

Q2 2024

1. Geographic Expansion Plans

- **Narrative:** Management has outlined a strategy to optimize their branch network through a process of splitting existing branches once they reach a certain portfolio size. This approach aims to mitigate risk and enhance operational efficiency, thereby fostering growth in key markets.

- **Management's Guidance:**

- Management anticipates substantial growth and increased traction from these newly established branches by Q4 of this fiscal year.

- **Actual Results:**

**['Q3', '2024']:**

- Arman Financial Services Ltd. is operational in 10 states with a total branch network of 394, of which 73 branches have been added in the last 12 months, yielding positive outcomes.

**['Q1', '2025']:**

- We have opened 91 new branches over the last 12 months, bringing our total branch count to 434.

**['Q2', '2024']:**

- During Q2 2024, the company expanded its branch network by adding 42 branches, bringing the total to 385 branches operational across 10 states.

**['Q4', '2024']:**

- In terms of branch expansion, we have opened 67 new branches over the last 12 months, bringing our total branch count to 402 branches.

- **Evaluation:**

- **Expectations Exceeded:** Management anticipated substantial growth from the new branches by Q4, and the actual results showed a more rapid expansion than expected, with 91 new branches in 12 months, indicating stronger-than-anticipated traction and growth.

2. Client Acquisition Rate

- **Narrative:** The management has indicated a strategic shift towards increasing the weightage of individual loans within the company's portfolio over the long term. This is expected to reflect a significant portion of their client acquisition strategy, which may lead to enhanced market positioning.

- **Management's Guidance:**

- Management envisions that in the next 3 to 5 years, individual loans will constitute about one-third of the portfolio, indicating a strategic pivot towards this segment to potentially boost client acquisition rates.

- **Actual Results:**

**['Q4', '2024']:**

- Data Not Available

**['Q3', '2024']:**

- Data Not Available

**['Q1', '2025']:**

- Data Not Available

**['Q2', '2024']:**

- Data Not Available

- **Evaluation:**

- Insufficient Info: Data not available.