



Date: 26th April, 2025

National Stock Exchange of India Limited,
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai – 400051.
NSE Symbol: SBFC

BSE Limited,
Phiroze Jeejeebhoy Towers,
21st Floor, Dalal Street,
Mumbai – 400001.
BSE Scrip Code: 543959

Sub: Investor Presentation

Dear Sir(s),

In furtherance to our letter dated 23rd April, 2025 intimating about Earnings Conference Call, please find enclosed the investor presentation which will be referred during the earnings call scheduled to be held on Monday, 28th April, 2025 with investors in connection with the financial results of the Company for the quarter and year ended 31st March, 2025.

We request you to take this on record.

Thanking you,

Yours faithfully,
For **SBFC Finance Limited**



Namrata Sajnani
Company Secretary & Chief Compliance Officer

Encl: as above

SBFC Finance Limited

Registered Office: Unit No. 103, 1st Floor, C&B Square, Sangam Complex, Andheri Kurla Road, Village Chakala, Andheri (East) Mumbai - 400 059
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CIN No : L67190MH2008PLC178270



Investor Presentation

Q4 FY 2025



Safe Harbor

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Forward looking statements concerning the Company's future business prospects and business profitability are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of the forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Executive Summary

1

Strong Profitability

Profit after tax grew 46% to ₹345 crore for the year

2

Disciplined Growth

AUM grew 28% YoY to ₹8,747 crore

3

Resilient Credit Quality

Gross NPA at 2.74% and Cost of Credit below 1%

4

Improving Operating Efficiency

Cost-to-AUM ratio improved to 4.65%, from 5.34% last year

Executive Summary – Q4 FY25

YoY

QoQ

Asset Under Management

8,747

+28%

+7%

Disbursement¹

766

+6%

+10%

Branches

205

+22

+8

Gross NPA

2.74%

+31 bps

+4 bps

Yield/Spread

17.88% / 8.53%

+26 / +26 bps

+7 / +3 bps

Opex to AAUM

4.62%

-39 bps

+0 bps

PAT

94

+29%

+7%

RoAAUM

4.52%

-4 bps

+3 bps

RoATE





13.14%

+124 bps

+39 bps

¹Secured MSME
All figures are in Rs. crore

SBFC – FY25 Performance

Size and Growth	Distribution	Granular Book	Asset Quality	Liability Profile	Profitability
 8,747 AUM YoY +28%	 205 # Branches	 100% % Secured	 2.74% GNPA YoY +31 bps	 2,930 Tangible Net worth	 345 PAT YoY +46%
 7,249 Secured MSME AUM YoY +27%	 4,294 Employees	 9.49* 0.94* Average Ticket Size: Secured MSME / LAG (Lakh)*	 1.51% NNPA YoY +15 bps	 CRAR 36.1% Capital Adequacy	 4.53% Return on AAUM YoY +39 bps
 2,671 Secured MSME Disbursal Value YoY -4%	 16 States & 2 UTs Pan India presence	 1,71,325 # live customers	 0.97% Credit Cost YoY +15 bps	 9.33% Cost of Borrowing YoY -5 bps	 17.75% Yield YoY +67 bps
 28,138 Secured MSME Disbursal Volume YoY -2%	 100% in-house Sourcing	 LTV 42.6% / 62.4% Secured MSME / LAG	 45.69% PCR	 AA- (Stable) Credit rating	 8.42% Spread YoY +72 bps

Note: All values in ₹ Cr unless stated otherwise, All metrics as of / for FY25 unless stated otherwise;

Executive Summary



Team: Experienced, cycle-tested, professional management with strong corporate governance backed by marquee investors



Focused Segment: Offering Secured MSME loan to small businesses with focus on ₹5 lakh - ₹30 lakh ticket size



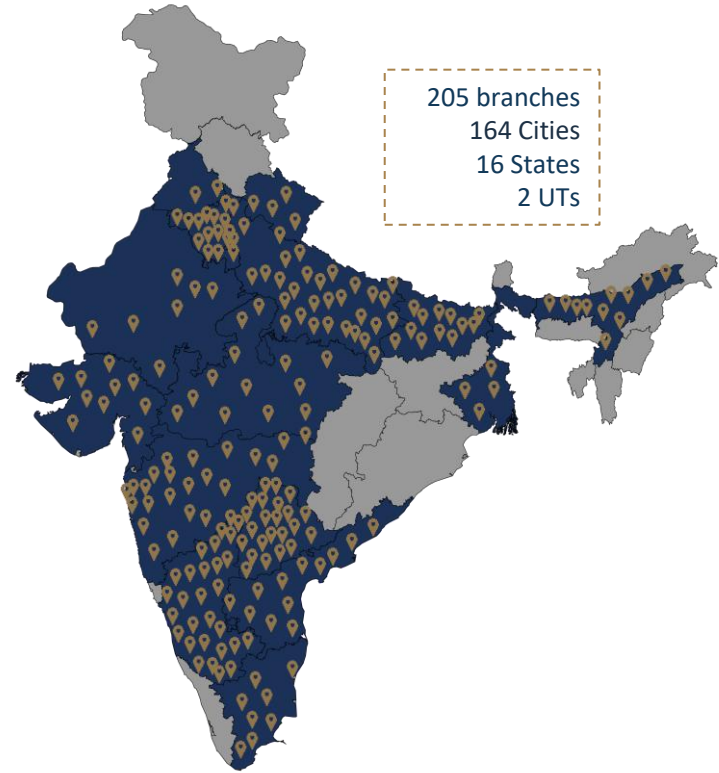
Opportunity: Market size (₹5 lakh - ₹30 lakh MSME financing) of ₹3.2¹ lakh crore, growing at 24%²



Pan-India Footprint: Diversified pan-India network with presence in 16 states & 2 UTs



Credit Underwriting: Understanding of segment with a tested credit underwriting and risk management framework



¹ As of Mar-24 (Source – CRIF Data);

² CAGR period over FY18 to FY24 (Source – CRIF Data)

SBFC Focus Segment – Customers Borrowing ₹5 Lakh to ₹30 Lakh

Large segment within MSME of ₹3.2 lakh cr and growing at CAGR 24%

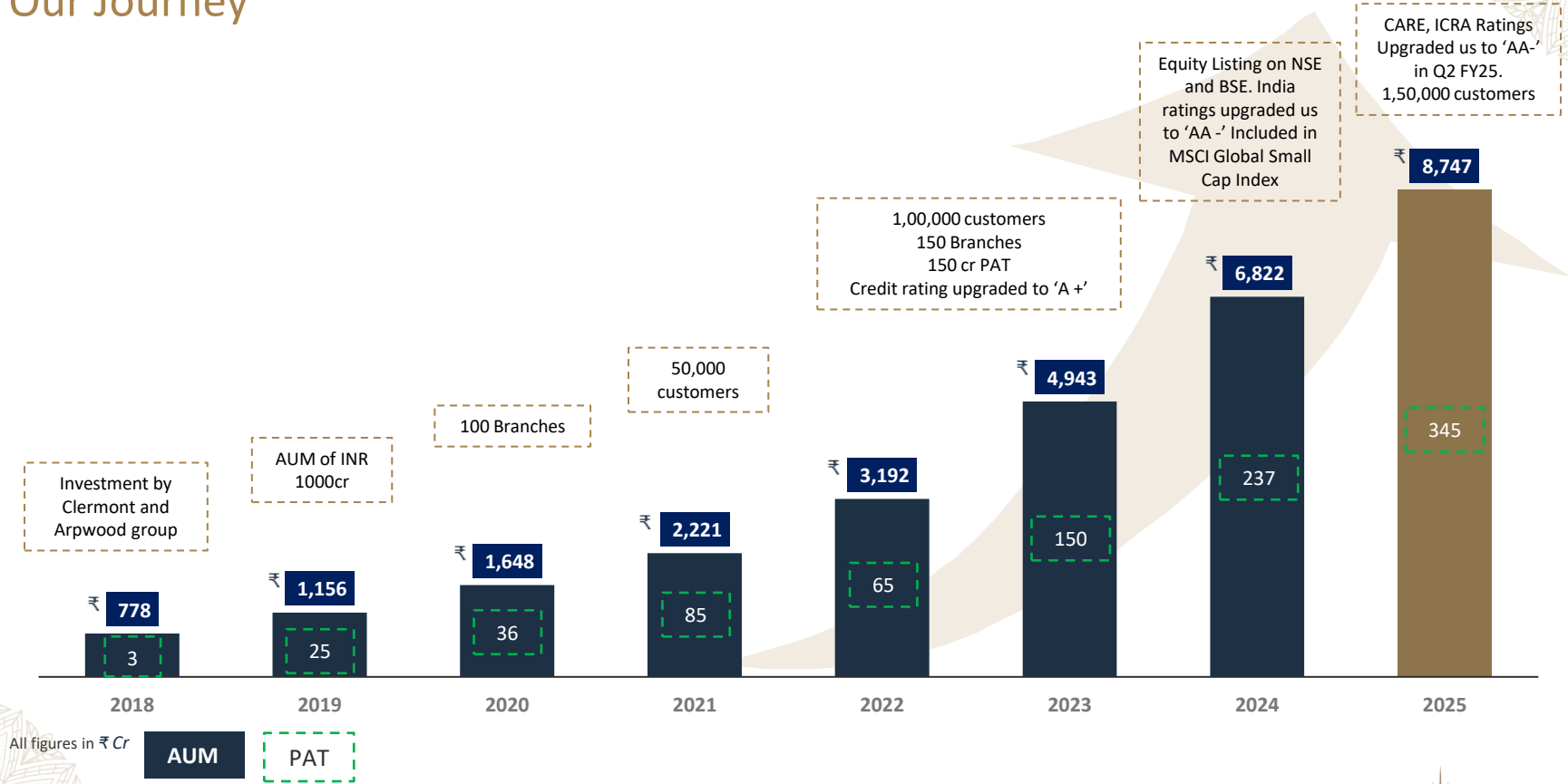
Segment	Market Size ¹ (₹ tn)	CAGR ² (%)	% of Market	
>₹1 cr	4.2	13.7%	40%	
₹0.5 – 1 cr	1.3	17.2%	13%	
₹0.3 – 0.5 cr	1.1	20.7%	10%	
₹0.05– 0.3 cr	3.2	24.4%	31%	Focus Segment
<₹0.05 cr	0.6	27.7%	6%	
Total	10.4	18.5%	100%	

Source: CRIF Data;

¹ As of Mar-24;

² CAGR period over FY18 to FY24

Our Journey



All figures in ₹ Cr

AUM **PAT**

Management

Experienced, cycle-tested, professional management



Aseem Dhru

MD & CEO



Mahesh Dayani

ED & CBO



Narayan Barasia

Chief Financial Officer



Pankaj Poddar

Chief Risk Officer



Sanket Agrawal

Chief Strategy Officer,
Analytics & IR



Sumeet Ghai

Chief Human Resource Officer



Ganesh Vaidya

Chief Technology Officer



VM Maneesh

Chief Operating Officer



Sai Prashant Menon

Chief Collection Officer



Namrata Sajjani

Chief Compliance Officer & CS

Board of Directors

Strong corporate governance backed by long term investors

Independent



Neeraj Swaroop
Chairman of the Board
Ex CEO – SCB, Singapore



Rajesh Agrawal
Jt. Managing Director,
Ajanta Pharma



Surekha Marandi
Ex Executive Director,
RBI



Ravi Venkatraman
Ex Executive Director &
CFO,
Mahindra & Mahindra
Financial Services



Koni Uttam Nayak
Ex Senior Vice President,
Visa Direct Organization
at Visa



John Mescall
Managing Director
Clermont Group



Jonathan Tatur
Senior Vice President
Clermont Group



Leroy Langeveld
Assistant General Counsel
Clermont Group



Executive
Directors



Aseem Dhru
MD & CEO



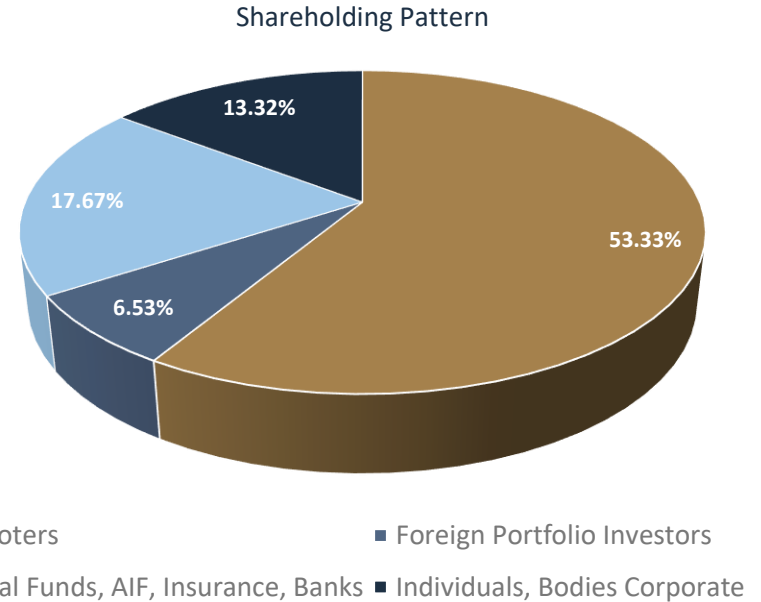
Mahesh Dayani
ED & CBO

Shareholding

Category of Shareholders	% Share [#]
Promoter	
Clermont Group	53.33%
Other Major Shareholders	
SBI Mutual Fund	8.53%
Amansa Capital	4.08%
Malabar Funds	4.04%
Aditya Birla Sun Life	3.22%

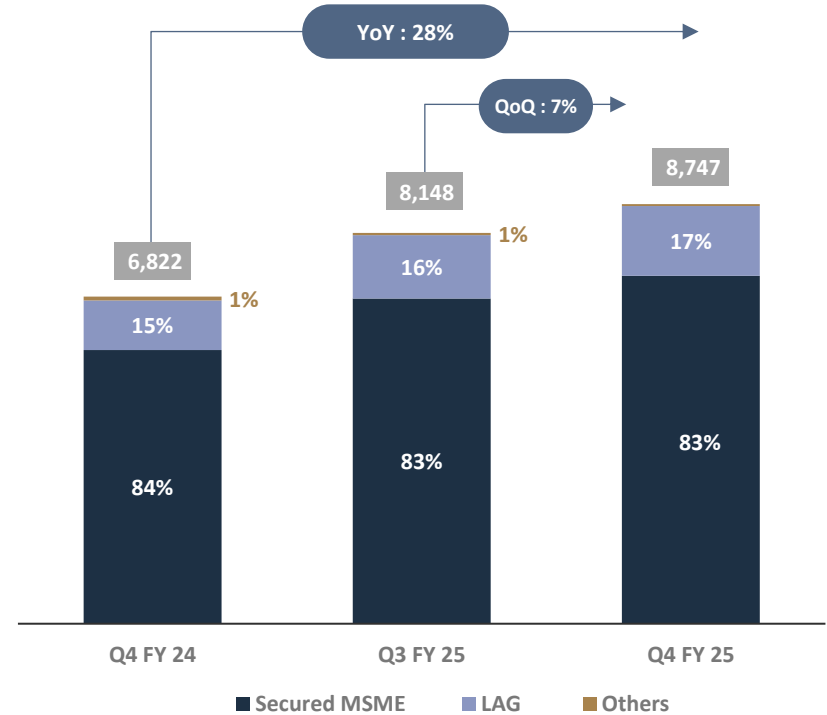
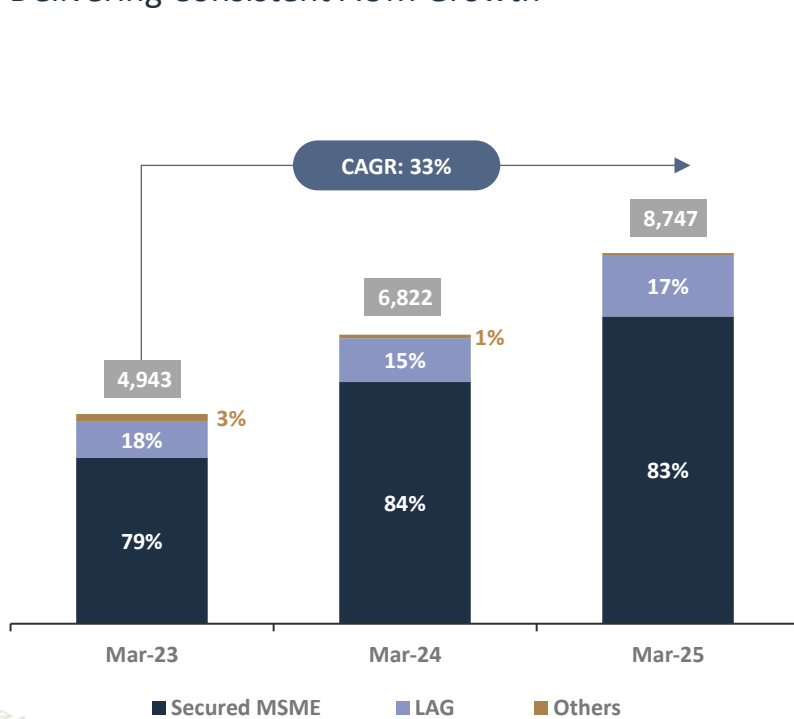
Management & Employees hold 8.4% of diluted share capital

Non-diluted Status as on March 31, 2025



Business Momentum

Delivering Consistent AUM Growth

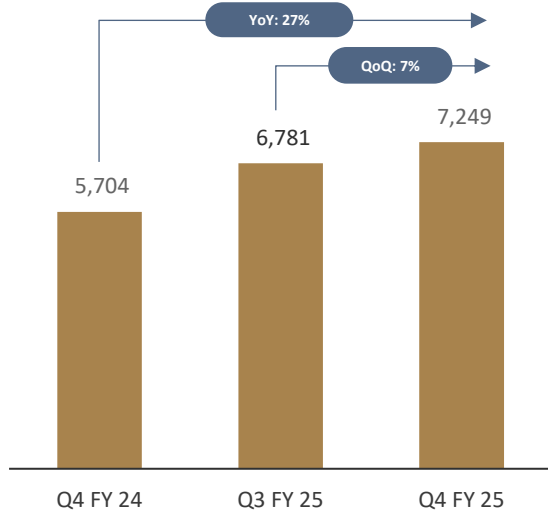


All figures in ₹ Cr.

AUM

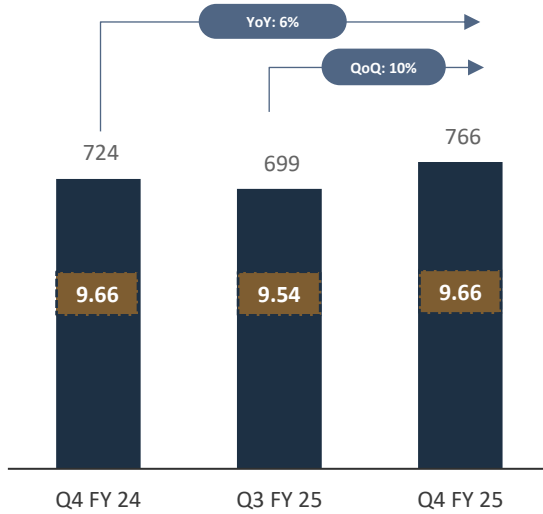
Business Momentum – Secured MSME

AUM

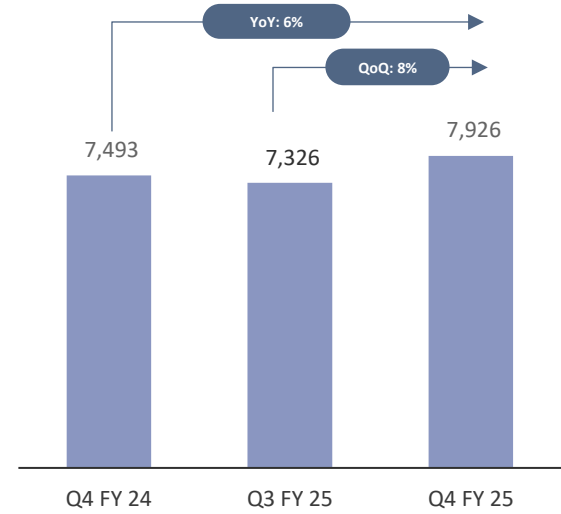


ATS in ₹ Lakhs

Disbursement Value



Disbursement Volume

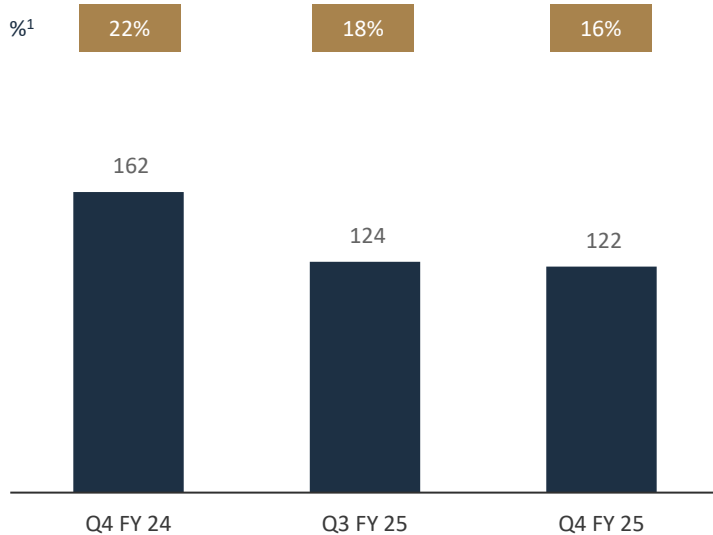


AUM Secured MSME
All figures in ₹ Cr

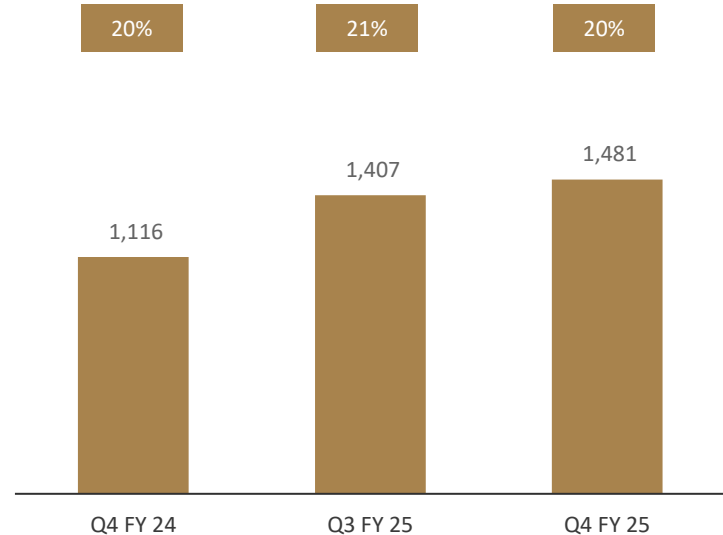
Business Momentum

Co-origination – Validates our profitable origination

Co-origination Disbursement (₹ Cr)



Co-origination AUM (₹ Cr)

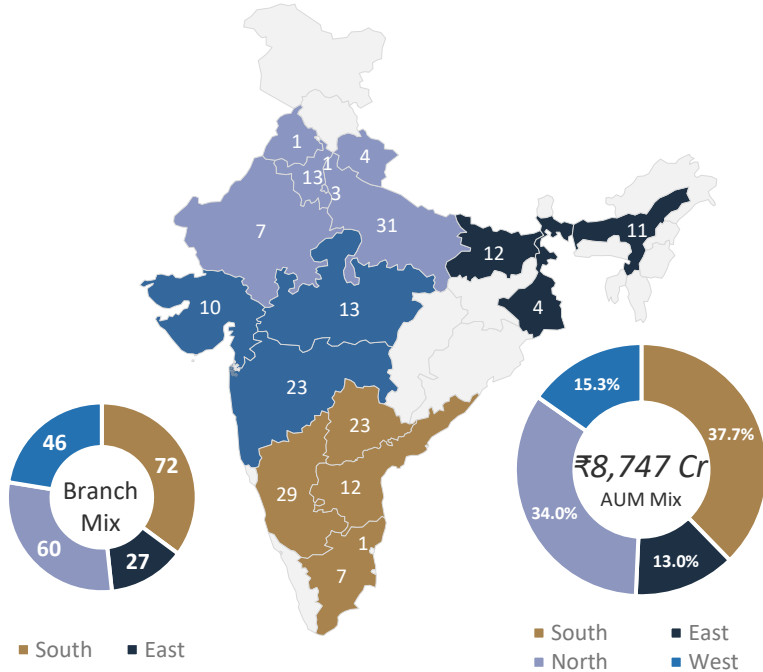


¹Percentage is on Total Secured MSME Loans

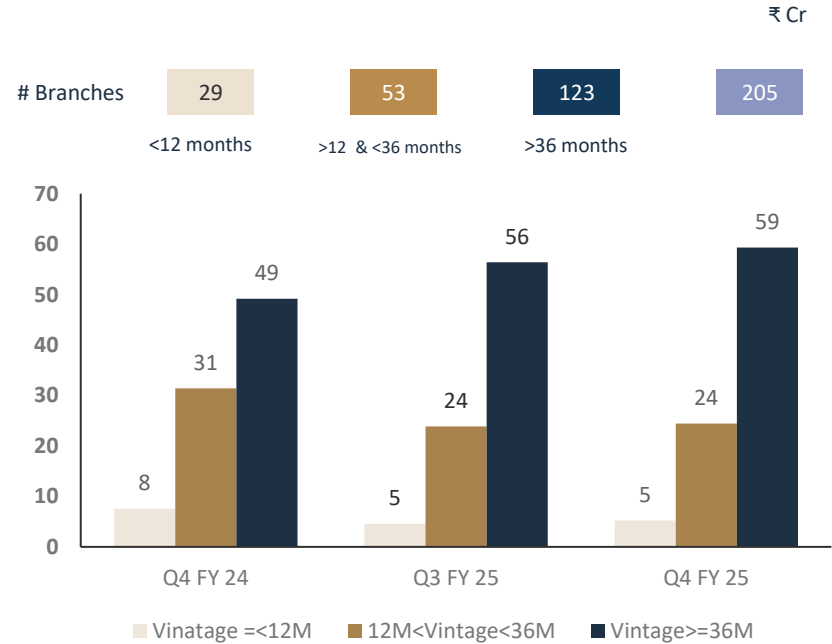
Business Momentum

No concentration risk & well distributed growth

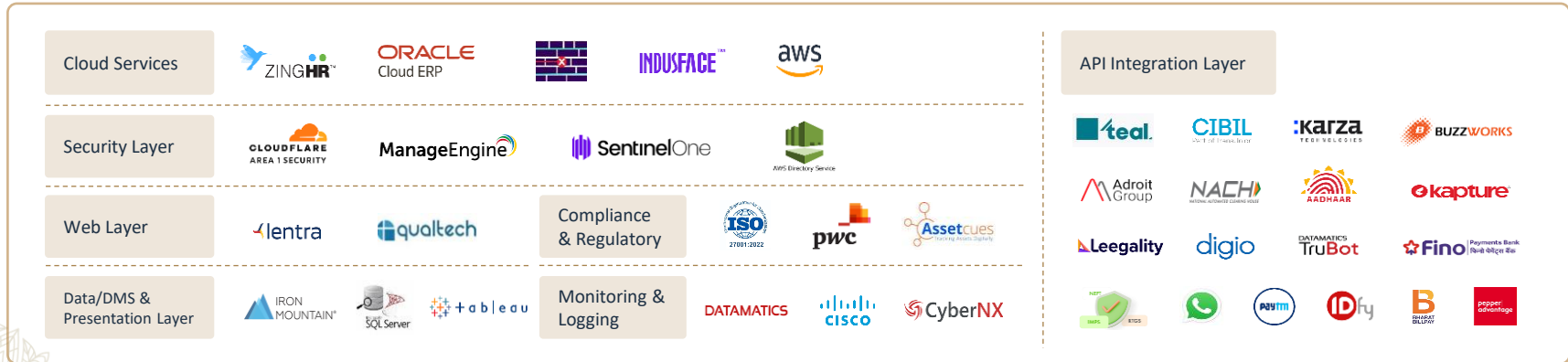
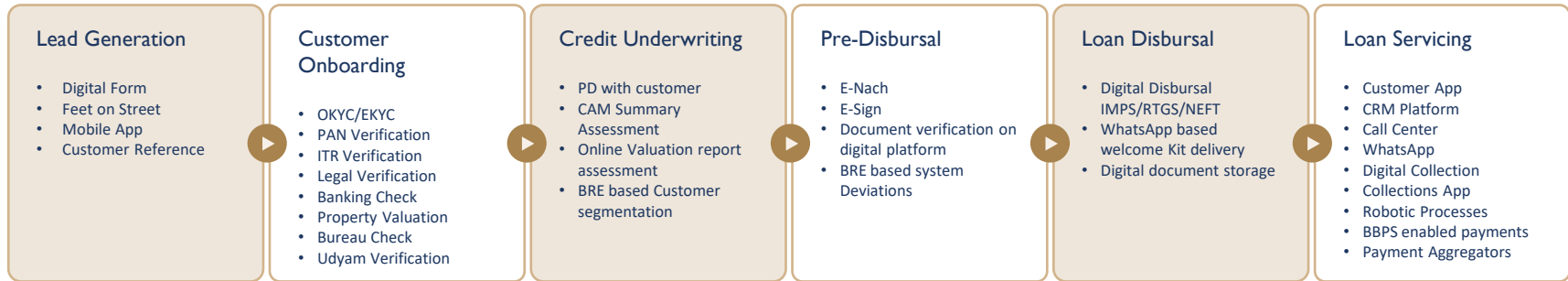
Present in 16 states, 2 UTs covering 164 cities via 205 branches



Driven by steady rise in AUM per branch



Technology Landscape



Credit Underwriting

Tailored to service underserved, underbanked informal customers

Most small businesses in India have challenges



Partial Income Proof



Limited Commercial Credit History



Collateral with local nuances



Bank Statements with Limited Transactions



Small scale businesses lack resilience

SBFC's business model, backed by experience in this segment

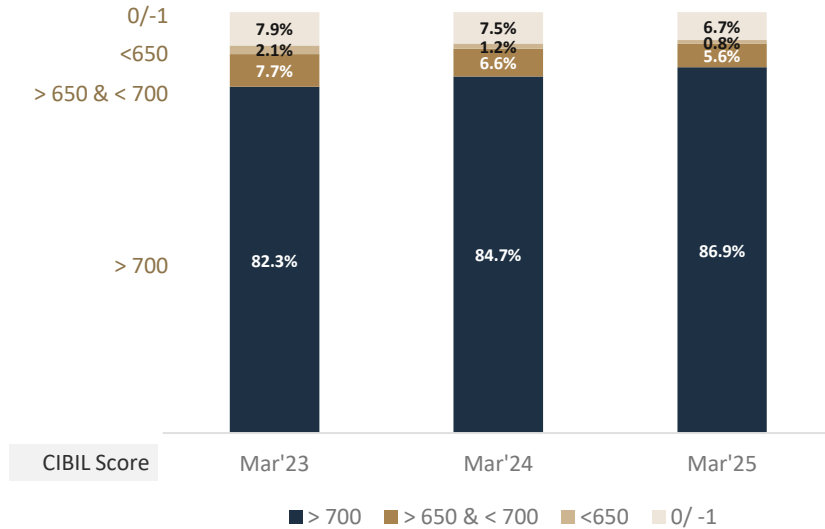
- Credit officer spends time to understand income & cash flow (documented + non-documented) at family level
- Evaluation of historical asset creation
- SBFC customers are often first-time commercial borrowers with past consumer loans
- Reference check from the neighbourhood, locality and their customer and suppliers
- Local team with knowledge of local nuances and local collateral dynamics
- Spouse or parent act as co-borrower on all loans
- Analytics driven 'customer segmentation'
- Triangulation of income sources from multiple data points
- Focus on services/ trading/ retailing businesses
- Customer with businesses in essential services - less impacted by macro down-cycles

Deep understanding of customer behavior (over 91K MSME customers) & strong knowledge of local markets (16 states, 2 UTs)

Credit Underwriting

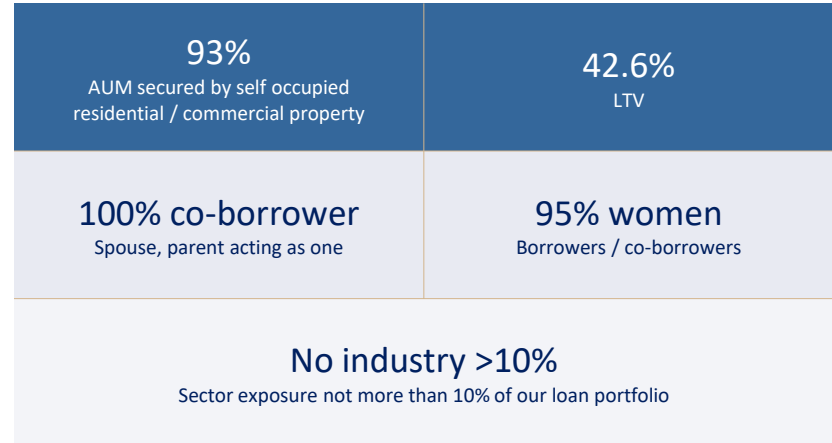
Quality borrowers with credit score above 700

Over 85% AUM from customers with CIBIL >700¹

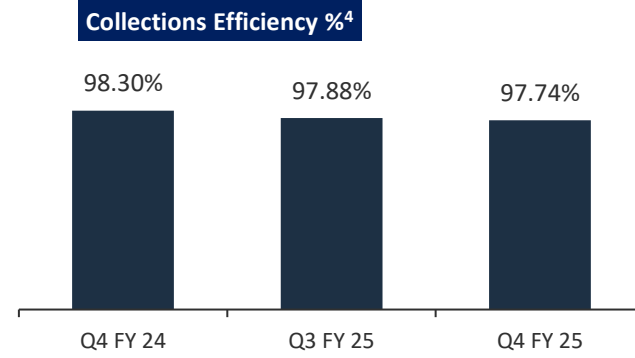
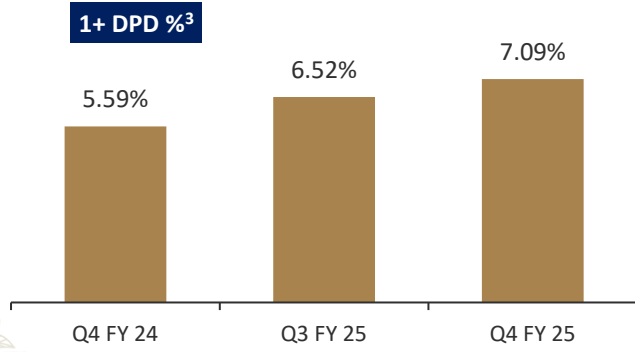
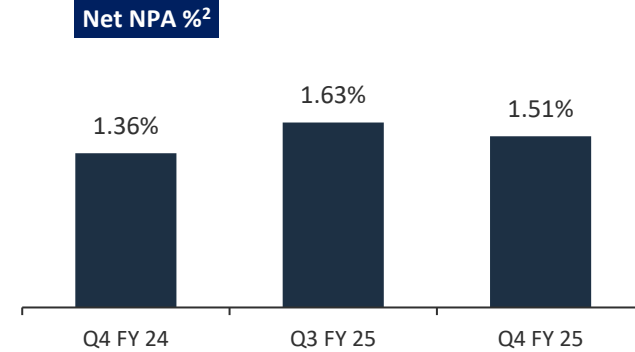
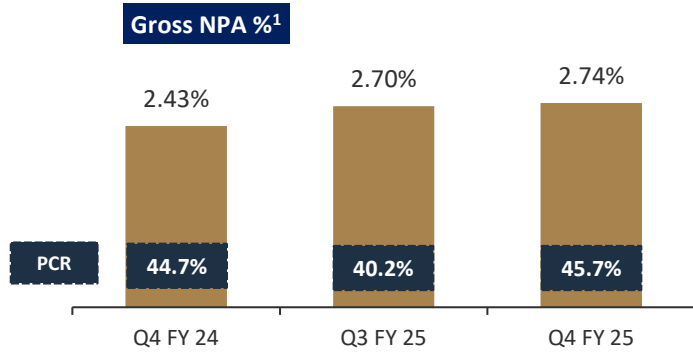


¹Pertains to secured MSME Loans

Granular loan book with high quality collateral¹



Credit Indicators



Note:

1. Gross NPA% (Stage 3%) as per IND AS (including EIR adjustment).
2. Net NPA% is as per IND AS.
3. 1+ DPD % is for secured MSME at AUM level
4. Collections efficiency defined for Standard Secured MSME loans as "amount of EMI received during the month, restricted to a max of 1 EMI per loan divided by EMI demand for the current month"

ECL Provisions Summary

As on March 31, 2025	Stage 1	Stage 2	Stage 3	Total
Gross Loans Outstanding	7,195	238	209	7,642
ECL Provision	28	14	96	138
Net Loans Outstanding	7,167	224	113	7,504
ECL Provision %	0.38%	6.08%	45.69%	1.80%

As on December 31, 2024	Stage 1	Stage 2	Stage 3	Total
Gross Loans Outstanding	6,701	199	191	7,091
ECL Provision	38	11	77	126
Net Loans Outstanding	6,663	188	114	6,965
ECL Provision %	0.56%	5.61%	40.22%	1.77%

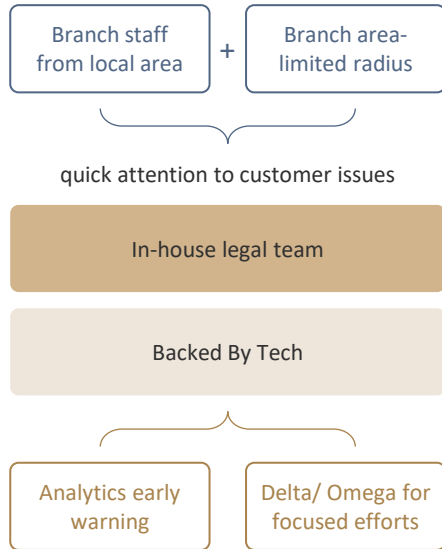
As on March 31, 2024	Stage 1	Stage 2	Stage 3	Total
Gross Loans Outstanding	5,543	260	144	5,947
ECL Provision	33	13	64	110
Net Loans Outstanding	5,510	247	80	5,837
ECL Provision %	0.59%	5.02%	44.74%	1.86%

All figures in ₹ Cr

Collections Approach

In-house, on-ground collections teams – **98%** collected digitally

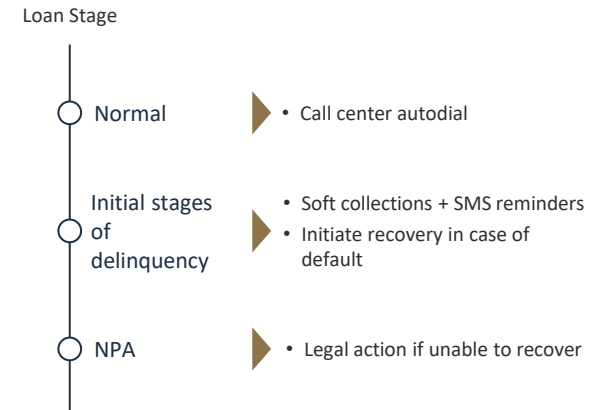
On-ground Teams



Scalable Structure



Adaptable collection strategy as per loan stage

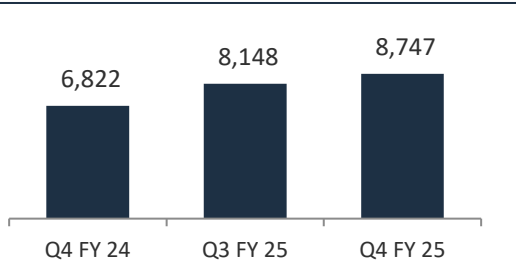


Financial Performance

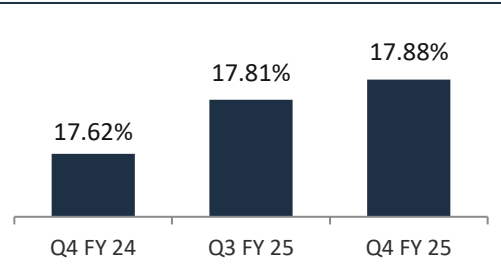
Quarterly Trends in KPIs

AUM

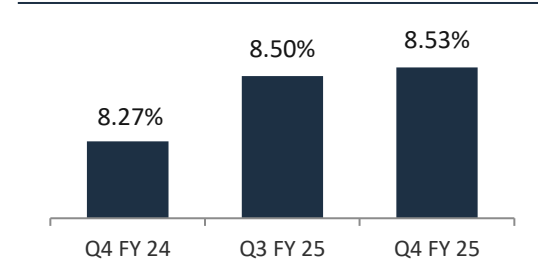
(₹cr)



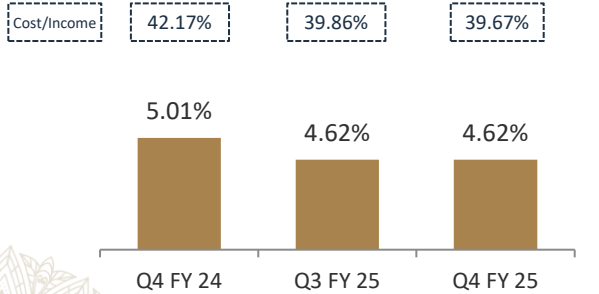
Yield



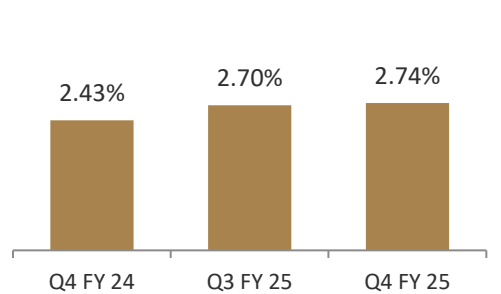
Spread



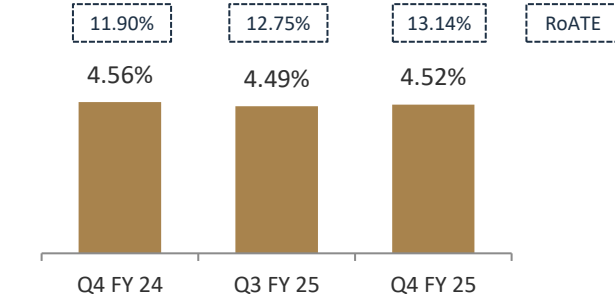
Opex to AAUM



Gross NPA



RoAAUM

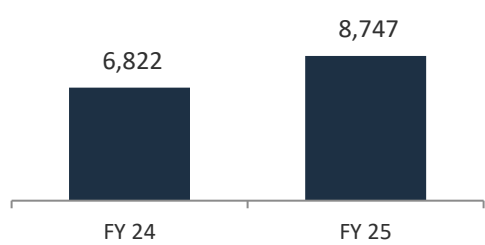


Financial Performance

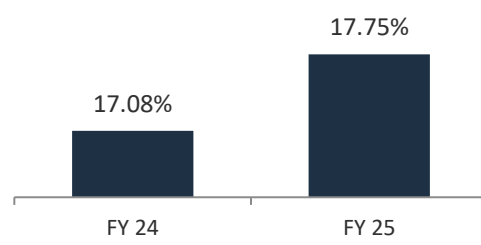
Annual Trends in KPIs

AUM

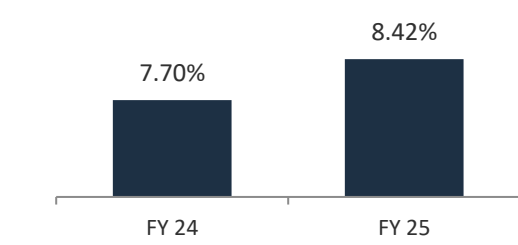
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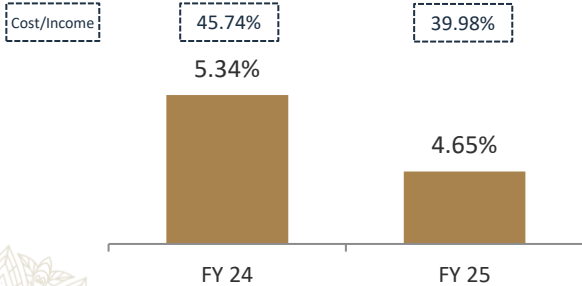
Yield



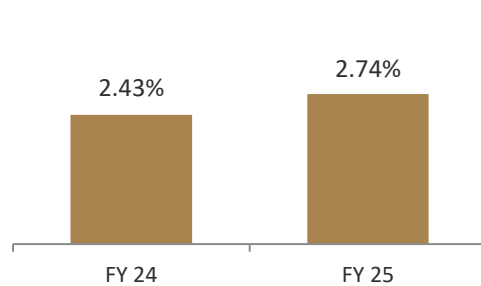
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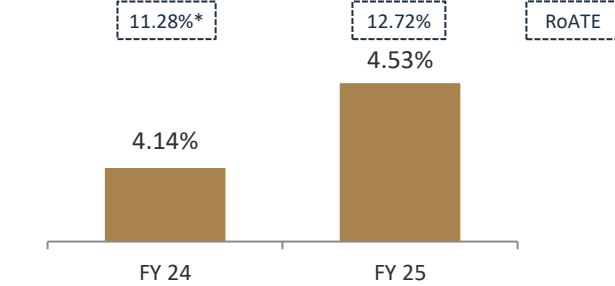
Opex to AAUM



Gross NPA



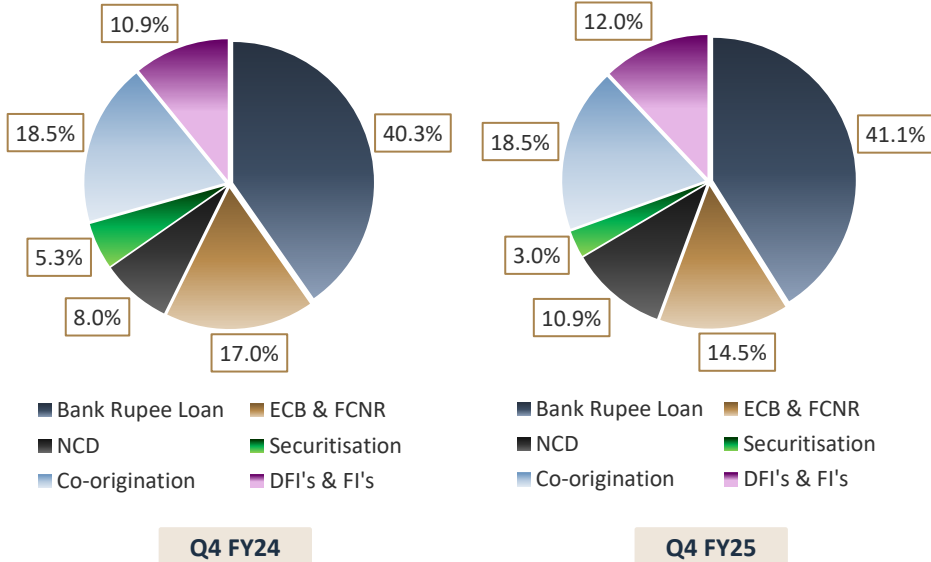
RoAAUM



*The company has received an equity infusion of Rs. 600 crore in Q2 FY 24

Sources of Borrowing

Diversified Borrowing Mix



■ Bank Rupee Loan ■ ECB & FCNR
 ■ NCD ■ Securitisation
 ■ Co-origination ■ DFI's & FI's

Q4 FY24

Q4 FY25

AA- (Stable)

India Ratings & Research
 A Fitch Group Company

CareEdge
 RATINGS

ICRA
 A MOODY'S INVESTORS
 SERVICE COMPANY

Lenders to the Company

Public Sector Banks



Private Sector Banks



Financial Institutions (FIs)



Foreign Banks



Development Financial Institutions (DFIs)

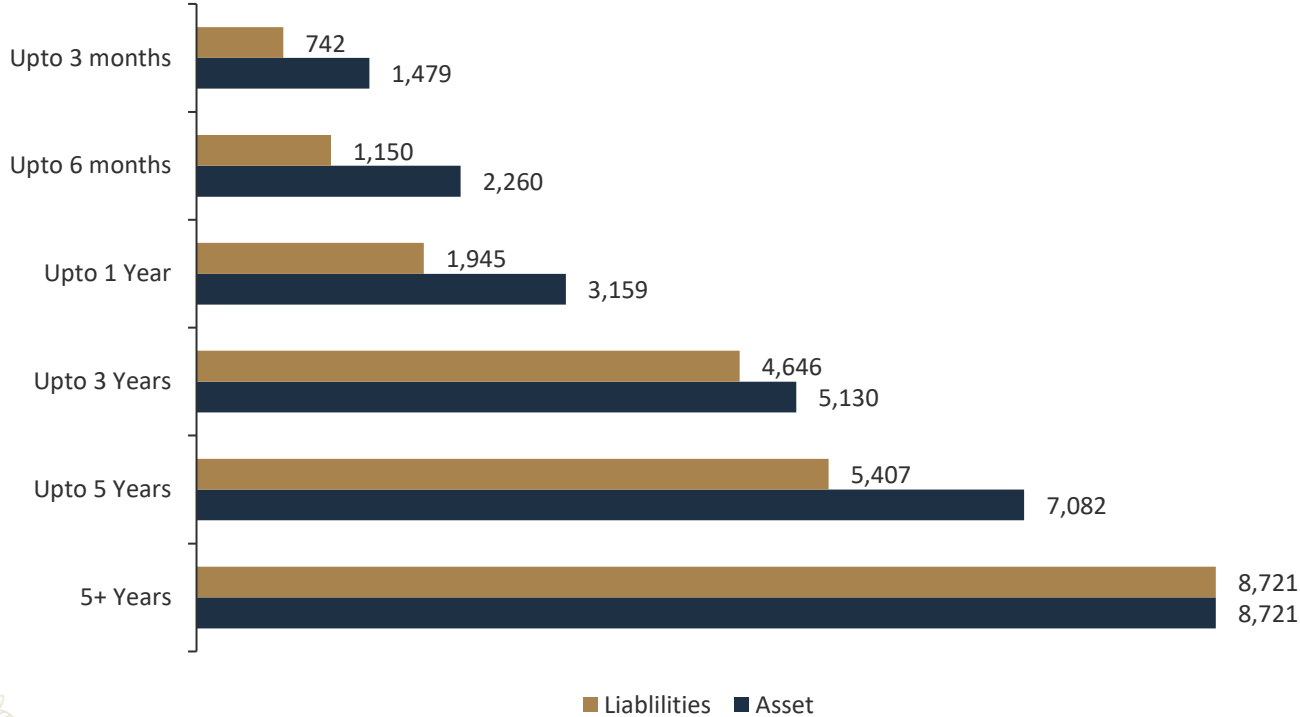


NCD



SBFC

ALM – March 2025



Surplus

737

1,110

1,214

484

1,675

All figures in ₹ Cr

■ Liabilities ■ Asset

Summary Financial Statements – Profit & Loss Statement for Q4 FY25

Particulars	Quarter Ended			Growth (%)	
	March 2025	December 2024	March 2024	Q-o-Q	Y-o-Y
Interest Income on Loans	322	301	248	7.0%	30.1%
Interest Income other than on Loans	7	6	10		
Fee & Other Income	32	26	22		
Total Income	361	333	280	8.3%	29.2%
Finance Cost	118	106	88		
Operating Expenses	96	90	81		
Pre-Provisioning Operating Profit	147	137	111	7.4%	32.7%
Credit Cost	21	19	14		
Tax Expense	32	30	24		
Profit after Tax	94	88	73	7.2%	28.5%
Basic EPS (Not Annualized)	0.87	0.82	0.71		
Diluted EPS (Not Annualized)	0.86	0.80	0.69		

All figures in ₹ Cr

Summary Financial Statements – Profit & Loss Statement for FY25

Particulars	Financial Year Ended		Growth (%)
	March 2025	March 2024	Y-o-Y
Interest Income on Loans	1,167	866	34.8%
Interest Income other than on Loans	29	52	
Fee & Other Income	110	102	
Total Income	1,306	1,020	28.1%
Finance Cost	419	351	
Operating Expenses	355	306	
Pre-Provisioning Operating Profit	532	363	46.6%
Credit Cost	74	47	
Tax Expense	113	79	
Profit after Tax	345	237	45.6%
Basic EPS (Not Annualized)	3.20	2.35	
Diluted EPS (Not Annualized)	3.15	2.29	

All figures in ₹ Cr

ROE Tree

Ratios	Q4 FY25	Q3 FY25	Q4 FY24	FY25	FY24
Interest Income on Loans/ Average Loan Book	17.88%	17.81%	17.62%	17.75%	17.08%
Fee & Other Income/ Average AUM	1.52%	1.31%	1.36%	1.44%	1.77%
Borrowing Cost/ Average Borrowings	9.35%	9.31%	9.35%	9.33%	9.38%
Spread	8.53%	8.50%	8.27%	8.42%	7.70%
Net Interest Margin/ Average AUM	10.12%	10.27%	10.52%	10.20%	9.91%
Operating Expenses/ Average AUM	4.62%	4.62%	5.01%	4.65%	5.34%
Credit Cost/ Average AUM	1.00%	0.97%	0.85%	0.97%	0.82%
Profit after Tax/ Average AUM	4.52%	4.49%	4.56%	4.53%	4.14%
Leverage (Avg AUM/ Avg Tangible Equity)	2.90	2.84	2.61	2.81	2.72
RoATE	13.14%	12.75%	11.90%	12.72%	11.28%

Balance Sheet

Particulars	As On	
	March 2025	March 2024
Assets		
Cash and Bank Balances	429	466
Receivables	15	15
Loan Assets	7,504	5,836
Investments	327	427
Other financial assets	3	7
Current & Deferred tax assets (Net)	3	6
Property, Plant and Equipment etc.	309	301
Other non-financial assets	5	5
Total Assets	8,595	7,063
Liabilities and Equity		
Derivative Instrument	10	5
Payables	10	22
Borrowings	5,264	3,996
Other financial liabilities	112	246
Non-Financial Liabilities	9	16
Equity & Reserves	3,190	2,778
Total Liabilities and Equity	8,595	7,063

All figures in ₹ Cr

Corporate Social Responsibility – Building Livelihood



SBFC Shiksha – Enabling Holistic Education

Enhanced infrastructure in a rural school to support students with:

- Smart classrooms, ergonomic furniture & value-based wall art. Playground equipment and school cab facilities.
- Dropout reduction: From 24 to just 3 students.
- Enrollment growth: Girls from 28 → 54
- Academic upliftment: Girls' pass percentage improved from 62% to 100%.



SBFC Gurukul – Executive Training Program

Executive Training Program

- Total beneficiaries 616, out of which 166 have been certified in FY 2023–24 & 191 have been certified during current FY 2024-25; and 259 are pursuing the program.
- 49% of total certified Executive Trainees are absorbed by SBFC.
- Out of 616, 35% are female beneficiaries in the program.



SBFC Aarogya – Essential eyecare services

Enabled screenings at well-equipped centers for children from remote schools

- Total children screened: 6,927
- Children identified with refractive errors: 277





THANK YOU!