Keertana

Q3 FY24 - Business Update



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

Business at a Glance…….

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Fastest Growing NBFC	Rs. 1,204 Cr AUM| 98 % growth YTM Presence in 6 states	249 Operating Branches| 35% growth YTM AP contributes 92% of AUM followed by TS ,TN and other states with a total of 8%	1,76,000 Borrowers| 165% growth YTM 86% Rural and 14% Urban
Well defined Product Mix	49% Secured- Rs. 593 Cr And 51% Unsecured- Rs.611 Cr Secured Loans are Gold, LAP & HL	AUM| Gold Loan- Rs. 531 Cr LAP&HL-Rs.62 Cr| MEL - Rs. 611 Cr	Yield on Portfolio Overall-27%| Gold-24.3%|LAP-28.4%|MSME-29.9% and JLG-29.4%
Robust Balance Sheet with Strong Capital Adequacy	CAR at 26.7% Net worth- Rs.299 Cr 96% Promoter holding	Impeccable Portfolio Quality 0 % NNPA	69.21 CR PAT (21 months of operations)
Efficient Operations	ROA – 8.21% (Post tax) ROE – 30.11%	Rs. 4.82 Cr Avg AUM per Branch and Rs.1.43 Cr AUM per Loan Officer	AUM Per Employee - Rs. 78Lakhs
Strong Team with decades of Domain Expertise	Promoter with over 25 years of experience in financial services; Able Board leading business to quality growth	CFO & 2 SVP on-boarded Strengthening second line continues to be core focus	Avg relevant domain experience per staff- 10 years Total Staff- 1,539

Business Update Dec'23 (Overall)

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Presence in 6 States & 39 Districts.	Number of Branches 304	Active Loans 2,56,000	Number of Active Borrowers 1,76,000
Value of Loans Disbursed (cum) 3,609 Cr	No of Loans Disbursed 5,73,767	Loan Portfolio 1,204 Cr	AUM Per Branch 4.82 Cr & AUM Per LO 1.43 Cr
Yield 27%	Loans Given to New Customers 1,75,699	Loans Given to Existing Customers 3,98,338	Number of Employees 1,539

Business Update Dec’23– Gold Loans…

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Presence in 4 States & 30 Districts.	Number of Branches 169	Active Loans 1,11,500	Number of Active Borrowers 37,000
Value of Loans Disbursed 2,940 Cr	No of Loans Disbursed 4,38,241	Gold Loan Portfolio 531 Cr	AUM Per Branch 3.77 Cr & AUM Per LO 1.48 Cr
Yield 24.3 %	Loans Given to New Customers 46,862	Loans Given to Existing Customers 3,58,675	Number of Employees 733

Business Update Dec' 23 – MSME, LAP & HL .....

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Presence in 5 States & 27 Districts	Number of Branches 47	Active Loans 13,169	Number of Active Borrowers 13,160
Value of Loans Disbursed 191.21 Cr	No of Loans Disbursed 12,513	MSME & LAP Portfolio 145 Cr	AUM Per Branch 3.62 Cr & AUM Per LO - 0.83 Cr
Yield 29.7 %	Loans Given to New Customers 13,498	Loans Given to Existing Customers 423	Number of Employees 260

Business Update Dec’23 – Micro Enterprise Loans...

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Presence in 4 States & 9 Districts.	Number of Branches 88	Active Loans 1,32,061	Number of Active Borrowers 1,25,637
Value of Loans Disbursed 634 Cr	No of Loans Disbursed 1,21,868	Portfolio 527 Cr	AUM Per Branch 7.7 Cr & AUM Per LO 1.72 Cr
Yield 29.4 %	Loans Given to New Customers 1,15,332	Loans Given to Existing Customers 6,536	Number of Employees 398

Corporate Actions undertaken

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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. **230cr.**

03

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

04

39 lenders were on-boarded in 21 months reflecting lenders confidence

05

Received credit ratings of BBB Stable from CRISIL and BBB (Stable) from ICRA

06

Accomplished the goal of **1,000cr AUM** in less than 20 months of starting business

Business Update – Dec'23

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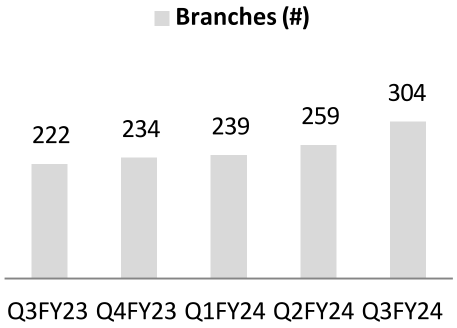

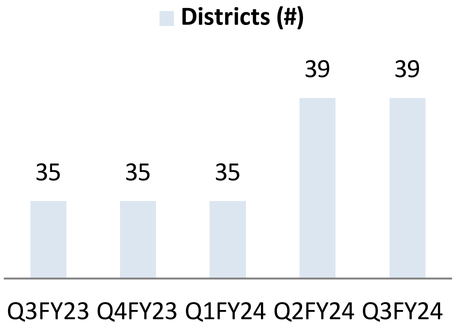

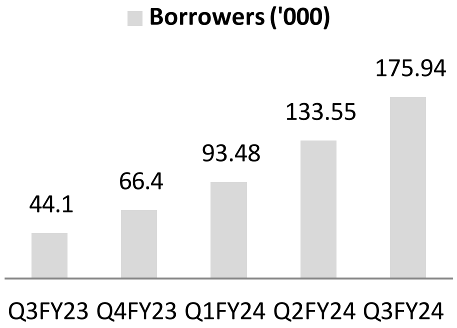

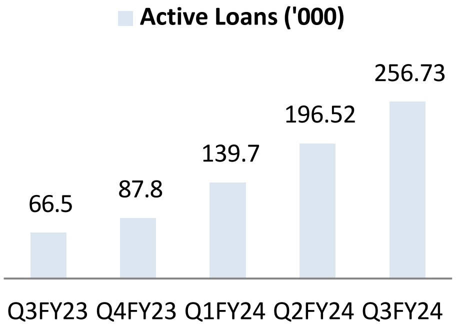

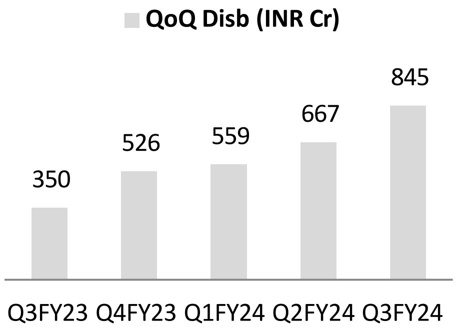

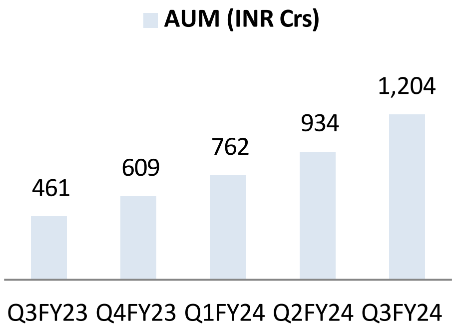

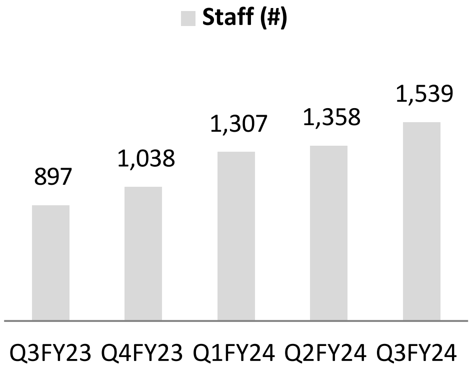

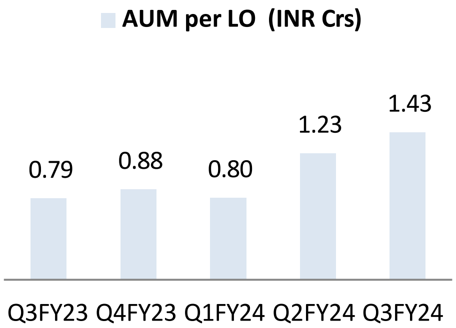

Financial Update – Dec’23

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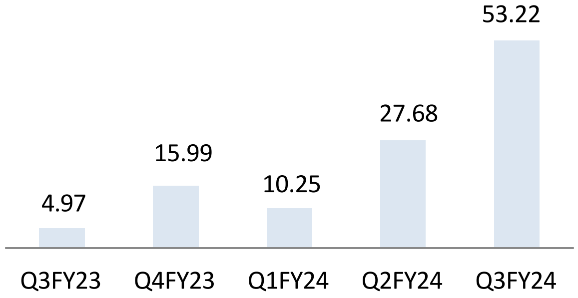
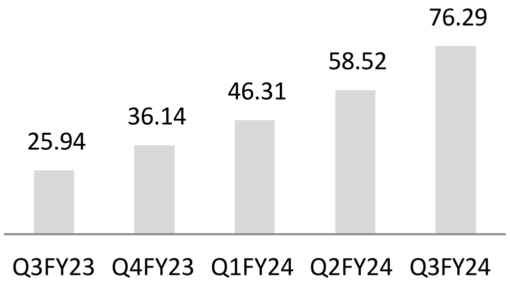
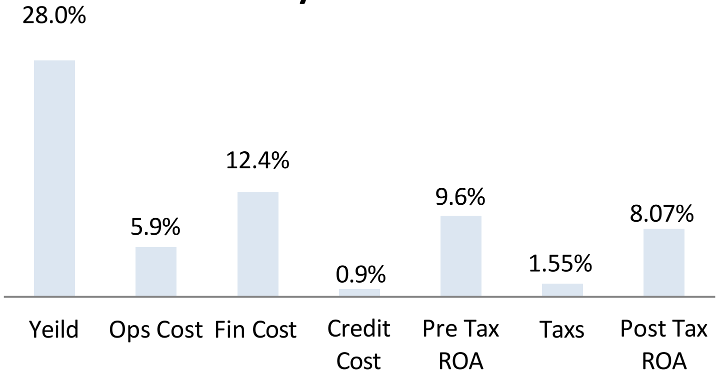
PAT Growth (INR Crs)



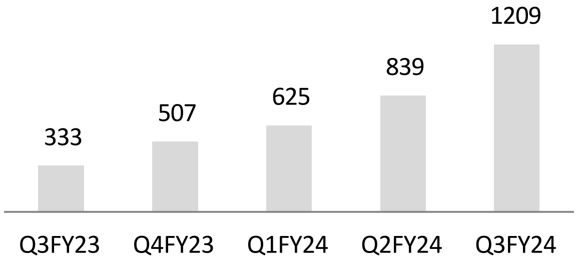
Revenue Growth - QoQ



Steady rate ROA 8%



Borrowings Outstanding (INR Crs)



Cross Sale

Mobile Phones

- 3,847 Mobiles worth of Rs. 4.83 Crs were sold in the last 18 months
- ~19.96 Lacs commission earned which is 0.4% of PAT

Aasara – Accidental Insurance

- 1,71,477 Accidental insurance policies with a sum insured of Rs. 2,117 Crs were sold;

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Profit and Loss account Dec-23

INR Crs

Particulars	Dec-23	Nov-23	Oct-23	Sep-23	Aug-23	Jul-23	Jun-23	May-23	Apr-23	Mar-23
Income										
Interest income	181.12	153.56	129.01	104.83	83.40	64.92	46.31	29.63	13.99	91.82
Other Income	4.94	4.09	3.27	2.83	1.58	1.57	1.57	-	-	0.06
Total	186.07	157.65	132.28	107.66	84.98	66.49	47.88	29.63	13.99	91.87
Expenditure										
Finance Cost	82.44	69.32	57.25	46.27	36.34	28.35	20.78	13.42	6.25	37.94
Opearting cost	35.58	30.55	27.18	23.29	18.27	15.14	10.55	6.99	2.98	28.50
Provisions	5.20	4.13	3.47	2.84	2.12	1.65	1.20	0.71	0.30	3.89
Total	123.21	104.01	87.90	72.40	56.73	45.14	32.53	21.13	9.53	70.34
PBT	62.85	53.65	44.38	35.26	28.25	21.35	15.35	8.50	4.46	21.54
Tax	9.63	8.68	7.16	6.70	6.62	5.21	5.10	2.65	1.33	5.54
PAT	53.22	44.97	37.22	28.56	21.63	16.14	10.25	5.85	3.13	15.99

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Balance Sheet as at Dec'23

INR Crs

Particulars	Dec-23	Nov-23	Oct-23	Sep-23	Aug-23	Jul-23	Jun-23	May-23	Apr-23	Mar-23
ASSETS										
Cash and cash equivalents*	189.46	73.78	28.75	33.23	127.25	59.81	49.50	8.14	10.66	43.28
Fixed Assets	19.38	19.38	19.56	19.45	19.61	19.82	18.39	17.22	16.86	16.62
ROU Asset	17.89	13.79	14.01	14.15	14.36	14.58	14.79	15.01	15.22	15.44
Investments	99.76	45.49	80.65	72.77	10.21	10.21	10.21	-	-	-
Loans & Advances	1,209.40	1,109.62	1,019.35	942.94	859.35	817.68	773.08	715.50	671.23	618.89
Other current assets	19.94	19.25	13.42	11.91	15.47	10.81	9.47	7.23	7.20	6.39
Total	1,555.83	1,281.32	1,175.74	1,094.44	1,046.25	932.92	875.45	763.10	721.17	700.61
Liabilities										
Net worth	299.61	291.37	283.61	234.08	228.05	221.42	216.65	174.25	171.53	168.40
Borrowings	1,221.28	955.22	860.30	831.78	782.51	676.66	625.73	559.65	521.86	506.46
Other current Liabilities	34.93	34.74	31.82	28.58	35.69	34.83	33.07	29.20	27.78	25.75
Total	1,555.83	1,281.32	1,175.74	1,094.44	1,046.25	932.92	875.45	763.10	721.17	700.61

Growth in Nine months - FY24

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Particular	As at Mar'23	As at Dec'23	Net Growth	% of Growth
No of operating Branches	185	249	64	35%
No of Customers	66,431	175,942	109,511	165%
Disbursement (Rs. Crs.)	1,326	2,072	746	56%
No of Employees	1,038	1,539	501	48%
AUM (Rs.Crs.)	609	1,204	595	98%
Networth (Rs. Crs.)	168	300	131	78%
Revenue (Rs. Crs.)	92	186	94	205%
Yield	24.57%	27%	2%	10%
PAT	15.99	53.22	37	465%
NIM %	14.42%	14.98%	1%	4%
Opex %	8.67%	6.29%	2%	27%
Credit Cost %	0.96%	0.80%	0%	17%
ROA %	5.32%	8.21%	3%	54%
ROE %	18.69%	30.11%	11%	61%
Debt to Equity	3.01	3.50		
CRAR	25.98%	26.76%		

Achievements - FY 23

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Particular	Projected	Actual	% of Achievement
No of Branches	180	186	103
No of Customers	67,000	66,437	99
No of Employees	1,200	1,038	87
Disbursement	1,498	1,711	114
Avg Ticket Size	90,000	70,000	78
AUM	600	609	102
Networth	170	175	103
Revenue	95	95	100
Yield	25	26	102
PAT	17	22	129
NIM %	12	16	135
Cost to income %	57	50	113
Opex %	7.5	7.5	100
Credit Cost %	0.50	0.25	200
ROA %	4	6	144
ROE %	12	18	145
Debt to Equity	3	3	100
CRAR	28	27	95

Projections Vs Achievements – Dec'23

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Particulars	Dec'23 Target	Achievement	%
No of Employees	1,464	1,539	105%
No of Branches	251	304	121%
Value of Loan Disb (Rs. Crs.)	1,923	2,072	108%
No of Borrowers	1,70,000	1,75,942	103%
No of Loans disbursed	2,92,950	3,80,110	130%
Portfolio Growth (Rs.Crs)	600.00	595	99%
POS per LO (Rs.Crs)	1.34	1.43	107%
Revenue (Rs.Crs)	180.00	186.07	103%
Operating Cost (Rs.Crs)	42.6	35.58	120%
Financial Cost (Rs.Crs)	75.9	82.44	92%
Credit Cost (Rs.Crs)	9.00	9.10	99%
PAT (Rs.Crs)	**39.1**	**53.22**	**136%**
POS Outstanding	**1,200.00**	**1,204.25**	**100%**

Projections: revenue of Rs.95Cr in the first year and thereafter doubling every year…

Profit and Loss Account

INR Crs

Particulars	FY23 Actual	FY24 Projected	FY25 Projected
Income			
Interest	94.07	253.0	491.58
Processing Fee	1.18	19.57	38.62
Total	95.25	272.52	530.20
Expenditure			
Finance Cost	36.94	119.39	198.98
Employee Cost	28.41	60.73	127.62
Total	65.34	180.12	326.60
Pre - Provision Profit	29.91	92.40	203.60
Provisions	0.97	12.00	37.00
PBT	28.94	80.40	166.60
Tax	7.52	20.10	41.65
PAT	21.41	60.30	125.00

Balance Sheet

INR Crs

Particulars	FY23 Actual	FY24 Projected	FY25 Projected
LIABILITIES			
Net Worth	174.29	334.59	630.09
Borrowings	507.30	1,187.74	1,990.39
Other Liabilities	12.16	36.73	14.50
TOTAL	693.76	1,559.06	2,634.97
ASSETS			
Net Fixed Assets	16.62	17.74	18.47
Loan Portfolio	610.25	1,500.62	2,500.00
Cash and others	66.89	40.70	116.50
TOTAL	693.76	1,559.06	2,634.97

Growth Strategy

Keertana

Mission

Keertana aspires to be the leading Non-Banking Finance Company offering range of financial products and services to low and middle-income households to improve their income and thereby standard of living. Keertana endeavors to deliver quality services to its clients and remunerative returns to its stakeholders by maintaining highest levels of transparency and integrity.

Vision

We aim to become the largest NBFC in Andhra Pradesh and Telangana States by 2025 offering range of financial products.

Keertana

Thank You