# **Management Discussion and Analysis**

# **Economy Overview**

#### Global Economy<sup>1</sup>

The global economy showed resilience in CY24, achieving a growth rate of 3.3% despite challenges from geopolitical conflicts, trade tensions and shifts in monetary policy. The US economy maintained robust performance, supported by strong business activities and high employment, while Europe, especially Germany, observed subdued growth due to weak manufacturing sector and low exports. Driven by strong local demand and increased foreign investment, Emerging Market and Developing Economies (EMDEs) performed better than developed countries, growing at 4.3% as compared to 1.8%. Asia's export-led growth model also delivered unprecedented prosperity, accounting for nearly 60 % of global growth in CY 2024.<sup>2</sup> However, China's growth moderated to 5% owing to subdued consumption and overcapacity issues.

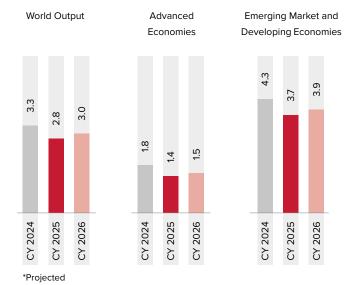
A decrease in global inflation from 6.6% in CY2023 to 5.7% in CY2024 contributed to price stabilisation and economic growth. Driven by smart monetary policies and steady energy supplies, this decline in inflation helped in boosting business confidence.

#### **Outlook**

The global economy is set to achieve a moderate growth rate of 2.8% in CY 2025 and 3.0% in CY 2026, supported by a gradual decrease in inflation and effective monetary policies by central banks. Emerging markets' growth is likely to moderate at 3.7%, while developed countries are expected to grow steadily, reaching 1.4% growth in CY 2025. With inflation projected to decline to 4.2% in CY 2025 and 3.5% in CY 2026, it is anticipated to increase consumer spending.

It is further expected that despite geopolitical turmoil; smart government spending and careful budgeting will play a crucial role in bolstering economic strength. Looking forward, the global economy landscape presents both challenges and opportunities. A keen policy in balancing trade-offs between inflation and real activity, rebuilding buffers and lifting medium-term growth prospects will lead towards a more balanced future.

#### Global Real GDP Growth Projection (%)



Source: IMF World Economic Outlook 2025

# Indian Economy<sup>3</sup>

The Indian economy maintained its position as one of the fastest-growing major economies, achieving 6.5% GDP growth in FY 2024-25.<sup>4</sup> This growth can be primarily attributed to strong rural demand, strategic government initiatives and robust capital expenditure. For most of the year under review, CPI inflation remained under control, hovering around 4.8%, comfortably within the RBI's target range of 2-6%.

In a steadfast commitment of the Government towards 'Ease of Doing Business', the Indian government is proposing changes to soften compliance, expand services, build a strong regulatory environment and promote international and domestic investment. Further, the RBI reduced its repo rate from 6.5% to 6%, making borrowing easier and supporting private investments.

India maintained its fiscal deficit between 4.4% and 4.5% of GDP, helping in enhancing investment in areas such as housing, infrastructure and business-friendly reforms. Further, bank credit has grown at a steady rate with credit growth converging towards deposit growth. The banking sector exhibits improvement in asset quality, robust capital buffers and strong operational performance. With smart policies and strong investments, India is poised to sustain its growth momentum.

¹https://www.imf.org/en/Publications/WEO/Issues/2025/01/17/world-economic-outlook-update-january-2025

<sup>&</sup>lt;sup>2</sup>https://www.imf.org/en/Blogs/Articles/2025/04/24/asia-can-boost-economic-resilience-amid-surging-trade-tensions

³https://www.rbi.org.in/Scripts/BS\_ViewBulletin.aspx

<sup>4</sup>https://pib.gov.in/PressReleasePage.aspx?PRID=2106921#

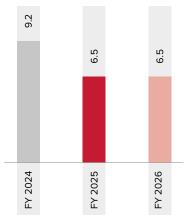


# Outlook

India's economy will remain supported by the Government's efforts to accelerate growth, secure inclusive development and invigorate private sector investments. With recent tax cuts, it is anticipated to boost middle-class household savings and consumption. Further, as inflation declines, it is expected to bolster consumer spending and support economic growth.

The government is streamlining business operations by reducing regulations and encouraging private investment, aiming to create a more conducive environment for economic growth and development. Sectors such as retail and digital services are well-positioned for significant growth due to rising disposable incomes and increased internet access, driving demand for both goods and services. With rising investor trust and robust government support, India's future looks optimistic.

#### GDP growth trend in India (%)



\*Projected

Source: MoSPI Second Advances Estimates

# **Industry Overview**

# Non-Banking Financial Sector<sup>5</sup>

The India Non-Banking Financial Companies (NBFCs) sector is experiencing robust growth, driven by a rising middle class, enhanced focus on financial inclusion and supportive government policies. These institutions cater to underserved segments, offering services in areas such as business loans, housing finance, microfinance and consumer finance. The ability to understand diverse customer needs and provide tailored products has resulted in their increased contribution to the nation's economic growth.

The adoption of digital technologies has further enabled NBFCs to streamline operations and enhance customer experiences. By leveraging tools such as super apps, data analytics and digital platforms, NBFCs have improved processes in credit assessment, loan disbursement and collections

# MSME Industry<sup>6</sup>

The Micro, Small, and Medium Enterprises (MSME) sector is a vital part of India's economy, significantly contributing to employment, manufacturing and exports. As of April 2025, approximately 6.24 crore MSMEs were registered on the Udyam Registration Portal and Udyam Assist Platform, providing employment to over 23.47 crore individuals.<sup>7</sup>

The export performance of MSMEs has recorded substantial growth, with exports rising from INR 3.95 lakh crore in FY 2020-21 to INR 12.39 lakh crore in FY 2024-25. The number of exporting MSMEs also increased significantly, from  $\sim$  53,000 in FY 2020-21 to  $\sim$  1,73,000 in FY 2024-25. Their share in India's total exports grew to 45.79% by May 2024, showing their expanding role in global trade.

To support and enhance the growth of the MSME sector, the Indian government has implemented various initiatives. The Union Budget 2025-26 introduced measures such as increasing the credit guarantee cover for micro and small enterprises from INR 5 crore to INR10 crore, facilitating additional credit of INR1.5 lakh crore over five years. Additionally, a new Fund of Funds with INR 10,000 crore was established to support startups and a scheme was launched to provide term loans up to INR 2 crore for first-time women, Scheduled Caste and Scheduled Tribe entrepreneurs. These efforts aim to improve innovation, enhance competitiveness and ensure better access to resources for MSMEs.

# Housing Finance Industry<sup>8</sup>

The housing finance industry in India has observed steady growth over the last few years, driven by factors such as increasing urbanisation, a rise in nuclear families and supportive government schemes such as 'Housing for All'.

While banks primarily focus on higher-ticket loans to salaried customers with good credit profiles in metropolitan and urban areas, NBFCs focus on relatively smaller-ticket loans to customers, including the self-employed, in tier 2 and below cities, where lending is based on the assessed income model.

 $<sup>\</sup>label{lem:condition} {}^{\text{b}}\text{https://assets.kpmg.com/content/dam/kpmgsites/in/pdf/2024/02/nbfcs-in-india-growth-and-stability.pdf.coredownload.inline.pdf}$ 

 $<sup>{}^6</sup>https://pib.gov.in/PressReleasel frame Page.aspx?PRID=2099687$ 

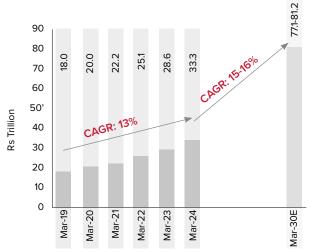
 $<sup>^{7}</sup>https://udyamregistration.gov.in/Government-India/Ministry-MSME-registration.htm\\$ 

 $<sup>{\</sup>it \$https://www.care ratings.com/uploads/newsfiles/1743423679\_Housing \% 20 Finance \% 20-\% 20 Care Edge \% 20 Report.pdf} and the properties of the properti$ 

 $<sup>{}^9</sup>https://www.nhb.org.in/wp-content/uploads/2025/04/Website-Publication-format-Feb25.pdf$ 

Company Overview Statutory Reports Financial Statements

#### **Outstanding Housing Loans (HL) Market Size**



Source: CareEdge Ratings



#### **Opportunities**

#### Credit Demand in Rural and Semi-Urban Areas

NBFCs have tremendous opportunity in the rural and semiurban areas, as the majority of people lack access to traditional banking institutions. NBFCs can capitalise on this opportunity by offering easy loans, microfinance or vehicle finance services with flexible terms. These areas have growing demand, especially among first-time borrowers, small traders and farmers.

#### **Digital Lending and Fintech Collaboration**

With the increase in number of smartphone users and advancement of technology, more people are gaining access to internet banking. NBFCs can harness the power of technology to streamline loan processes with fewer documents and quicker approval. Further, partnerships with fintech companies will allow NBFCs to use tools such as Al and data analytics to better understand customers and reduce loan risks.

#### Support for Small Businesses and Startups

Many small businesses and startups do not qualify for loans from mainstream banks because they lack collateral or extensive financial data. NBFCs can capture this opportunity by tailoring services such as customised loans, invoice financing or working capital support.

# Government and Regulatory Push for Financial Inclusion

The Indian government and the RBI are working to increase financial access for all citizens. NBFCs cater to underserved segments, driving financial inclusion. Further, government schemes such as Mudra loans and digital India initiatives give NBFCs more opportunities to grow, especially if they align their offerings with these programs.

#### Vehicle Financing Industry<sup>10</sup>

The Indian vehicle finance industry is a significant segment of the financial services sector. The industry has experienced steady growth, with a compound annual growth rate (CAGR) of 11.49% from FY 2019-20 to FY 2023-24. This expansion is driven by increasing vehicle demand, particularly in tier II and III cities, where consumers are opting for longer loan tenures to manage higher vehicle costs. While banks traditionally focused on new vehicle financing, they are now expanding into the pre-owned vehicle segment to meet rising consumer demand. NFBCs have established a strong presence as well, especially in commercial vehicle financing.

The market is poised for significant expansion, with a projected CAGR of 16.35% from 2025 to 2030, driven by increasing adoption of electric vehicles (EVs) and favourable government initiatives such as FAME II. Despite a brief slowdown anticipated in 2025, the long-term outlook remains strong, particularly in the commercial vehicle finance segment, which stands to benefit from government-driven infrastructure investments. Further, a burgeoning middle class, coupled with increasing disposable income levels and rapid urbanisation, will drive the expansion of the auto finance market in India.



#### Challenges

#### **Limited Access to Low-Cost Funds**

NBFCs do not have as many avenues to raise capital as banks do. Banks can accept deposits from the public, which enables them to lend at lower costs. However, NBFCs primarily depend on borrowing from banks or markets, which can be more expensive.

#### Rising Loan Defaults

When individuals or businesses do not repay their loans on schedule, NBFCs face challenges known as defaults. A rise in defaults reduces the capital available for NBFCs to extend new loans, which in turn affects their profitability and investor confidence.

#### **Strict Regulatory Oversight**

Over time, rules for NBFCs have become stringent, causing these institutions to follow more guidelines, similar to banks. While this enhances safety, it also increases operational costs and reduces flexibility.

<sup>10</sup>https://www.makreo.com/report/india-auto-finance-market-size-and-forecast-2019-2030



# **Company Overview**

Veritas Finance Limited (formally known as Veritas Finance Private Limited) is focused on meeting the financial needs of MSMEs across India. With the vision to make borrowing easier, experienced finance professionals deliver services that drive financial inclusion

Established in 2015 as a private limited company, with headquarters in Chennai, Tamil Nadu, Veritas became a public company in October 2024. Regulated by the RBI, the Company has recorded steady growth, offering secured loans to underserved segments, especially in rural and semi-urban regions.

The Company has remained committed to supporting entrepreneurship by enabling affordable credit. Veritas leverages expansive networks, personalised customer services and robust risk management practices to ensure both growth and asset quality. It also focuses on scaling its operations responsibly while creating long-term value for customers, investors and stakeholders.

The Company aims to reach MSME and salaried customers in semiurban and rural areas through the following products:

- Secured: Medium term Rural Business Loans (Financial inclusion loans and Small Business Loans)
- Secured: Long term Affordable Home Loans
- Secured: Medium term Used Commercial Vehicle loans
- Unsecured: Short-term Working Capital Loans

# INR 7,349 Crores

Total loan book

438 (excluding 70 service centres)

Total branches

211,000+

customers across various regions



# **Our Core Strengths**

#### **Knowing the Customers**

The Company understands the distinctive aspirations and needs of rural and semi-urban Indian customers profoundly. Its customer-centric strategy allows it to devise and provide suitably aligned financial products matching their respective needs. Its product basket is diverse, comprising Rural Business Loans, Affordable Housing Loans, Used Commercial Vehicle Loans, and Unsecured Working Capital Loans. These products are designed to enable small enterprises and individuals, to boost their economic growth and financial inclusion across regions.

# **Strong and Competent Workforce**

The Company's human capital, which is the major strength, consists of a total workforce of 7,796 as of March 2025 with a high "teeth-to-tail" ratio of around 43.80%. Its frontline workforce, who are well-trained and highly motivated, allows easy interaction with the customer, thus improving overall service level and creating long-term relationships.

#### Vast Geographical Reach

The company operates in 10 states and 1 union territory, strategically covering India's southern, eastern, and central regions. With a strong network of 438 branches and 70 service centers, it extends its reach deep into rural and semiurban areas. Such a wide presence not only enhances its reach but also makes the Company reliable financial partner for various communities across India.

### Technology-Driven Efficiency of Disbursal

Utilizing online platforms and process automation, have created an effective mechanism for disbursing loans that brings a sharp decline in turnaround time. The technology-driven systems promote customers to enjoy quick approvals and prompt disbursement of funds. This operational agility boosts customer satisfaction and adds to better business performance through quick delivery of credit to the most deserving customers.

#### **Portfolio Growth**

Veritas has impacted the lives of over 211,000 customers, reflecting its growing footprint in the financial services sector. The Company's gross loan portfolio expanded significantly to ₹7348.64 crore as of March 31, 2025, from ₹5,723.79 crore as of March 31, 2024, demonstrating robust year-on-year growth. The loan book continues to be largely secured, with Rural Business Loans accounting for the largest share at 69%, followed by Affordable Home Loans at 19%, and Used Commercial Vehicle

Loans at 4%. Unsecured Working Capital Loans make up the remaining 7%, together showcasing a diversified portfolio.

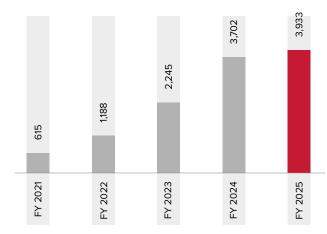
Also, Veritas achieved total disbursements of ₹3,933 crore, as against disbursements of ₹3,702 crore in the previous year. This growth underscores the company's sustained efforts in deepening its reach across rural and semi-urban markets while maintaining a disciplined credit strategy. The continued expansion in disbursements and portfolio composition reflects Veritas's

commitment to enabling financial inclusion and supporting the entrepreneurial aspirations of underserved communities through tailored credit solutions.

Disbursements and Assets under management (AUM) over the years since inception is given below:

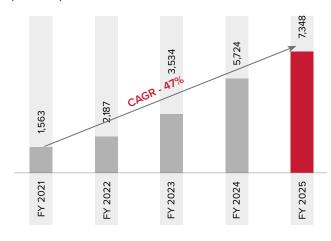
#### Disbursement

(Rs. in Crs)



#### Portfolio Growth

(Rs. in Crs)



The customer segment has consistently demonstrated resilience, withstanding challenges such as demonetisation, the COVID-19 pandemic, and various natural calamities. This strength is evident in the quality of our portfolio. As of 31st March 2025, our 1+ DPD remained below 5%, while our Gross NPA stood at 2.21%.

The trend of GNPAs over the years has been as follows:

# **GNPA**

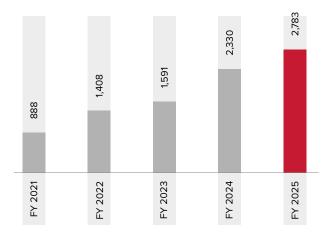


#### Capital

The total capital available to the Company is a key indicator of its financial robustness and institutional strength. A strong capital base not only enhances the Company's resilience but also supports sustainable business expansion and risk management. As of March 31, 2025, the Company reported a capital adequacy ratio of 37.82%. This robust capital adequacy ratio reflects a consistent improvement in the Company's net-worth over the years, driven by sustained profitability, internal accruals, and efficient capital allocation. The continuous accretion to reserves has fortified the balance sheet and provided the Company with a strong foundation to absorb potential shocks, pursue growth opportunities, and maintain stakeholder confidence in dynamic market conditions.

#### Net-worth

(Rs. in Crs)



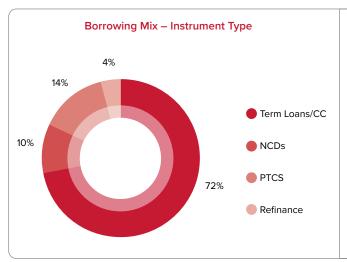
# **Diversified Funding Profile**

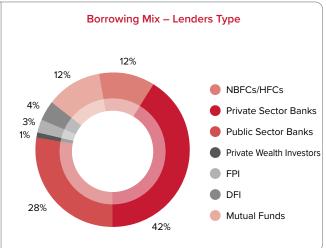
The funding for the business is from an optimum mix of equity and debt. The Company continues to follow the policy of diversification of funding sources. The Company has existing relationships with 49 lenders across Banks, NBFCs, Foreign Portfolio Investor (FPI), AIFs and Mutual funds. During the year, the company has availed fresh borrowings aggregating INR 3,535.00 Crores, which includes INR 300 Crores of NCDs issued during the year. During the year, the Company has issued Commercial paper amounting to INR 100 Crores which were invested by Ultra HNIs, NBFCs, and Corporate Treasuries and completed its first Direct Assignment Transaction of INR 80.09 Crores with a Scheduled Commercial bank.

Also, during the year the Company has completed 6 securitization transactions aggregating to INR 700.00 Crores invested by Mutual Funds and NBFCs. During the year, the company has been glad to welcome new lenders partnering in our growth namely HSBC Mutual Fund, SIDBI, Bank of Maharashtra and Nabsamruddhi Finance Ltd.



The Funding mix of the Company as on March 31, 2025, is given below:





# **Credit Rating**

During the year, rating agency CARE Ratings has revised the outlook of the long-term credit rating of the company to "CARE A+" with Positive outlook for the Long-term Bank loans and Non-Convertible Debentures from "CARE A+" with stable outlook. Also, CARE Ratings has reaffirmed "CARE A1+" for the short-term borrowings as well as for Commercial Paper issuance.

# Investments

The Investment Policy approved by the Board of Directors envisages deployment of temporary cash surplus, arising out of the gap between cash inflows and outflows, in liquid/overnight schemes of mutual funds, fixed deposits with Banks and investment in Government securities and treasury bills. The investment function ensures adequate levels of liquidity to support business requirements, maintaining a high degree of safety and optimising the level of returns, consistent with acceptable levels of risk by investing in short-term instruments. As at March 31, 2025, the investment in Fixed deposits free of lien stood at INR 437.98 Crores, Investment in liquid schemes of Mutual Funds stood at INR 120.20 Crores and investment in Govt. Securities/T-bills stood at INR 50.49 Crores.

# **Asset Liability Management**

The Company follows a cautious and well-planned approach to ensure that its funding matches its assets, leading to strong asset-liability stability. As part of its strategy to maintain healthy cash flow, it usually keeps enough cash or un-drawn credit lines to cover at least two months of expenses. This solid approach to managing assets and liabilities is a core strength of the Company.

In terms of interest rate changes, the Company uses a combination of fixed and floating rate borrowings. Most of its loans, except home loans, are given at fixed rates, while borrowings are a mix of fixed and floating rates. The main focus is on keeping the net interest spread at an optimal level, depending on how market interest rates move

# **Internal Control Systems**

The Company's system of internal controls is designed to provide a high degree of assurance regarding the effectiveness and efficiency of operations, the adequacy of safeguards for assets, the reliability of financial controls and compliance with applicable laws and regulations. An internal control framework, including internal financial controls, encompassing clear delegation of authority and standard operating procedures, are available across all businesses and functions. Clear segregation of duties exists between various functions. To ensure that assets are safeguarded against losses that may arise due to unauthorised use or disposition, the Company has in place adequate systems to ensure that assets and transactions are authorised, recorded and reported. Key operational processes (finance and operations) are centralised at head office for better control. The Company has instituted a strong IT security system to ensure information security. By implementing robust Loan Management Systems, it has further strengthened its system controls. All policies are reviewed and approved by the board on a periodic basis.

Pursuant to the RBI's Guidelines on Risk-Based Internal Audit (RBIA) System for select NBFCs and UCBs dated February 03, 2021 – every NBFC with asset size of `5,000 crore and above is required to have an in-house internal audit function. Accordingly, the Company has appointed a Chief Audit Officer (CAO) and has formulated a Risk based Internal Audit framework covering branches and HO processes which is commensurate with the size and nature of its business. This risk-centric approach allows Strategic Alignment, Proactive Risk Management, Optimized Resource Allocation and Enhanced Stakeholder Confidence.

The CAO reports to the Audit Committee of the Board of Directors of the Company. The CAO conducts comprehensive audits of functional areas and operations of the Company to examine the adequacy of and compliance with policies, plans and statutory requirements. Any significant observations from the audit are reported to the Audit Committee and follow-up actions are taken accordingly. The Audit Committee also reviews the adequacy

and effectiveness of the Company's internal control environment and monitors the implementation of audit recommendations.

#### Information Technology

Veritas Finance Limited is at the forefront of digital transformation in the MSME lending sector, leveraging cutting-edge technology to drive operational excellence and deliver superior customer experiences. By automating repetitive tasks, implementing zerodata entry processes, and strengthening its IT infrastructure, it has significantly improved productivity and efficiency across its operations. The adoption of advanced analytics and machine learning enables more accurate credit assessments and data-driven decision-making, enhancing both risk management and customer service. These initiatives not only streamline internal workflows but also ensure a seamless, user-friendly digital journey for customers, reinforcing Veritas's commitment to innovation, growth, and customer-centricity.

# **Enterprise Risk Management Framework**

The Company established an Enterprise Risk Management (ERM) Policy that outlines the principles, structure, and processes

for managing risks organization-wide. This unified approach enables consistent risk identification, assessment, and mitigation, promoting a risk-aware culture. Senior Management's active involvement ensures effective integration of risk management across all business functions.

#### **Risk Management Structure & Board Governance**

The Risk Management Committee (RMC), aligned with RBI's Scale Based Regulations, meets quarterly to oversee the Company's risk framework. The Board is committed to a robust structure that proactively identifies and mitigates risks through the Internal Capital Adequacy Assessment Process (ICAAP), Enterprise Risk Management, and Operational Risk Management. These tools support stress testing and ensure capital adequacy in line with the evolving strategy.

# Foresight and governance of Emerging Risks:

Veritas uses an Early Warning System (EWS) powered by ML-based Collection Scorecards to detect early signs in customer behavior, enabling timely action and effective credit risk management.

# **Key Risk Indicators & Risk Appetite Statement:**

A defined Risk Appetite Statement (RAS) and Key Risk Indicators (KRI) framework support continuous monitoring. Breaches trigger prompt action plans to maintain alignment with strategic risk tolerance and operational resilience.

Risk Types	Impact	Mitigation measures
Credit Risk	We are exposed to credit default risks from borrowers and counterparties which can affect loan recovery and obligation fulfilment	The Company manages these risks through in-house sourcing, credit decisioning supported by scorecards, and strong portfolio monitoring and collections. Regular portfolio analysis and reporting ensure proactive management of credit quality and concentration risks at both account and portfolio levels.
Liquidity Risk & Interest Rate Risk	As a retail-focused lender, our business is significantly impacted by the availability and cost of capital. Several micro and macroeconomic factors—such as inflation, economic growth, central bank policies, government regulations, and global events—can drive up lending rates which in turn, may affect the Company's overall profit margins	To manage liquidity risk, we have a comprehensive Asset Liability Management Policy that identifies short-term liquidity gaps and outlines corrective actions.  Our diversified lender portfolio includes public and private banks, NBFCs, and mutual funds.  Our Company measures liquidity buffers along with monthly reporting of critical ratios and threshold levels to ensure adequate liquidity planning.
Compliance & Regulatory Risk	Changes in regulatory framework and compliance requirements can significantly impact our business operations, reputation, and financial performance	The Company Compliance team proactively mitigates risks through ongoing regulatory monitoring and a robust, risk-based Compliance Framework, supported by an integrated Compliance Management tool.
Operational Risk	Disruptions to operations can arise from gaps in internal processes, technology failures, cyber security breaches, employee fraud, and other similar issues	The Company manages operational risks like process gaps, technology failures, cybersecurity breaches, and employee fraud through a risk-based internal audit framework, clear SOPs with staff training, regular branch audits, structured fraud investigations, continuous monitoring of key risk indicators, and comprehensive third-party risk management.



#### Risk Types

#### Impa

Mitigation measures

concerns.



Conduct &

**Reputation Risk** 

IT Risk, Cyber Security Risk This risk stems from failures or weaknesses in IT infrastructure that could harm data availability, integrity, and security. Cybersecurity risk involves threats like hacking, phishing, or ransomware that may disrupt operations or expose sensitive company and customer data.

The risk arises from issues such as unethical conduct, regulatory non-compliance, misleading communications, or failure to meet the expectations of consumers, investors, and other key stakeholders

The company has detailed IT policies in line with regulatory guidelines. We have a robust access-control and log tracking for server security, cyber thefts, policies to ensure there is no breach in the privacy of information of customers. These are governed by both IT Strategy and Steering Committee

Regular training reinforces ethical behavior at all levels.

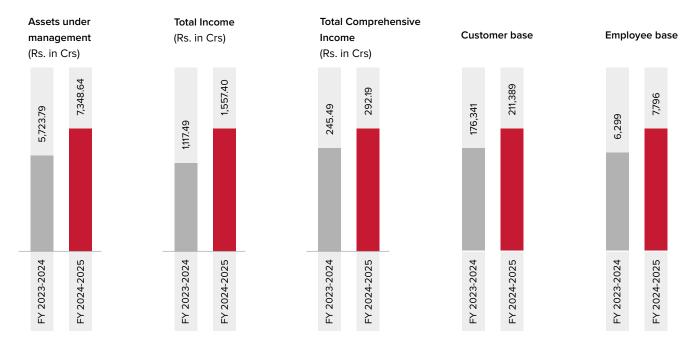
A clear policy with strong customer grievance redressal.

Effective communication with stakeholders to address

Predefined protocols and teams for managing reputational threats.

# **Operational Overview**

The key operational highlights of the FY 2024-25 are:



# **Balance Sheet**

The summarized version of the Company's Balance sheet is given below:

Particulars	FY 2024-2025	FY 2023-2024	YOY Growth %
Cash & Cash Equivalents & Short-term Investments	1,128.32	659.42	71.11%
Loan Assets	7,187.88	5,634.55	27.57%
Other Assets	199.44	127.61	56.28%
TOTAL	8,515.64	6,421.58	6,421.58%
Liabilities			
Net-worth	2,783.17	2,329.55	2,329.55%
Borrowings	5,629.24	3,995.80	3,995.80%
Other Liabilities	103.23	96.23	96.23%
TOTAL	8,515.64	6,421.58	6,421.58%

**Company Overview** 

#### Statement of Profit & Loss

Particulars	FY 2024-2025	FY 2023-2024	YOY Growth %
Revenue from operations	1,550.68	1,111.20	39.55%
Other Income	6.72	6.29	6.84%
Total Income (A)	1,557.39	1,117.49	
Finance Cost	483.09	314.42	53.64%
Other Operating Cost	514.64	389.94	31.98%
Provisions & Losses	171.34	90.17	90.02%
Total Expense (B)	1,169.07	794.52	
Profit before tax (PBT) (A-B)	388.32	322.96	20.24%
Current and Deferred Tax	93.21	77.91	19.64%
Profit After Tax (PAT)	295.11	245.05	20.43%
Other Comprehensive Income	(2.92)	0.44	-767.92%
Total Comprehensive income, net of Income Tax	292.19	245.49	19.02%

#### **Key Financial Ratios**

Particulars	FY 2024-2025	FY 2023-2024
PBT / Total Income	24.93%	28.90%
NIM	14.69%	15.52%
Return on Total Assets (ROTA)	3.91%	4.67%
Return on Equity (ROE)	11.43%	12.50%
EPS		
Basic (Rs.)	22.44	19.04
Diluted (Rs.)	22.25	18.86
Debt/ Equity	2.02x	1.7x
Capital Adequacy	37.82	41.49%

# **Human Resource**

The Company's employees are its greatest assets form the foundation of the organization. It is committed to fostering an inclusive and supportive environment that promotes continuous growth and learning. As part of its efforts to nurture future leaders, the Company regularly conducts leadership development programs for middle and senior management teams. It also takes pride in cultivating a strong organizational culture that sets it apart and places employee well-being at the heart of everything it does.

This year, the Company was once again honored with the "Great Place to Work" certification by the GPTW Institute. This recognition reflects its commitment across five key areas: the credibility of its leadership, mutual respect, workplace fairness, a sense of pride in its work, and the camaraderie shared among its people.

7796

**Number of Employees** 

# Outlook

Our outlook for the coming year involves consolidating the existing product verticals that caters to the varied financial needs of the MSME segment. Our key focus would revolve around efficiency in operation and growth.

As the organization gears up for the next phase of growth, we would ensure that we demonstrate steady progress and improvements in terms of all the key metrics viz. AUM growth, Productivity and Profitability.

# **Cautionary Statement**

Certain statements in this Report may be forward-looking and are stated as may be required by applicable laws and regulations. Actual results may vary from those expressed or implied, depending upon economic conditions, Government policies and other incidental/related factors.