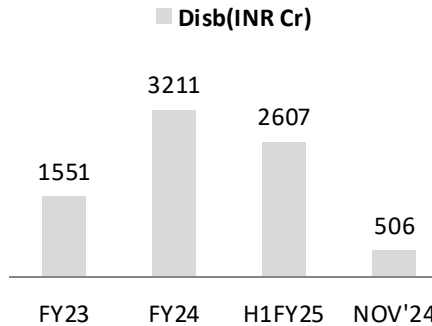
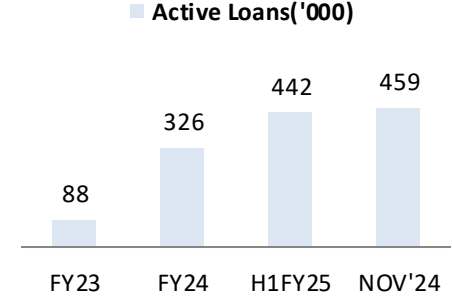
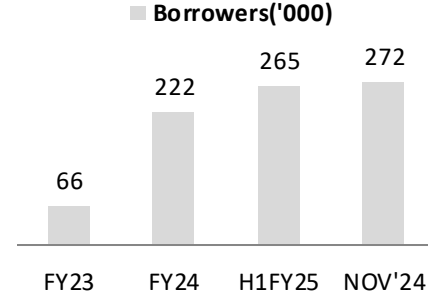
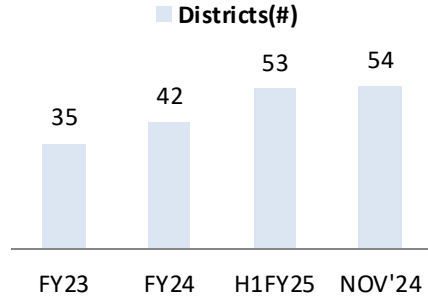
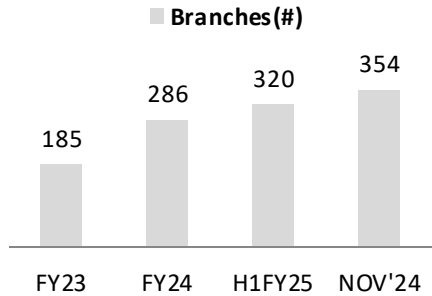
06



Accomplished **2,056 Cr AUM as of Nov'24.**

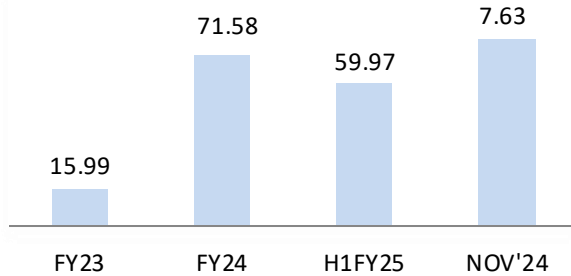
Total Equity infusion till date by promoter and family is at INR 400 Cr (Net worth after profit at INR 565 Cr) as of Nov'24

Operational Update – Nov'24

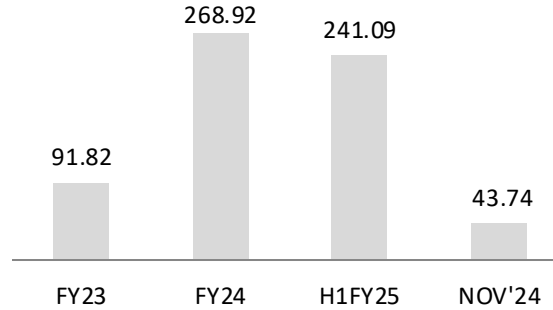


Financial Update – Nov'24

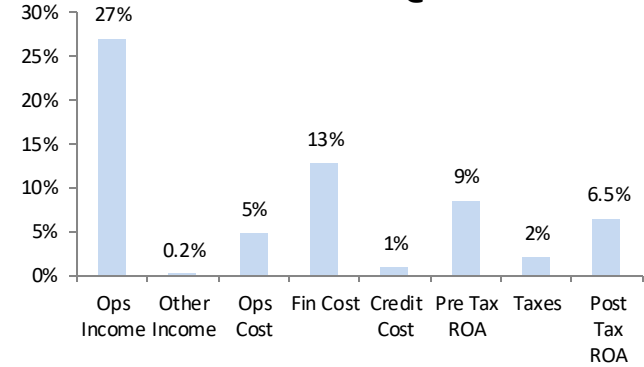
PAT Growth (INR Crs)



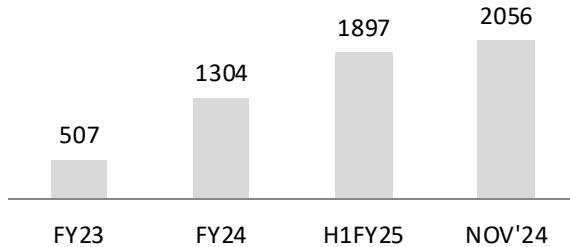
Revenue (INR Crs)



YTD ROA @ 6.5%



Borrowings Outstanding (INR Crs)



Cross Sale

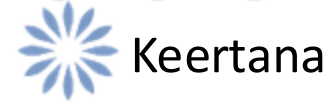
Mobile Phones

- 6976 Mobiles worth of Rs. 8.74 Crs were sold in the last 28 months
- ~93.97 Lacs commission earned.

Accidental Insurance

- 4,42,634 Accidental Insurance Policies with a sum insured of Rs 5156.21 cr were sold

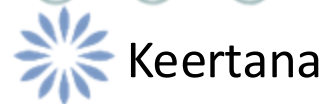
Lenders : 7 Banks and 4 SFBs



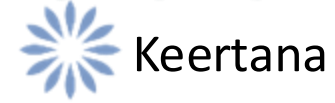
kotak
Kotak Mahindra Bank



Lenders: 35+ NBFCs and FIs



Financial Performance – Balance Sheet and P&L



Balance Sheet – Nov'24

INR Cr

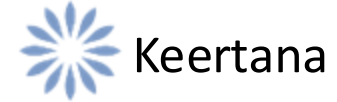
Particulars	Nov'24	H1 FY25	FY24	FY23
ASSETS				
Cash and cash equivalents	83.29	133.78	77.81	43.28
Fixed Assets	27.54	25.6	21.14	16.62
ROU Asset	27.23	25.03	18.02	15.44
Investments	277.3	245.88	12.21	-
Loans & Advances	2074.75	2,027.73	1,569.43	618.89
Other assets	28.01	17.88	18.38	6.39
Total	2518.12	2,475.90	1,716.99	700.61
Liabilities				
Net worth	565.62	547.24	387.34	168.4
Borrowings	1905.7	1,877.61	1,296.47	506.46
Other Liabilities	46.803	51.05	33.19	25.75
Total	2,518.12	2,475.90	1,716.99	700.61

Profit & Loss – Nov'24

INR Crs

Particulars	Nov'24	H1 FY25	FY24	FY23
Income				
Interest income	42.98	238.95	268.93	91.82
Other Income	0.16	2.14	7.9	0.06
Total	43.14	241.09	276.83	91.87
Expenditure				
Finance Cost	21.85	111.71	125.24	37.94
Operating cost	7.71	42.94	50.68	28.5
Provisions	4.07	6.04	11.65	3.89
Total	33.63	160.69	187.57	70.34
PBT	9.5	80.4	89.25	21.54
Tax	1.88	20.43	17.67	5.54
PAT	7.62	59.97	71.59	15.99

YoY Growth – Nov'23 vs Nov'24



Particular	Nov'24	Nov'23	Net Growth	% of Growth
No of operating Branches	354	240	114	48%
No of Customers	2,71,666	1,62,129	1,09,537	68%
Disbursement (Rs. Crs.)	506	324	182	56%
No of Employees	2,731	1,436	1295	90%
AUM (Rs.Crs.)	2,056	1105	951	86%
Networth (Rs. Crs.)	566	291	274	94%
Revenue (Rs. Crs.)	43	25	18	70%
Yield	24%	28%	-4%	-13%
PAT	7.6	7.8	-0.1	-
NIM %	11%	13%	-2%	-14%
Opex %	5%	6%	1%	18%
ROA %	5%	8%	-4%	-45%
ROE %	16%	31%	-14%	-46%
Debt to Equity	3.37	3.28		
CRAR	26.78%	27.01%		

Projections : Rs. 2,545Cr AUM by FY25

Particulars	FY23 Audited	FY24 Audited	FY25 Projected
No of Branches	186	286	422
Borrowers	66,431	2,22,310	3,00,000
Employees	1,038	1,812	2,932
Disbursement (in Crs)	1,614	3,214	6,122
AUM (in Crs)	609	1,561	2,545
Networth (In Crs)	168	387	648
Revenue	92	277	528
Yield (%)	24.6%	27.0%	25.7%
PAT (Cr)	16.0	71.6	131
NIM%	14.4	14.5%	13.5%
Cost to Income%	31.0	41.1	35.34%
OPEX%	8.7	5.1	4.46
Credit Cost%	0.96%	1.18%	1.3%
Return on Assets%	5.3	7.2	6.4%
Return on Equity%	18.7	27.6	25.3%
Debt to Equity	3.0	3.3	3.35
CRAR%	26.0	23.6	25.5

Thank You