

September'24 - Business and Financial Update



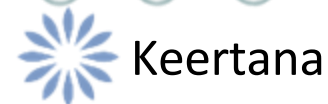
Keertana Finserv Pvt. Ltd.
(formerly known as Rajshree Tracom Pvt. Ltd.)
CIN: U65100WB1996PTC077252

Business at a Glance

Fastest Growing NBFC	Rs. 2,001 Cr AUM 1.16x growth in TTM* Presence in 6 states	320 Operating Branches 37% growth TTM* - AP contributes 86% of AUM followed by TS ,TN and other states with a total of 14%	2,65,183 Borrowers 99% growth TTM* 85% Rural and 15% Urban
Well defined Product Mix	63% Secured- Rs. 1,259 Cr And 37% Unsecured- Rs.742 Cr Secured Loans are Gold, LAP & HL	Gold Loan & STPL- Rs. 1,119 Cr MSME – Rs. 36 Cr LAP & HL-Rs.139 Cr MEL (JLG) - Rs. 703 Cr Other Loan (Consumer) - Rs. 4 Cr	Yield on Portfolio Overall-26.45%
Robust Balance Sheet with Strong Capital Adequacy	CAR at 26.46% Net worth- Rs.547 Cr 99% Promoter holding	Impeccable Portfolio Quality 0 % NNPA	147.22 Cr PAT (30 months of operations)
Efficient Operations	ROA – 7% (Post tax) ROE – 26%	Rs. 6.25 Cr Avg AUM per Branch and Rs.1.72 Cr AUM per Loan Officer	AUM Per Employee - Rs. 82 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- 2,436

*Trailing 12 Months

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



Presence in 6 States &
53 Districts

Operating Branches
320

Active Loans
4,42,908

Active Borrowers
2,65,183

Value of Loans
Disbursed (cum)
7,436 Cr

No of Loans Disbursed
12,42,071

Loan Portfolio
2,001 Cr

AUM Per Branch
6.25Cr & AUM Per LO
1.72 Cr

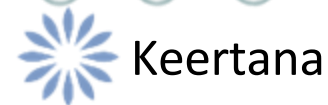
Yield 26%

GNPA – 0.04%

NNPA – 0%

Number of Employees
2,436

Business Update Sep'24– Gold Loans



Presence in 4 States &
38 Districts.

Operating Branches
183

Active Loans
1,09,487

Active Borrowers
64,544

Value of Loans
Disbursed
6,076 Cr

No of Loans Disbursed
6,26,854

Gold Loan Portfolio
1,119 Cr

AUM Per Branch
6.11 Cr & AUM Per LO
2.62 Cr

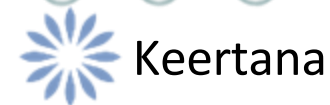
Yield 22.65%

GNPA – 0.00%

NNPA – 0%

Number of Employees
1,176

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



Presence in 4 States &
23 Districts

Operating Branches
42

Active Loans
13,438

Active Borrowers
12,790

Value of Loans
Disbursed
Unsecured – 124.74 Cr
LAP/HL – 167.49 Cr

No of Loans Disbursed
Unsecured – 11,890
LAP/HL – 3,246

AUM
Unsecured – 36 Cr
LAP/HL – 139 Cr
Total – 175 Cr

AUM Per Branch
4.18 Cr & AUM Per
LO - 0.73 Cr

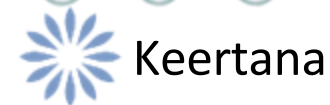
Yield
25%

GNPA (LAP/HL) – 0.30%

NNPA – 0%

Number of Employees
335

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



Presence in 5 States &
26 Districts

Operating Branches
95

Active Loans
2,35,602

Active Borrowers
1,89,401

Value of Loans
Disbursed
1067.69 Cr

No of
Loans Disbursed
2,36,409

Portfolio
703 Cr
4 Cr Consumer durable

AUM Per Branch
7.44 Cr & AUM Per LO
1.42 Cr

Yield
27.18%

GNPA – 0.00%

NNPA – 0%

Number of Employees
682

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 30 months reflecting lenders confidence

05



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

06

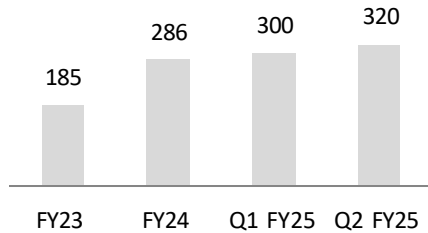


Accomplished **2,001 Cr AUM as of Sep'24.**

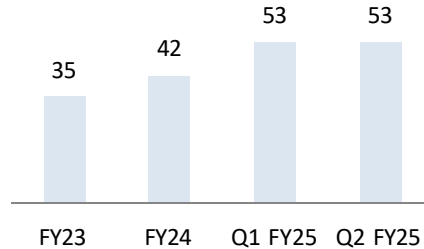
Total Equity infusion till date by promoter and family is at INR 400 Cr (Net worth after profit at INR 547 Cr) as of Sep'24

Operational Update – Sep'24

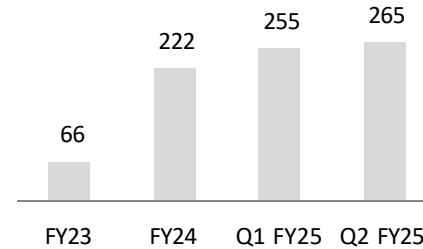
■ Branches (#)



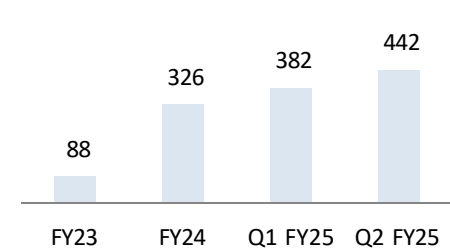
■ Districts (#)



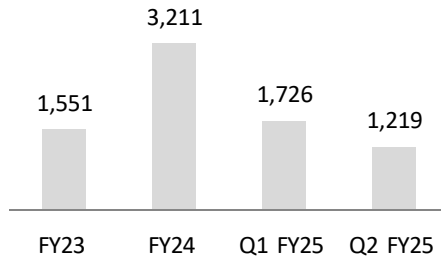
■ Borrowers ('000)



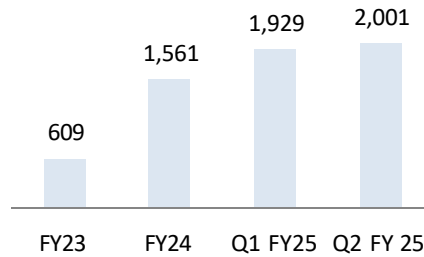
■ Active Loans ('000)



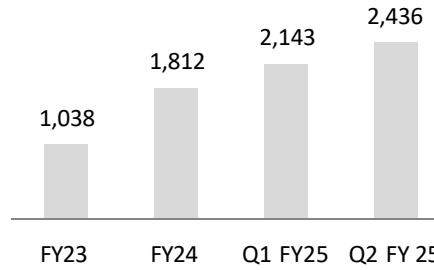
■ Disb (INR Cr)



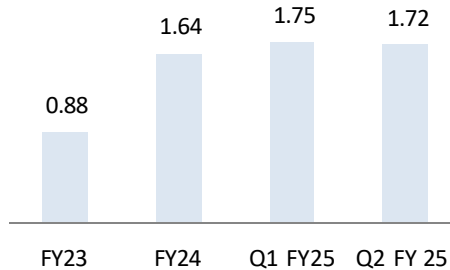
■ AUM (INR Crs)



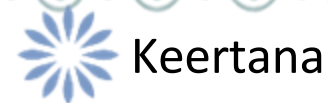
■ Staff (#)



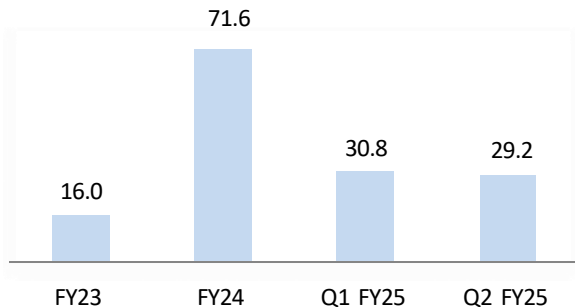
■ AUM per LO (INR Crs)



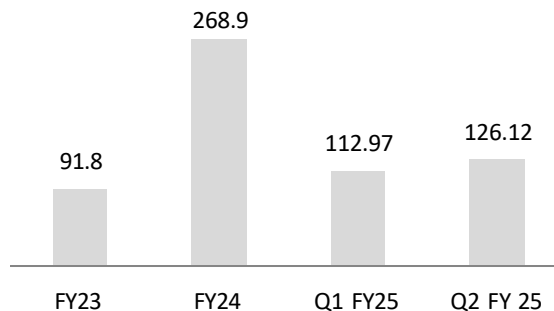
Financial Update – Sep'24



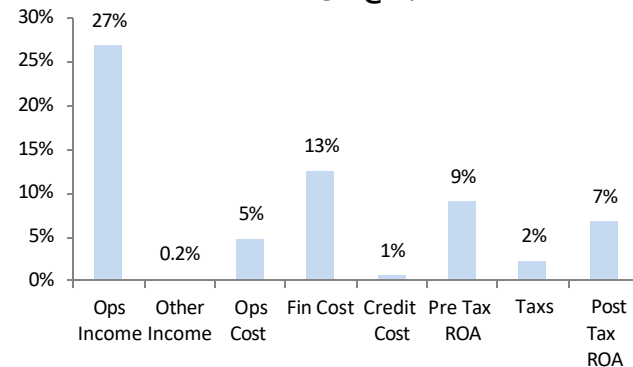
PAT Growth (INR Crs)



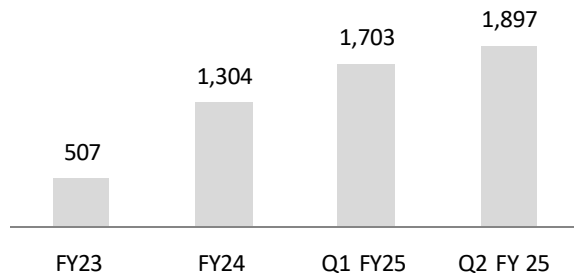
Revenue (INR Crs)



ROA @ 7%



Borrowings Outstanding (INR Crs)



Cross Sale

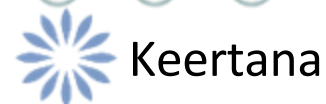
Mobile Phones

- 6976 Mobiles worth of Rs. 8.74 Crs were sold in the last 27 months
- ~93.97 Lacs commission earned.

Accidental Insurance

- 4,06,713 Accidental insurance policies with a sum insured of Rs. 4764.69 Crs were sold

Financial Performance – Balance Sheet and P&L



Balance Sheet – Q2 FY 25

INR Cr

Particulars	Q2 FY25	Q1 FY25	FY24	FY23
ASSETS				
Cash and cash equivalents	133.78	116.54	77.81	43.28
Fixed Assets	25.60	22.95	21.14	16.62
ROU Asset	25.03	22.17	18.02	15.44
Investments	245.88	112.37	12.21	-
Loans & Advances	2027.73	1,948.92	1,569.43	618.89
Other assets	17.88	15.52	18.38	6.39
Total	2,475.90	2,238.47	1,716.99	700.61
Liabilities				
Net worth	547.24	518.08	387.34	168.4
Borrowings	1,877.61	1,685.19	1,296.47	506.46
Other Liabilities	51.05	35.2	33.19	25.75
Total	2,475.90	2,238.47	1,716.99	700.61

Profit & Loss – Q2 FY 25

INR Crs

Particulars	Q2 FY25	Q1 FY25	FY24	FY23
Income				
Interest income	125.97	112.97	268.93	91.82
Other Income	0.16	1.99	7.9	0.06
Total	126.12	114.96	276.83	91.87
Expenditure				
Finance Cost	59.31	52.4	125.24	37.94
Operating cost	21.78	21.16	50.68	28.5
Provisions	5.58	0.45	11.65	3.89
Total	86.67	74.01	187.57	70.34
PBT	39.45	40.94	89.25	21.54
Tax	10.24	10.18	17.67	5.54
PAT	29.21	30.75	71.59	15.99

YoY Growth – H1 FY24 vs H1 FY25



Particular	H1 FY25	H1 FY24	Net Growth	% of Growth
No of operating Branches	320	234	86	37%
No of Customers	2,65,183	1,33,549	1,31,634	99%
Disbursement (Rs. Crs.)	2,607.1	1209.47	1397.63	116%
No of Employees	2,436	1,358	1078	79%
AUM (Rs.Crs.)	2,001	924	1,077	117%
Networth (Rs. Crs.)	547	235	312	133%
Revenue (Rs. Crs.)	241	108	133	123%
Yield	26.46%	27.4%	-0.94%	-3.43%
PAT	59.94	28.56	31.38	110%
NIM %	12.73%	13.02%	-0.29%	-2.22%
Opex %	4.82%	6.12%	1.3%	21.24%
ROA %	7%	7%	-	-
ROE %	25.66%	28.33%	-2.67%	-9.42%
Debt to Equity	3.43	3.54		
CRAR	26.46%	27.20%		

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