MANBA
FINANCE

July 28, 2026

To,	To,
National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051 Scrip Symbol: MANBA	BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai- 400 001 Scrip Code: 544262

Sub: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of the Investor Presentation in relation to the Unaudited Standalone Financial Results of the Company for the quarter and three months ended on June 30, 2026.

In compliance with Regulation 46 of the Listing Regulations, the Investor Presentation will also be available on the website of the Company at www.manbafinance.com. Please acknowledge and take on your record.

Thanking you,

Yours faithfully,
For Manba Finance Limited

Bhavisha Ashish Jain

Digitally signed by Bhavisha Ashish Jain
DN: c=IN, o=Personal, postalCode=400080, l=Mumbai Suburban, st=Maharashtra, street=B/16, Chandanbala CHS Mulund West, Mumbai, Kurla Maharashtra India-400080- Behind Kalidas Gate, title=5913, 2.5.4.20=c4fb5ea65315fd4c50329232d56f1a6d3af50ae935482728be4519f43a670449, serialNumber=bddcc24a5b91a16b1041f80a65c622c0bb671b05277819c73d03faaecea465b6, email=bhavisham@manbafinance.com, cn=Bhavisha Ashish Jain
Date: 2026.07.28 11:44:47 +05'30'

Bhavisha Jain
Company Secretary and Compliance Officer

Encl: As above

MANBA
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INVESTOR PRESENTATION

July 2026

Company Snapshot

Manba Finance is a NBFC providing tailored financial solutions for two wheelers, three wheelers, used Cars, MSME Lap loans and personal Loans

AUM
INR 17,308 Mn

95%
Secured AUM

Present across network of
1,700+ dealers

Present in **7 States** & spread across **130 locations**

CARE rating of **BBB+** (Positive Outlook) & **ACUITE** rating of **A-**

1,956 employees consisting of **1,007+** sales personnel

3 Year AUM CAGR
39.29%*

3 Year NII CAGR
33.20%*

3 Year PAT CAGR
39.85%*

* Based on FY26 financials

Financial Snapshot

Net Interest Income INR 416 Mn^	Net Interest Margin 12.13%^	Cost of Borrowings 10.86%^	Average Yield on Average AUM 23.32%^
Return on Asset (%) 2.63%*	Return on Equity (%) 11.65%*	Gross NPA 3.41%^	Net NPA 2.52%^
Capital Adequacy Ratio 24.40%^	Provision Coverage Ratio 26.00%^	Debt Equity Ratio 3.44 ^	Disbursements INR 2,263 Mn^

Disbursement Per Employee INR 1.16 Mn^	Disbursement Per Location Per Month INR 16.89 Mn^	AUM Per Employee INR 8.84 Mn^

* Based on FY26 financials
^ Updated for Q1-FY27

Q1-FY27 Performance

Total AUM
(22.3% Growth)

INR 17,308 Mn (Q1-FY27)

INR 14,154 Mn (Q1-FY26)

Disbursement
(36.9% Growth)

INR 2,263 Mn (Q1-FY27)

INR 1,653 Mn (Q1-FY26)

Net Interest Income
(35.9% Growth)

INR 416 Mn (Q1-FY27)

INR 306 Mn (Q1-FY26)

Dealers
1,784 (Q1-FY27)

1,258 (Q1-FY26)

Locations
134 (Q1-FY27)

76 (Q1-FY26)

PAT
(35.7% Growth)

INR 133 Mn (Q1-FY27)

INR 98 Mn (Q1-FY26)

GNPA
3.41% (Q1-FY27)

3.47% (Q1-FY26)

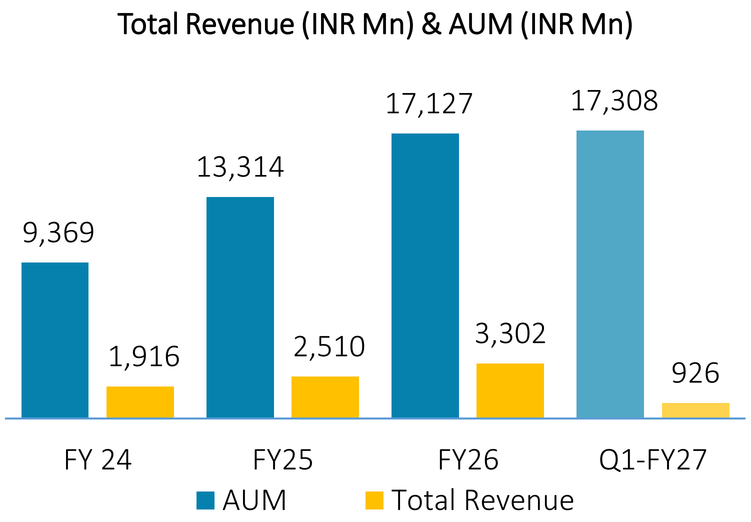
NNPA
2.52% (Q1-FY27)

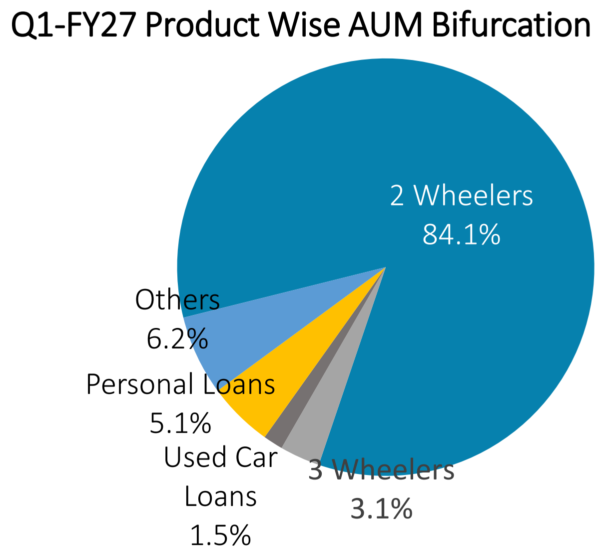
2.64% (Q1-FY26)

Company Overview

Company Overview

- **Established in the year 1996**, Manba Finance Limited (Manba) was founded by Mr. Manish Shah, a first-generation entrepreneur.
- Manba is a Non-Banking Financial Company offering financial solutions for **new 2 Wheelers, 3 Wheelers, Electric 2 Wheelers, Electric 3 Wheelers, Used Cars, Small Business Loans, MSME Lap Loans and Personal Loans**.
- Strong distribution network across **7 states** through a dealer network of **around 1750.+**
- Tied up with various **PSU/Private Banks, NBFCs,** for sourcing funds,
- **The company commands one of the fastest turnaround times for loan sanctions in the industry, with over 60% loans sanctioned in 1-minute and 92% loans in 1 day.**
- Almost **100%** of loans given are under secured credit exposure.
- **Lowest NPAs** in the industry.
- Manba provides **paperless, hassle-free and quick finance solutions** paralleled by their dedication to social responsibility, amplifying positive change within society
- The company merges innovation with empathy, utilizing technology to deliver rapid loan solutions.





Beyond the Balance Sheet

MANBA FINANCE

What Sets Manba Apart

Four structural differentiators behind Manba's growth and asset quality

Lower Cost to Collect

6% vs 18%

In-house collections team vs peers who outsource — tighter recovery control at a fraction of the cost

Security at the Core

95% of AUM is secured

The majority of AUM is backed by the financed asset itself even as Manba serves new-to-credit borrowers, the loan book stays fundamentally low-risk by design.

Quick Loans

Loans given within 1 Minute

60% of loans are approved within one minute, and 92% within a single day — turning around credit decisions faster than the industry norm.

Diversifying Beyond the Core

Stepped Into New Verticles

Expansion into used vehicles, personal loans, and MSME financing is steadily reducing Manba's reliance on new two-wheeler loans, lowering product concentration risk over time.

OUR MISSION

“Manba Finance merges innovation with empathy, utilising technology to deliver rapid loan solutions, fostering an unbreakable bond throughout your financial expedition.”

OUR VISION

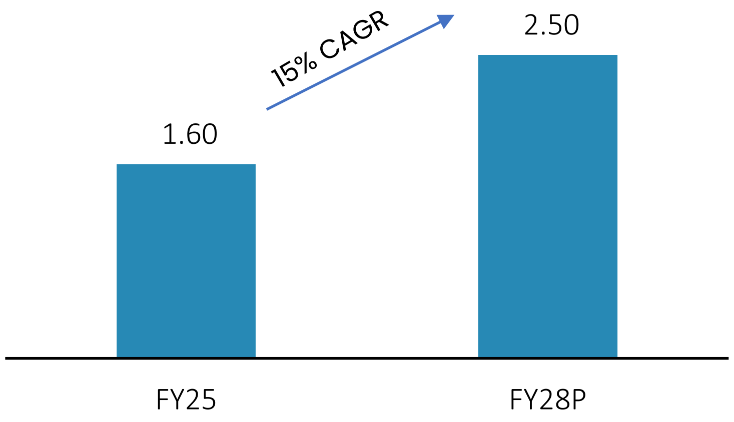
“Our vision is anchored in a digitally advanced India, where financial solutions are effortless and swift for everyone. Our commitment to providing paperless, hassle-free and quick finance solutions is paralleled by our dedication to social responsibility, amplifying positive change within society.”

Capitalizing on India's Expanding Financing Market

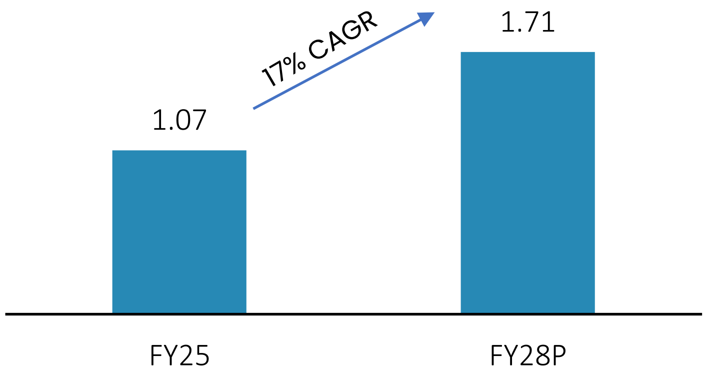
India's Financing Market – Large, Growing & Underpenetrated

21.4 Mn Units	1.4 Mn Units	6.0 Mn Units	INR 25 Lakh Crore
Two-Wheeler Sold in FY26	Three Wheelers Sold in FY26	Used Cars Sold in FY26	MSME Credit Gap

2W Financing Market Size (INR Tn)



Used Cars Financing Market Size (INR Tn)



Why the Opportunity is Attractive

- **2 Wheelers** continue to be the preferred mode of mobility for India – affordable, convenient & aspirational
- **3 Wheelers** are powering last-mile logistics and passenger connectivity; EV adoption to accelerate growth
- **Used Cars** market is large, resilient and growing with strong demand across Tier 2 & Tier 3 cities
- **MSME LAP financing** taps a large, underserved market with strong collateral-backed credit demand

Manba Finance – Well Positioned to Capitalize

- Strong 2W franchise with deep dealer network, brand relationships & customer trust
- Diversifying into 3W financing to capture growing commercial mobility opportunity
- Expanding in Used Car financing – tapping into a large, underserved & high demand market
- Scalable business model, technology led operations and risk discipline to drive sustainable growth

Manba Finance is strategically positioned in high growth mobility segments with strong tailwinds, a diversified product mix and a scalable operating model to create long term value.

Source: *FADA Report, CRIF Highmark, Crisil Intelligence, ET BFSI*

Reaching India's First – Time Borrowers

Delivering the joy of a first vehicle to India's new-to-credit customers.

New-to-Credit First
Loans extended to borrowers with no prior credit history. 40% of the new loans are given to the new to credit people.

Empowering Aspiring Entrepreneurs
Financing income-generating assets that help self-employed individuals and small business owners improve livelihoods.

Trust Built Through Repayment
Consistent EMIs build credit history, enabling future personal loans and long-term customer relationships.

Mobility as Livelihood
For self-employed and gig-economy borrowers, the two-wheeler is often their first income-generating asset

As on June 2026

Expansion in South India and MSME LAP
Geographic Expansion & Product Diversification

130+
Locations across 7 states

1 Million+
Customers served

<1.5%
Credit Less, despite serving underserved segments

Strong Enterprise Foundation

DIVERSIFIED AND COST EFFECTIVE LONG TERM BORROWINGS

- Diversified sources such as term loans & cash credit facilities
- NCDs and PTC help in achieving optimum levels of financial management
- Established relationships with 25+ banks and financial institutions ensuring consistent access to funds

MAINTENANCE OF COMPANY'S ASSET QUALITY

- 400+ personnel for collection
- 3-tier collections infrastructure comprising of tele-calling, field collection and legal recovery
- Robust credit underwriting framework leveraging bureau data and in-house risk scoring models

TECHNOLOGY DRIVEN & SCALABLE OPERATING MODEL

- RM platform for business operations with all functions on the cloud
- Arrangement with a TU CIBIL service provider, Salesforce, Power BI
- Integrated payment systems with Razorpay, Virtual bank payment and others
- Services from Karix Mobile Private Limited for SMS solutions

From Mumbai to Bharat. One Million Journeys Along the Way.

MANBA FINANCE

1998 – 2019

2020 – 2024

2025+

CHAPTER 1

THE BEGINNING

Started in Mumbai

It started with two-wheeler finance in Mumbai, building trust one customer and one branch at a time.

- Focused on two-wheeler finance
- Built dealer relationships in Mumbai
- Earned trust of first-time borrowers

ONE CITY
One branch in Mumbai

CHAPTER 2

THE EXPANSION

Beyond Maharashtra

Proven business model, technology-led operations and public listing enabled expansion across multiple states.

- Entered in MP, UP & Chhattisgarh
- Scaled AUM from INR 500 Cr to INR 1,300 Cr through the in-house FORCE platform
- Listed on NSE & BSE in 2024

MULTIPLE STATES
Presence across key markets

CHAPTER 3

THE PLATFORM

Across Bharat

Today, Company serves 1 Mn+ customers through a diversified mobility finance platform across Bharat.

- 1 Million+ customers
- Multi-product lending platform
- Strategic OEM & ecosystem partnerships

ACROSS BHARAT
Serving customers nationwide

What began with a single branch in Mumbai has evolved into a technology-led mobility finance platform, **serving over one million customers across Bharat.**

Every Milestone Built a Stronger Platform

MANBA FINANCE

1998
RBI-registered NBFC; roots in Mumbai vehicle finance

2009
Scaled dedicated vehicle-financing operations

2014–18
AUM ₹100 → ₹250 Cr; Pune, Nashik, Gujarat entry

2020–22
AUM INR 500 Cr+; BSE-listed NCDs; Rajasthan, MP & Chhattisgarh

2023
In-house FORCE CRM launched; SBL, used-car & top-up products; Muthoot co-lending

2024
IPO on NSE & BSE; AUM INR 1,300 Cr; 1,110+ dealers

2025
1 million customers; TVS Motor pan-India 3W MoU

2026
AUM crossed INR 1,731 Cr; Expanded into Uttar Pradesh; Launched MSME LAP; Dealer network reached 1,794, and State Bank of India emerged as the largest lending partner.

Board Of Directors

Manish Kirit Kumar Shah

Managing Director of Company.

He holds a bachelor's degree in commerce from Mumbai University. He has over twenty-five (25) years of experience in the NBFC sector.

Nikita Manish Shah

Whole Time Director

She has cleared higher secondary examination in the field of commerce.

Monil Manish Shah

Whole Time Director and Chief Business Officer of Company.

Holds a master's degree in marketing from Queen Mary University of London

Jay Khushal Mota

Whole Time Director and Chief Financial Officer of Company.

Holds a bachelor's degree in commerce from Mumbai University. He has over eighteen years of experience

Abhinav Sharma

Independent director of the company.

He is a Chartered financial analyst and also holds a master's degree in business administration from ICFAI university, Dehradun. He has more than 16 years of experience in the financial sector.

Neelam Tater

Independent director of the company.

She is a member of the Institute of Chartered accountant of india. She has professional experience encompassing audit and risk management & business/ management advisory services to diverse mix of corporate clients including banking and financial Institutions.

Nallepilly Ramaswami Parameswaran

Independent Director of the company and Chairman

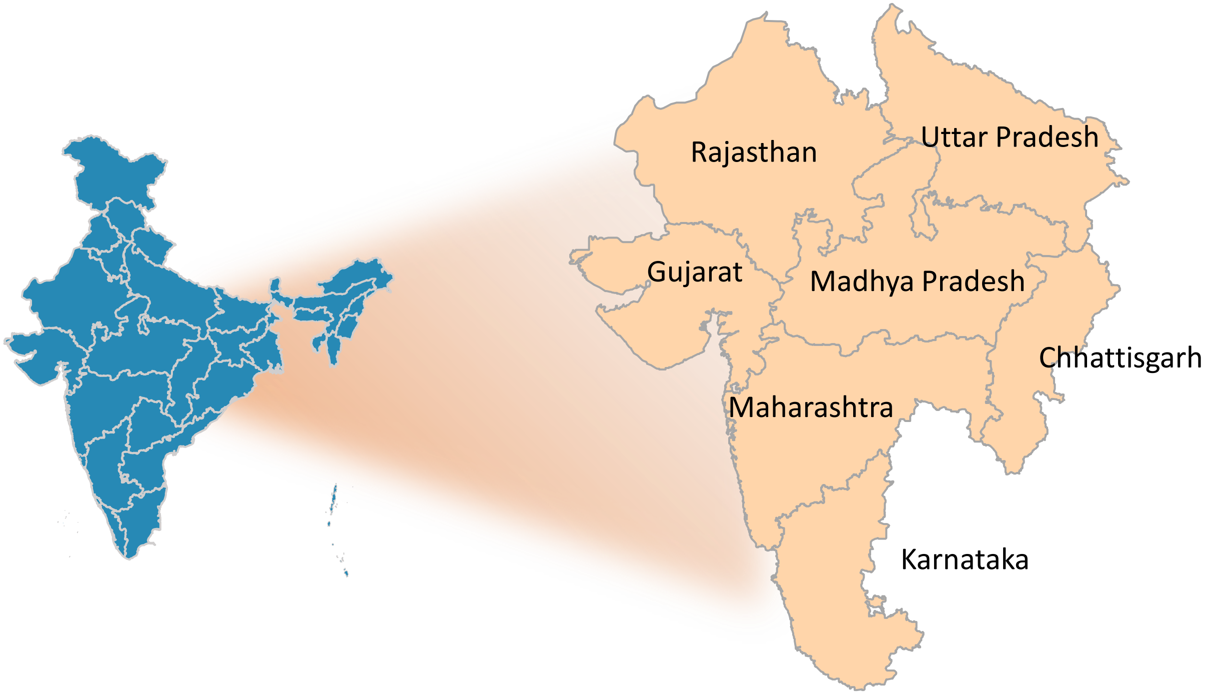
He is a Chartered Accountant (ICAI) and a Business Continuity & Disaster Management specialist (BCI, USA & Singapore). Former Director at Mastermind Financial Services Pvt Ltd, with 25 years of experience in strategic financial advisory, international business, JVs, and M&A.

Sujay Jagani

Independent Director of the company.

He is also, a Managing Partner at Vibgyor Capital Advisors. With over 20 years of experience, he is a Chartered Financial Analyst, Company Secretary, and L.L.B. He has led 100+ transactions in private equity, structured debt, M&A, and restructuring, playing a key role in negotiating and closing complex deals in the Indian mid-market space.

Geographical Presence



Rajasthan

- Ajmer
- Alwar
- Bhilwara
- Bikaner
- Chittorgarh
- Chomu
- Churu
- Dausa
- Gangapur
- Hanumangarh
- Jaipur
- Jodhpur
- Jhunjhunu
- Kotputli
- Nagaur
- Pali
- Rajasmand
- Sikar

Uttar Pradesh

- Agra
- Auraiya
- Ayodhya
- Barabanki
- Bareilly
- Bhadoi*
- Budaun
- Etawah
- Fatehpur
- Gonda
- Gorakhpur
- Hamirpur
- Hardoi
- Jhansi
- Kanpur
- Kanpur Dehat
- Kasganj
- Lakhimpur
- Lucknow
- Mathura
- Pilibhit
- Pratapgarh
- Prayagraj
- Raebareli
- Rampur
- Shahjahanpur
- Sitapur
- Sultanpur
- Unnao

Karnataka

- Bangalore*

Gujarat

- Ahmedabad
- Anand
- Bharuch
- Bhavnagar
- Dahod
- Dhoraji
- Gandhinagar
- Godhra
- Jetpur
- Mahisagar
- Mehsana
- Nadiad
- Navsari
- Palanpur
- Pancha mahal
- Patan
- Rajkot
- Surat
- Vadodara
- Valsad*
- Vapi

Maharashtra

- Ahmednagar
- Akola
- Alibaug
- Amravati
- Aurangabad
- Baramati
- Bhandara*
- Bhusawal
- Buldhana
- Dhule
- Ichalkaranji
- Jalgaon
- Karad
- Karjat
- Kolhapur
- Malegaon
- Manchar
- Mumbai
- Nagpur
- Narayangaon
- Nashik
- Palghar
- Panvel
- Phaltan
- Pune
- Sangamner
- Sangli
- Satara
- Satana
- Shirur
- Solapur
- Thane
- Yavatmal
- Yeola

Madhya Pradesh

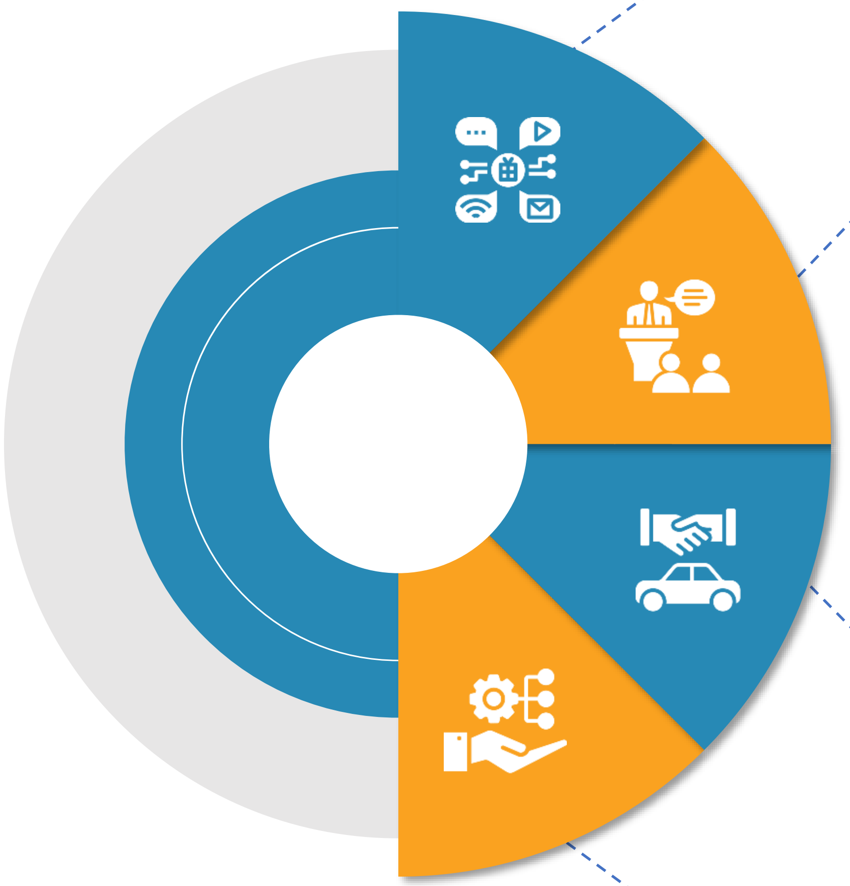
- Betul
- Bhopal
- Chhatarpur
- Chhindwara
- Dhar
- Dewas
- Guna
- Gwalior
- Harda
- Hosangabad
- Indore
- Jabalpur
- Katni
- Mandla
- Raisen
- Ratlam
- Shivpuri
- Sagar
- Sehore
- Ujjaiin
- Vidisha*

Chattisgarh

- Baloda Bazar
- Bemetara
- Bilaspur
- Bhilai
- Durg
- Jagdalpur
- Kondagaon
- Kanker
- Mahasamund
- Raipur
- Rajnandgaon

* Newly Added Locations

Strong Branding & Marketing Initiatives



Sell and market Vehicle loan products through communication channels like digital marketing, mass media like radio, in-store branding, hoardings, organizing and sponsoring celebrity events and religious festivals

Organizing dealer conferences and get together events to support marketing efforts & to generate more business

Establishing relationships with Used Cars Dealers considering the fact that it is a new and growing segment in the vehicle financing space. Despite the expansion into new segments, we maintained our lower NPA figures intact.

Organize specific events, launch offer incentives and schemes for Dealers

Business Overview

Secured Product Portfolio

2 WHEELERS

- TARGET CUSTOMERS
  Customers purchasing two-wheelers and EV two-wheelers
- AVERAGE TICKET SIZE
  Upto INR 82,000
- LOAN TENURE
  6 months to 36 months
- LOAN PROCESSING
  Quick turnaround time
- MARKET FOCUS
  Tapping the growing two-wheeler and EV market
- OTHER KEY POINTS
  Paperless journey, speedy loan approval, simplified disbursement, customised schemes

3 WHEELERS

- TARGET CUSTOMERS
  Customers purchasing three-wheelers and EV three-wheelers
- AVERAGE TICKET SIZE
  Up to INR 1.5 lakhs to INR 3 lakhs
- LOAN TENURE
  12 months to 48 months
- LOAN PROCESSING
  Quick turnaround time
- MARKET FOCUS
  Emphasis on the growing EV market

MSME LAP

- TARGET CUSTOMERS
  Salaried and Self Employed (Retailer)
- AVERAGE TICKET SIZE
  INR 10 lakh to INR 12 lakh
- LOAN TENURE
  7 Years
- LOAN PROCESSING
  Quick turnaround time
- MARKET FOCUS
  Tapping into Micro LAP market with competitive pricing

USED CAR LOANS

- TARGET CUSTOMERS
  Aspiring to own a four-wheeler
- AVERAGE TICKET SIZE
  INR 2 lakhs to INR 6 lakhs
- LOAN TENURE
  Up to 12 months to 48 months
- LOAN PROCESSING
  Quick turnaround time
- MARKET FOCUS
  Tapping into the growing used car market
- OTHER KEY POINTS
  CRISIL projects the overall industry growth for the used car market to be at 14-15%

USED 2W LOANS

- TARGET CUSTOMERS
  Aspiring to own a used two-wheeler
- AVERAGE TICKET SIZE
  INR 20,000 to INR 80,000
- LOAN TENURE
  Up to 12 months to 36 months
- LOAN PROCESSING
  Quick turnaround time
- MARKET FOCUS
  Growing demand for quality used 2W
- OTHER KEY POINTS
  Affordable EMIs, minimal documentation

Unsecured Product Portfolio

SMALL BUSINESS LOANS

- **TARGET CUSTOMERS**
  Small businesses like kirana stores, garment shop, manufacturing unit, medical store, dairy, footwear shop, electrical and hardware shop, etc.
- **AVERAGE TICKET SIZE**
  Up to INR 0.75 lakhs to INR 10.00 lakhs
- **LOAN TENURE**
  12 months to 60 months
- **LOAN PROCESSING**
  Seamless Digital Journey
- **MARKET FOCUS**
  MSME customers (self-employed individuals, sole proprietorship firms, partnership firms, private limited companies)
- **OTHER KEY POINTS**
  Paperless process, flexible repayment option, customized credit solution, easy documentation, collateral free loan

PERSONAL LOANS

- **TARGET CUSTOMERS**
  Salaried and self-employed individuals
- **AVERAGE TICKET SIZE**
  Up to INR 2 lakh
- **LOAN TENURE**
  Short – term
- **LOAN PROCESSING**
  Quick turnaround time
- **MARKET FOCUS**
  Existing data base of two-wheeler clientele

Loan Origination System

Powered by BRE – Enabling Intelligent, Instant & Automated Credit Decisions

Sub 60-Second Approvals. End-to-End Digital Journey.

1. Perfios
Finstack API for eKYC (Aadhar, PAN, PNG, Elec Bill, Penny Drop)

2. LotusPay
eNach and mNach

3. Transunion CIBIL
For CIR report, ID verification and scrub

4. Karix
SMS integration

5. Razorpay
Payment links, Payment Gateway

6. E-Sign Legality
Digital eSign & legally compliant documentation

7. IDFC Virtual Account
IDFC virtual account for each customer at the time of on boarding

8. Cloud Telephony
Telephony Integration

9. Juspay
Payout automation

< 60 SECONDS Loan Approval	95%+ Digital Processing	20+ Integrated APIs	100% Paperless Journey	Scalable Cloud Architecture

One Platform. One Data Capture. Real-time Decisions. Better Customer Experience. | Driving Speed. Reducing Risk. Building Scale.

Dealer Network

- Ensuring swift KYC handling and showcasing the company's tech-driven customer focus
- Dealers typically serve a the primary source for understanding customers' funding needs and they also guide customers on available finance company options
- Equipping representatives with mobile devices linked to corporate systems streamlines loan processing from dealer leads
- To become dealers' top choice, company provides custom schemes, incentives, trade advances, and marketing support and organize events

Name of State	FY24	FY25	FY26	Q1-FY27
Gujarat	228	294	323	356
Maharashtra	473	476	480	518
Rajasthan	125	178	231	249
Chhattisgarh	109	174	160	171
Madhya Pradesh	39	67	214	265
Uttar Pradesh	-	27	188	225
Total	**974**	**1,216**	**1,596**	**1,784**

Stage-wise Assets and Provisions Overview

Particulars (INR Mn)	Jun-26 (INR Mn)	Mar-26 (INR Mn)	Jun-25 (INR Mn)	Jun-26 % to GA	Mar-26 % to GA	Jun-25 % to GA
Gross Assets	**17,308**	**17,127**	**14,154**	**100.00%**	**100.00%**	**100.00%**
Stage 1	16,191	16,012	13,124	93.55%	93.49%	92.72%
Stage 2	527	544	538	3.04%	3.18%	3.80%
Stage 3	590	570	492	3.41%	3.33%	3.48%
Provisions	**254**	**230**	**188**	**1.47%**	**1.35%**	**1.33%**
Stage 1	82	63	52	0.47%	0.37%	0.37%
Stage 2	19	19	17	0.11%	0.11%	0.12%
Stage 3	153	148	118	0.89%	0.87%	0.84%
Net Assets	**17,054**	**16,897**	**13,966**	**98.53%**	**98.65%**	**98.67%**
Stage 1	16,110	15,950	13,071	93.08%	93.13%	92.35%
Stage 2	508	525	521	2.93%	3.07%	3.68%
Stage 3	436	422	374	2.52%	2.46%	2.64%

Technology Driven Operating Model

End-to-end solution covering customer onboarding through to loan maturity, ensuring seamless management of the entire loan lifecycle

In-house software suite of products catering to Loan Origination System (LOS), Loan Management Systems (LMS) and Loan Accounting System (LAS)

Includes various modules like lead monitoring, straight through process ensuring a sub minute approval, disbursement, collection process, foreclosure and loan maturity system, cash collection using secure devices, SMS gateways & related systems

Integrated with payment gateways like Razorpay, virtual bank payment facility and others

Collection process is managed on a maker and checker based model and automatic posting to accounting system (LAS) with the objective of single point entry

Manba Finance Quadrant

One Platform. Complete Ecosystem. Infinite Efficiency.

Integrated Suite
Works seamlessly with Loan A/c system.

Comprehensive Module
Wide range of modules to streamline operations and improve productivity.

Communication and Engagement
Integrated call centre for efficient inbound and outbound engagement.

Collection and Automation
Smart collection tools and automation to drive efficiency and better recovery.

MANBA FINANCE

Next Generation LMS
Advanced LMS for a future-ready, scalable and flexible learning experience.

End to End
Covers the entire loan lifecycle from origination to closure seamlessly.

Control and Compliance
Built-in controls, audit trails and compliance management for secure operations.

One Platform. Complete Ecosystem. Infinite Efficiency.

Unified Platform | Greater Efficiency | Better Experience | Stronger Compliance | Sustainable Growth

Robust Collection And Monitoring Mechanism

Continuous monitoring where customers are reminded of their payment schedules through text messages and to maintain adequate balance on the due date

In-house legal department to initiate legal proceedings, for the purposes of recovering the amounts due from defaulting customers

Recovery action immediately after the customer defaults in their monthly payment and the severity of action increases including seizure of the vehicle after 90 DPD

Low risk accounts are treated through interactive phone calls and text messages

Low-to-medium risk loans, (1 DPD to 30 DPD) are treated through in-house call centers for collection including reminder messages, calls from Branch and visits to the customer's business or residence

For medium-to-high risk accounts, (31 DPD to 60 DPD) are allocated to in-house collection teams who pay a visit to the customer in-person.

Between 61 DPD to 90+ DPD, there is follow-up activity which may include the serving of a legal notice, filing of legal proceedings

Send notices for possession of the vehicle in case of default in repayment of loan and interest which is unpaid by the borrowers

Business Strategies

Increasing Penetration In Existing Markets & Diversifying Into New Markets

- Expanded presence across Madhya Pradesh, Uttar Pradesh, and Rajasthan to enhance market reach.
- Intend to further penetrate the existing locations.
- Advancing geographic expansion in South India, with Karnataka as the strategic entry market.

Investing in Technology and Digitization

- AI voice agents deployed for automated onboarding welcome calls, proactive EMI reminders, and early-bucket collections.
- Comprehensive upgrade of our Loan Origination System (LOS) to drive faster approval cycles and significantly accelerate disbursement TATs.
- WhatsApp-based messaging for improved communication.
- Enhanced digital processes with paperless onboarding, Juspay disbursements, STP for used 2W, and Digi locker.

Growing 2WS/ 3WS/ EV2WS/ EV3WS Market

- Focusing on EV2Ws and EV3Ws financing due to various benefits in an era of high fuel prices.
- Small businesses and private transporters are preferring EV3Ws for business purpose.
- Rapid momentum in Used 4W and 2W financing, complemented by the strategic launch of Micro-LAP to capture secured asset growth.

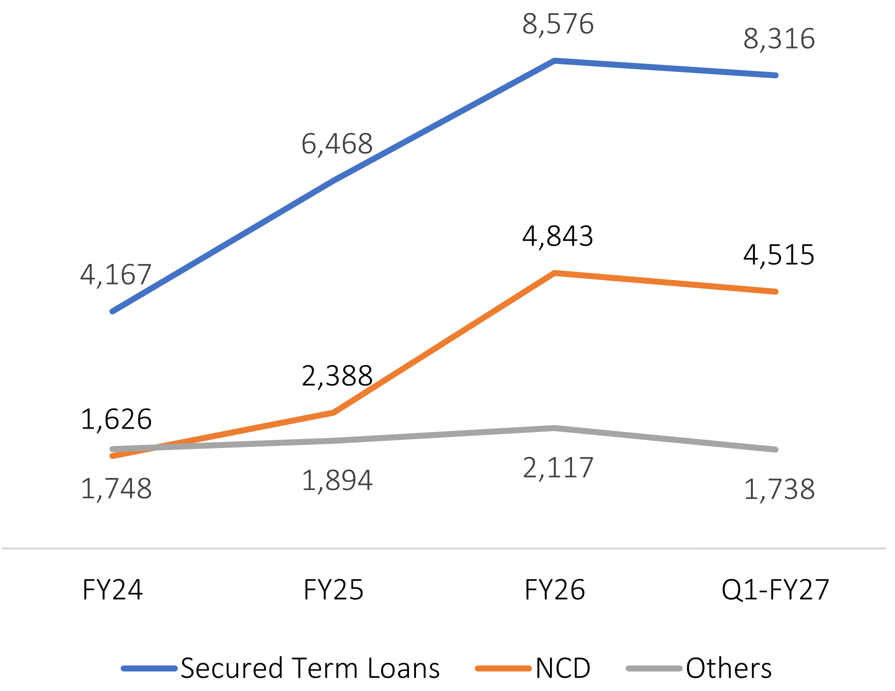
Enhancing Brand Recall To Attract New Customers

- Initiatives to increase the strength and recall of 'Manba' brand to attract new customers.
- Referral scheme for customers to introduce new customers.
- Conducting various dealer events, and offering different schemes for professionals.
- Driving brand visibility through festive campaigns, targeted product-specific marketing, and strategic influencer collaborations for high-engagement content.

Sources of Funds

MANBA FINANCE

Borrowings Distribution (INR Mn)



Raised INR 6.5 Bn through Non-Convertible Debentures over the last two years at the rate of 10.5% ROI.

Bank

State Bank of India, Indian Overseas Bank, DCB Bank, IDFC First Bank, ICICI Bank, SBM, Bank of Baroda, IndusInd Bank

SFB

AU Small Finance Bank, Jana Small Finance Bank, Utkarsh Small Finance Bank, ESAF Small Finance Bank, Capital Small Finance Bank, Equitas Small Finance Bank

NBFC

Anand Rathi, Poonawalla Fincorp, Credit Saison India, Bajaj Finserv, Manappuram Finance Limited, efl, Klay, Nabkisan, PFS, Northern Arc, Hinduja Leyland Finance, STCI Finance Limited, Sundaram Finance, InCred, Godrej Housing Finance, Piramal, Kotak, Muthoot Finance, MAS Financial Services Ltd, Ambit Finvest, A. K. Capital Services Limited, Godrej Finance, Muthoot Capital, Protium

Q1-FY27
Financial Overview

Key Financials & Operational Highlights

Q1-FY27 Financial Performance

TOTAL REVENUE INR 926 Mn	NII INR 416 Mn
PAT INR 133 Mn	Diluted EPS INR 2.64

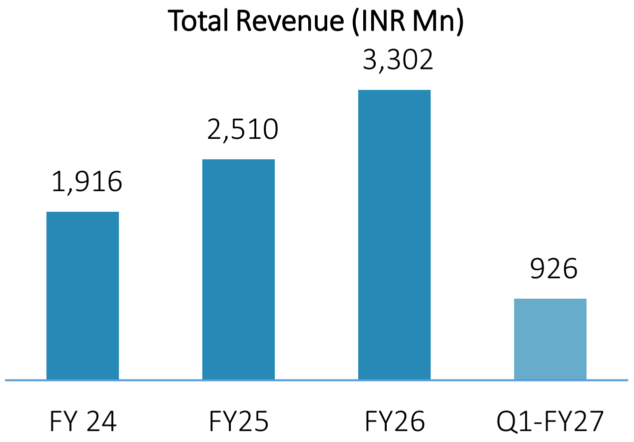
Operational Highlights

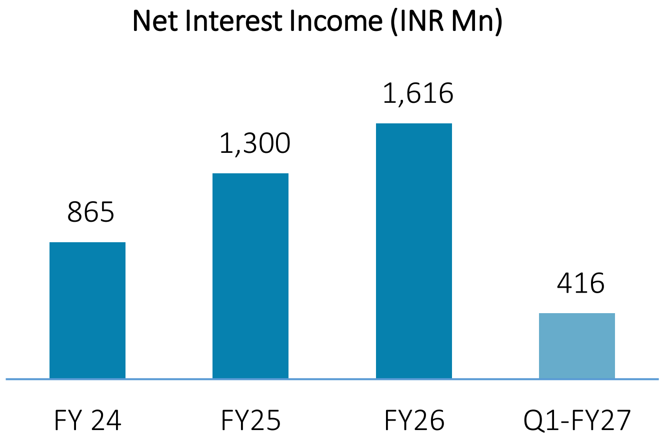
- Disbursements grew 37% YoY to INR 2,263 Mn, reflecting strong demand across the core vehicle finance portfolio and continued execution across existing markets.
- Expanded geographic footprint into South India through a strategic partnership with Sreesastha (Nammaloan), commencing operations in Karnataka with a phased expansion into Tamil Nadu and other southern states.
- Strengthened presence across existing markets while expanding the branch network to 134 locations and the dealer network to 1,784 partners, enhancing distribution reach and customer accessibility.
- Commenced disbursements under the MSME Loan Against Property (LAP) business, marking a strategic expansion into secured MSME lending and further diversifying the product portfolio.

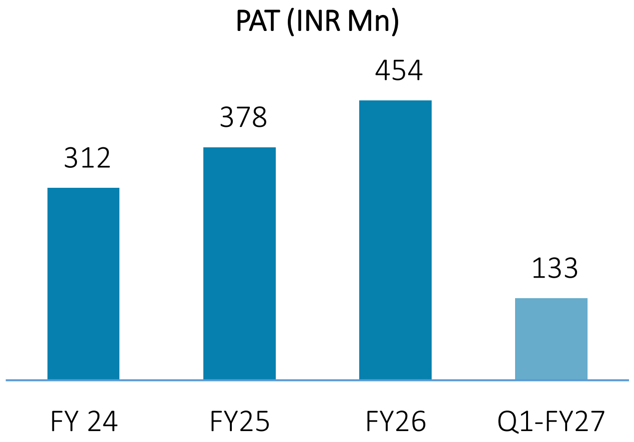
Quarterly Financial Performance

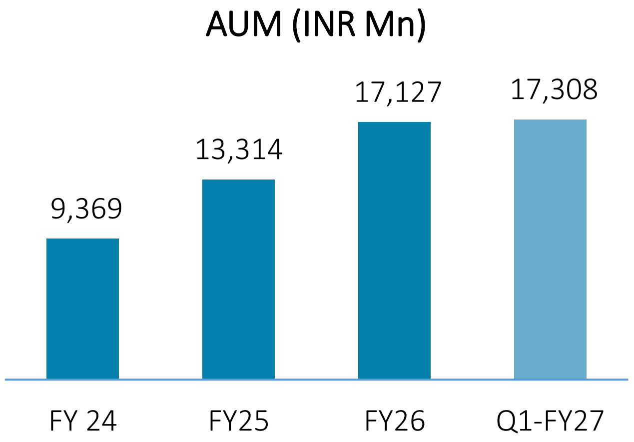
Particulars (INR Mn)	Q1-FY27	Q1-FY26	YOY	Q4-FY26	QOQ
Interest Income	851	630	35.1%	924	(7.9)%
Less: Finance Cost	435	324	34.3%	426	2.1%
Net Interest Income	**416**	**306**	**35.9%**	**498**	**(16.5)%**
Fee & Other Income	75	60	25.0%	10	NA
Total Income	**491**	**366**	**34.2%**	**508**	**(3.3)%**
Operating Expenses	330	244	35.2%	339	(2.7)%
Profit Before Tax	**161**	**122**	**32.0%**	**169**	**(4.7)%**
Less: Tax	28	24	16.7%	58	(51.7)%
Profit for the Period	**133**	**98**	**35.7%**	**111**	**19.8%**
Diluted EPS (INR)	2.64	1.94	36.1%	2.21	19.5%

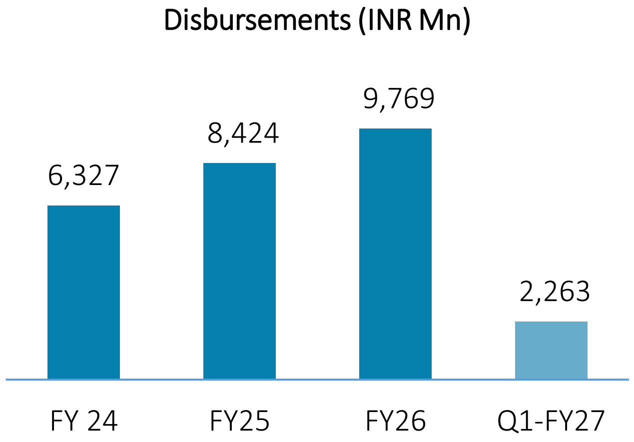
Financial Performance

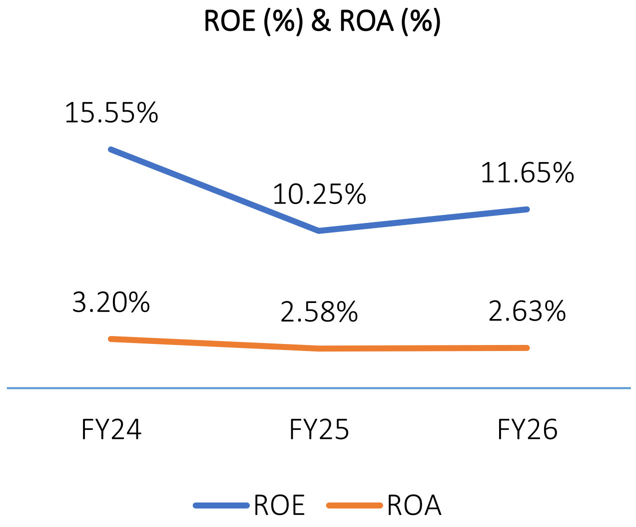






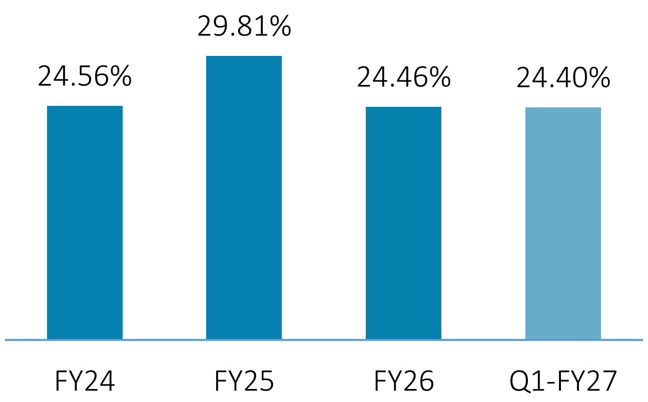




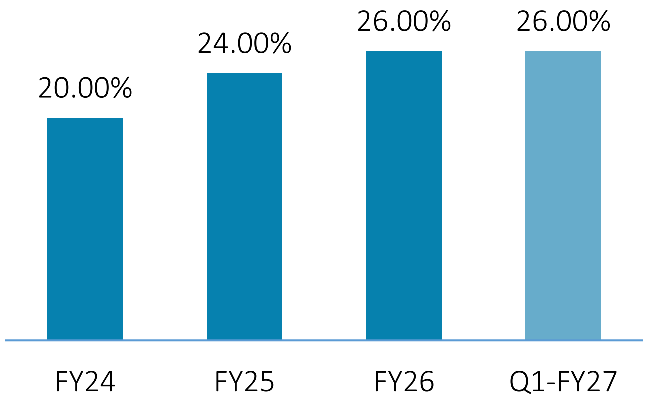


Key Performance Indicators

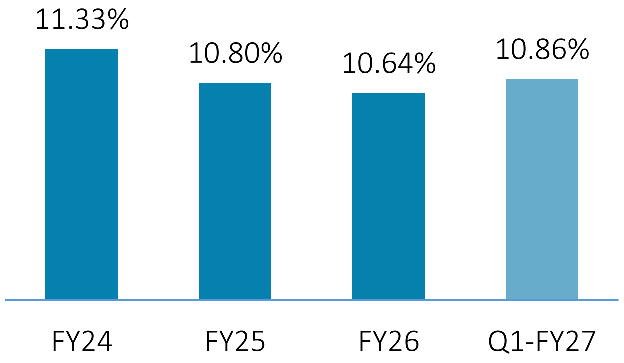
Capital Adequacy Ratio (%)



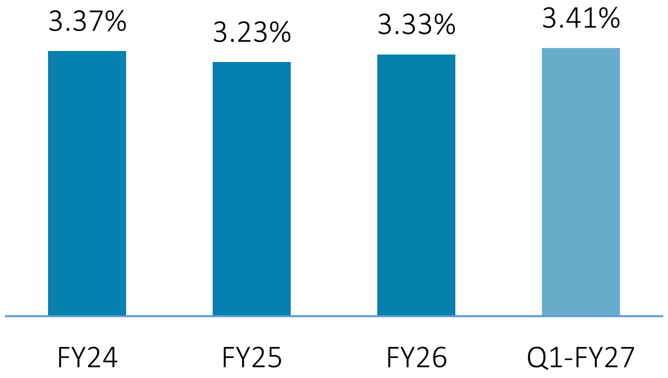
Provision Coverage Ratio (%)



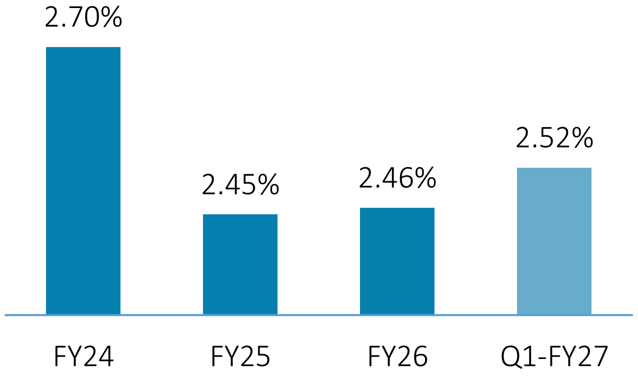
Cost of Borrowings (%)



Gross NPA (%)



Net NPA (%)



Financial Overview

Historical Income Statement

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Particulars (INR Mn)	FY24	FY25	FY26	Q1-FY27
Interest Income	1,684	2,378	3,135	851
Less: Finance Cost	819	1,078	1,519	435
Net Interest Income	865	1,300	1,616	416
Fee & Other Income	233	132	167	75
Total Income	1,098	1,432	1,783	491
Operating Expenses	711	931	1,168	330
Profit Before Tax	387	501	615	161
Less: Tax	75	123	161	28
Profit for the Period	312	378	454	133
EPS (INR)	6.21	7.52	9.03	2.64

Historical Balance Sheet

Particulars (INR Mn)	FY24	FY25	FY26
Financial Assets			
Cash and Cash Equivalents	373	1,285	1.778
Bank Balance other than cash and cash equivalents	876	1,114	893
Loans	7,831	11,461	15,603
Investments	267	379	938
Other Financial Assets	122	157	342
Total Financial Assets	**9,469**	**14,396**	**19,554**
Non Financial Assets	269	264	238
Total Assets	**9,738**	**14,660**	**19,792**
Financial Liabilities			
Trade Payables	12	12	14
Debt Securities	1,626	2,388	4,829
Borrowings (other than Debt Securities)	5,897	8,363	10,658
Lease Liabilities	105	87	69
Other Financial Liabilities	71	76	60
Total Financial Liabilities	**7,711**	**10,926**	**15,630**
Non Financial Liabilities	21	45	65
Total Liabilities	**7,732**	**10,971**	**15,695**
Equity			
Equity Share Capital	377	502	502
Other Equity	1,629	3,187	3.595
Total Equity	**2,006**	**3,689**	**4,097**
Total Liabilities and Equity Capital	**9,738**	**14,660**	**19,792**

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Manba Finance Ltd

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VALOREM ADVISORS
"Your Partners in Value Creation"

Valorem Advisors

Mr. Anuj Sonpal, CEO

Tel: +91-22-35075100

Email: manba@valoremadvisors.com

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Thank You

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