



**Ref. No.: LIFL/SLC/2025-26/45**  
**Date: February 11, 2026**

**To,**  
Listing Compliance Department  
BSE Limited  
Phiroze Jeejeebhoy Towers, Dalal Street  
Mumbai – 400 001 (Maharashtra)  
**Scrip Code: 544465**

**To,**  
Listing Compliance Department  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Bandra (East)  
Mumbai-400051 (Maharashtra)  
**Symbol: LAXMIINDIA**

**Sub.: Investor/Earnings 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, ("SEBI LODR"), please find enclosed herewith the copy of the Investor/Earnings Presentation for the Quarter ended December 31, 2025.

In compliance with Regulation 46 of SEBI LODR, the Investor Presentation will also be available on the website of the Company at [www.lifc.co.in](http://www.lifc.co.in)

This is for your information and appropriate dissemination.

Thanking you,

Yours faithfully,

**For Laxmi India Finance Limited**  
**(Formerly known as Laxmi India Finance Private Limited)**

**SOURABH**  
**MISHRA**  
Digitally signed  
by SOURABH  
MISHRA  
Date: 2026.02.11  
09:23:24 +05'30'

**Mr. Sourabh Mishra**  
**Company Secretary & Chief Compliance Officer**  
**M. No.: A51872**



Registered & Corporate Office: 2, DFL, Gopinath Marg, M. I. Road, Jaipur-302 001, Rajasthan India



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0141-4031166



CIN: L65929RJ1996PLC073074



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# LAXMI INDIA FINANCE LIMITED

“Sapne dekho bade dekho, Hamare sath  
unhe **pura hote dekho**”

Q3 and 9M Investor Presentation

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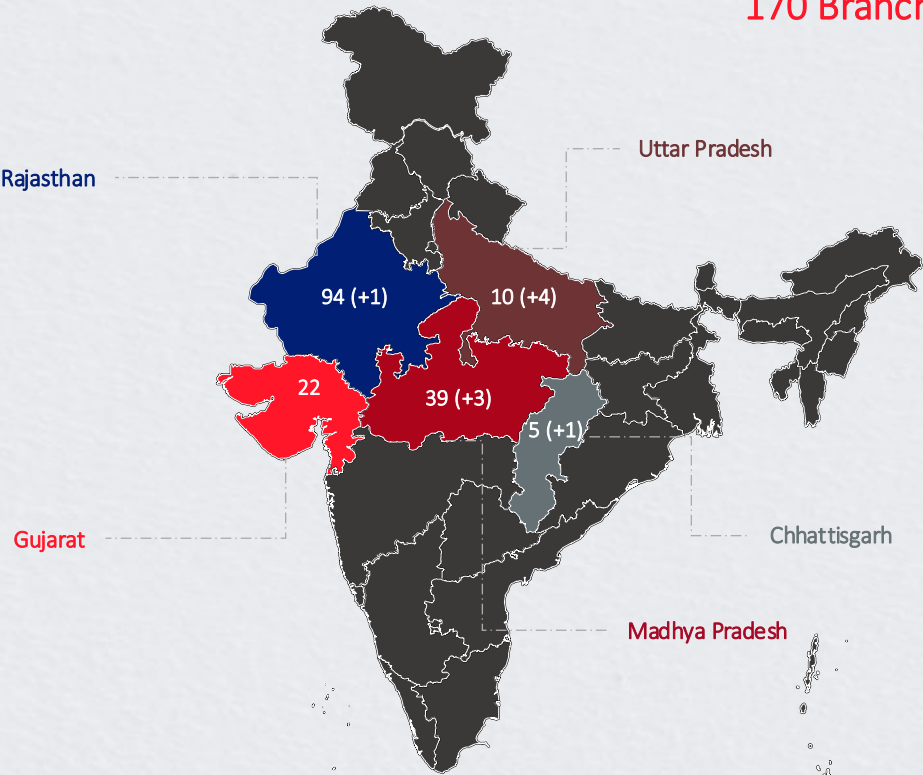
A black and white photograph of a hand dropping a coin into a stack of coins. In the foreground, there are several other stacks of coins of varying heights. The background is blurred, showing what appears to be a desk with some papers and a small container. A red curved graphic element is at the bottom of the image.

## **Q3 and 9M Financial & Operational Highlights**

# 9M FY26 Operational and Financial Snapshot



170 Branches



Asset  
Quality

Gross NPA 2.40%

Net NPA 1.24%

PCR 49.19%

(+) Represents QoQ Increase in Branches



Branches in



Assets Under Management  
(AUM)

₹ 1,451.10 Cr.

↑ 21.11%  
(Dec'24: ₹ 1,198.12 Cr.)

Profit Before Tax (PBT)

₹ 38.97 Cr.

37.33%  
(Dec'24: ₹ 28.38 Cr.) ↑

Profit After Tax (PAT)

₹ 29.10 Cr.

36.01%  
(Dec'24: ₹ 21.39 Cr.) ↑

Return On Net  
Worth

11.04%

Own Book

₹ 1,365.02 Cr.

↑ 23.68%  
(Dec'24: ₹ 1,103.64 Cr.)

Cost Of Borrowing (COB)

10.94%

↓ 64 bps  
(Dec'24: 11.58%)

Return on Assets

2.53%

Net Interest Income (NII)

₹ 109.67 Cr.

↑ 43.51%  
(Dec'24: ₹ 76.42 Cr.)

Capitalization (CRAR)



Total CRAR - 28.40%

Tier I CRAR - 27.87%

Tier II CRAR - 0.53%

External Credit Rating (Acuite)



"A - / Outlook Positive"

Employee Base

1,750+



Net Worth

₹ 445.17 Cr.

↑ 83.22%  
(Dec.'24: ₹ 242.97 Cr.)

Debt Equity Ratio

2.69

Net Equity Ratio

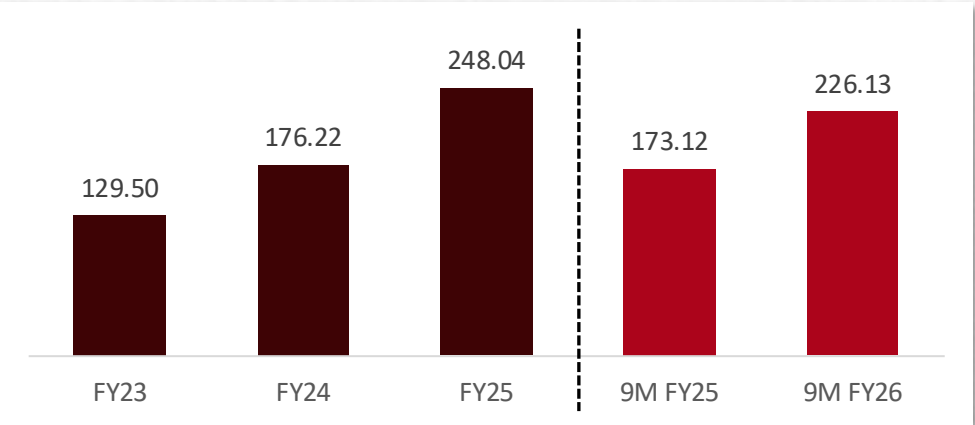
2.29

Note: Profit before tax/Profit after tax is after considering IPO expense amounting to Rs. 2.55 Crores

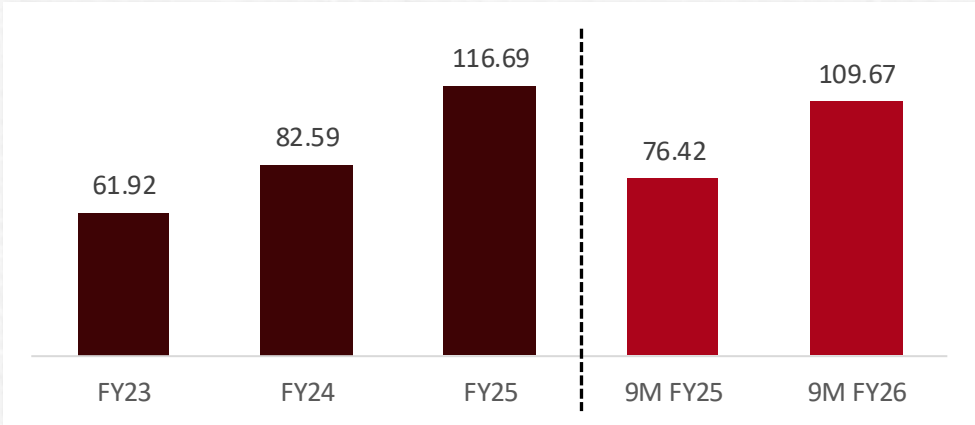
# Consistent NII and PAT Growth Trajectory



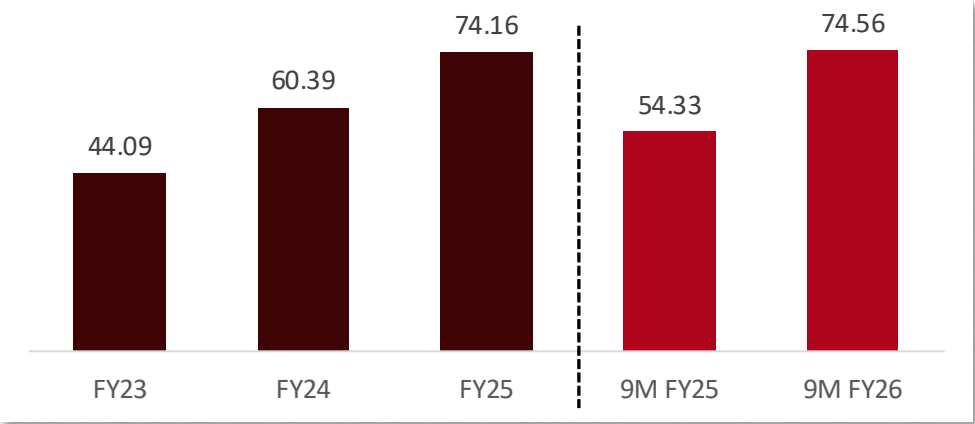
Revenue (In Cr.)



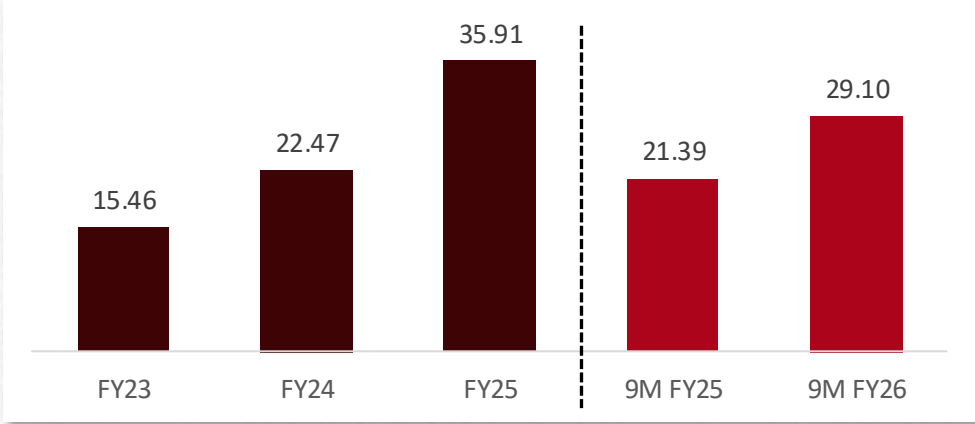
Net Interest Income (NII) (In Cr.)



Operating Expense (In Cr.)



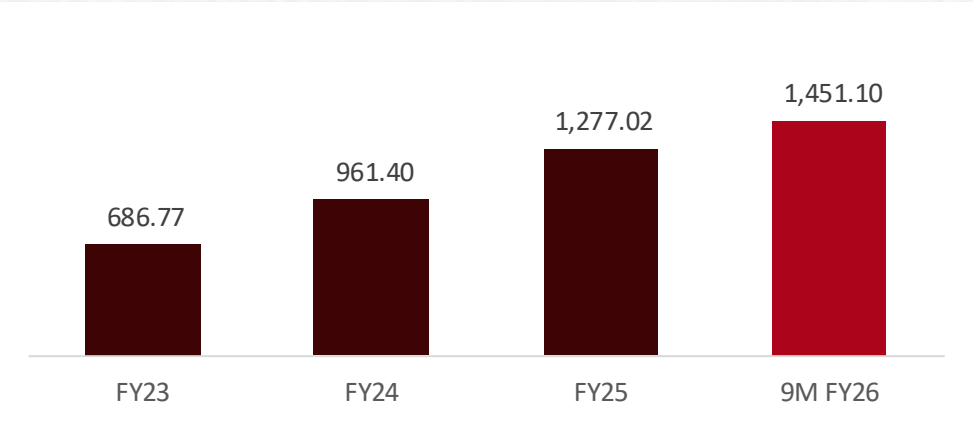
Profit After Tax (PAT) (In Cr.)



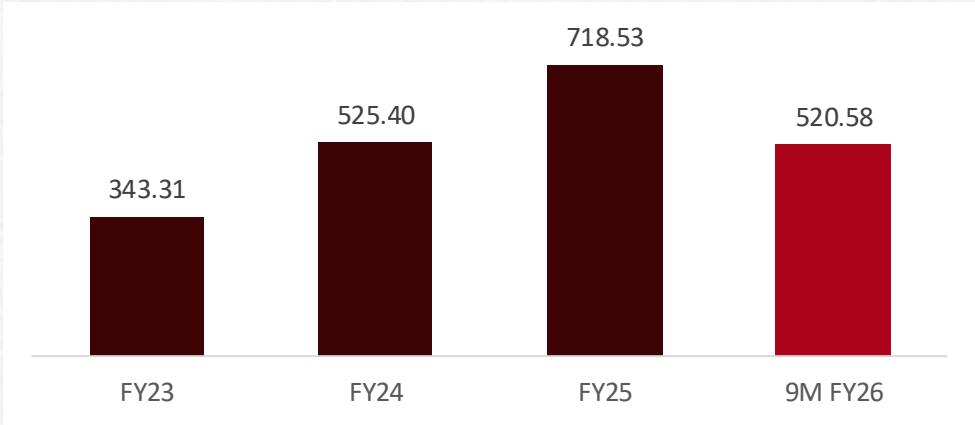
# Strong Scale-Up Across AUM, Customers and Network



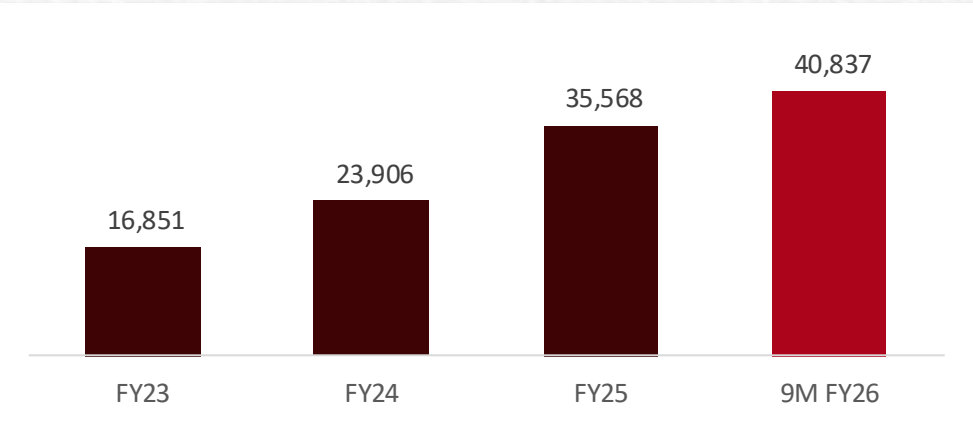
AUM (In Cr.)



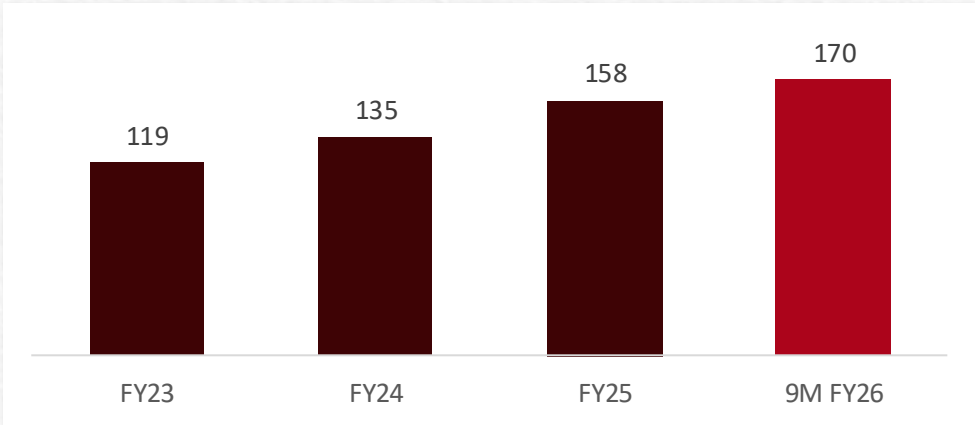
Disbursement (In Cr.)



Customer Base



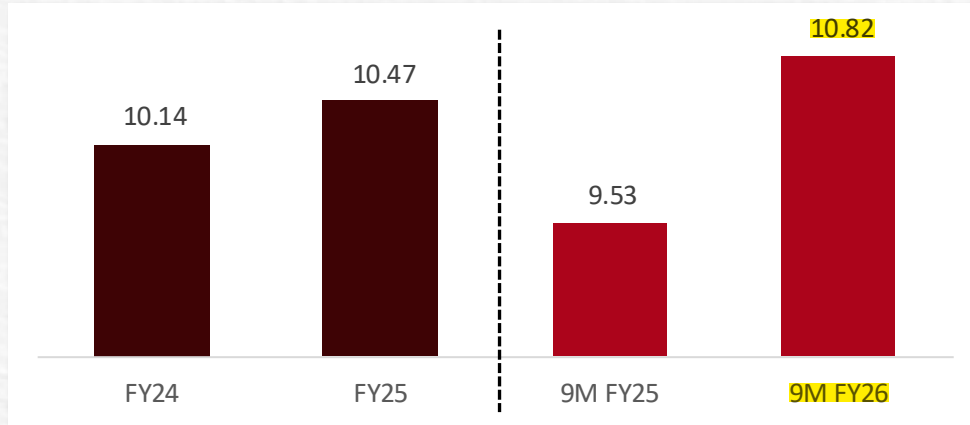
Branch Network



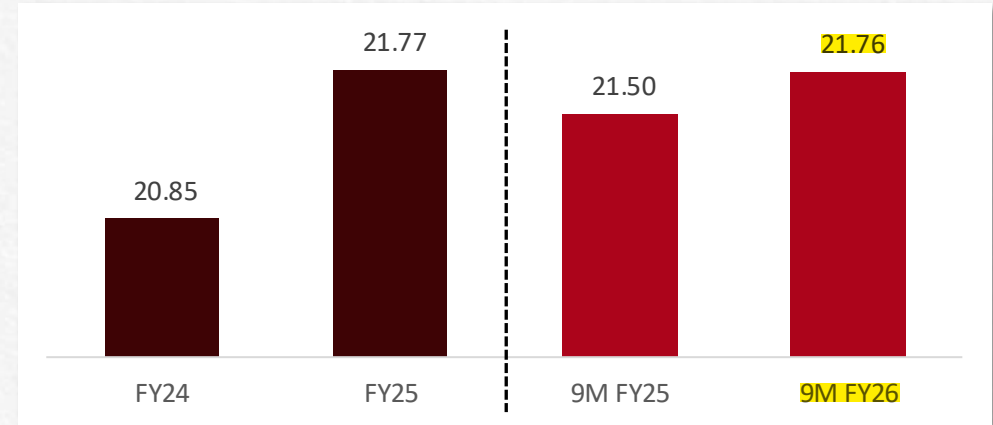
# NIM and Spreads Expand on Better Pricing Discipline



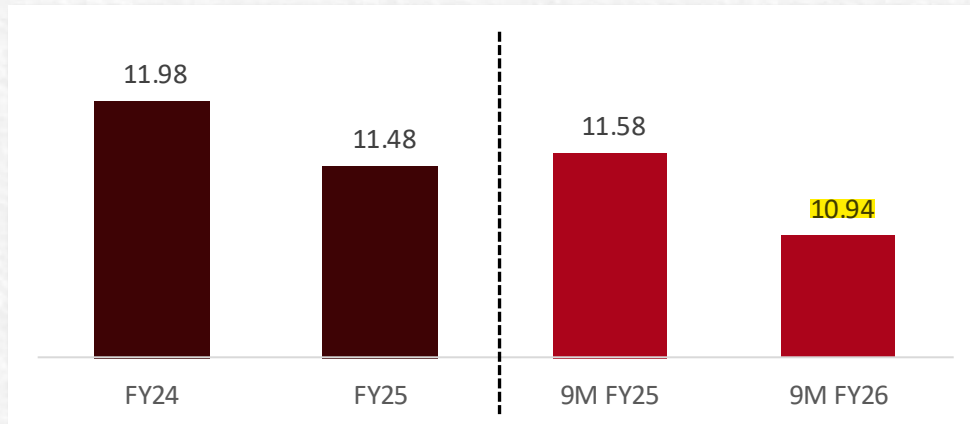
NIM (In %)



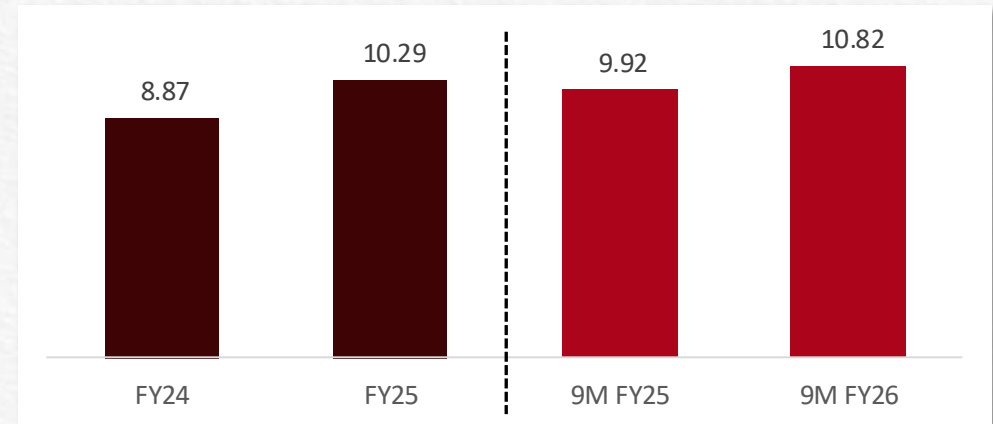
Yield on Avg. Portfolio (In %)



Avg. Cost of Borrowings (In %)



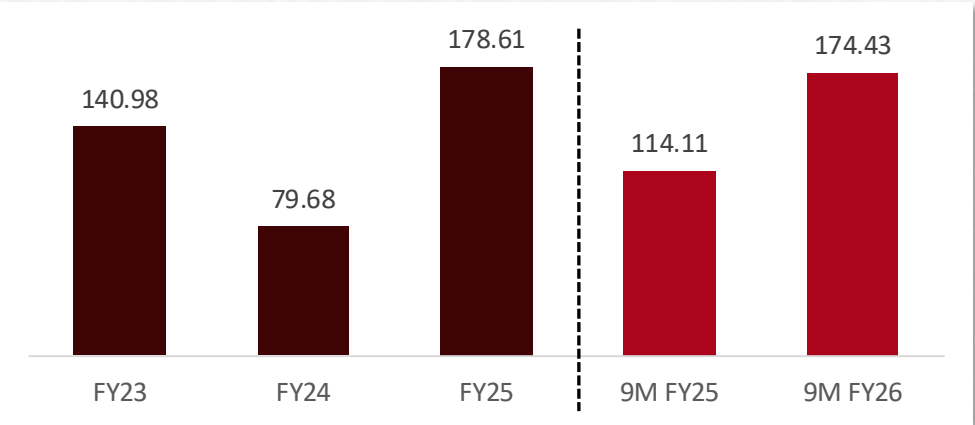
Spreads (In %)



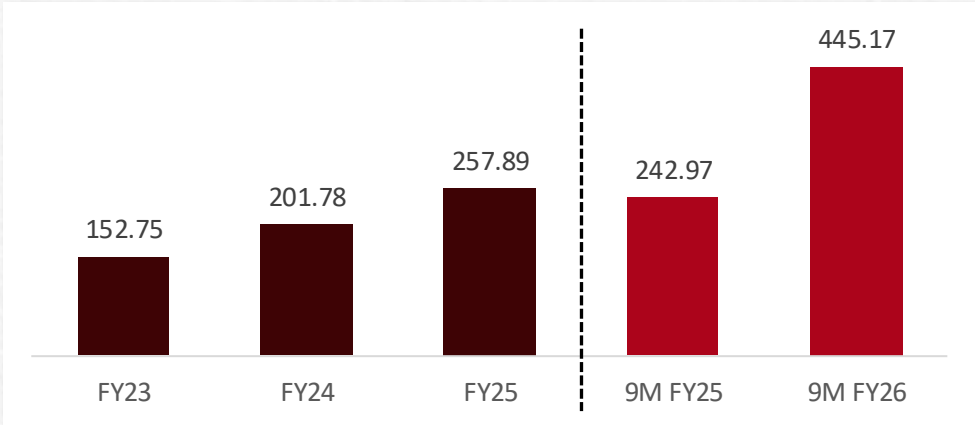
# Strong Liquidity Position with Stable Return Metrics



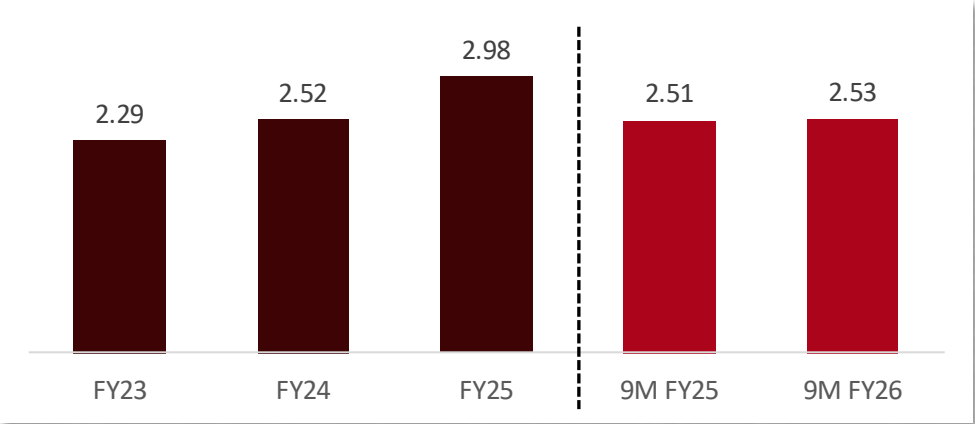
Liquidity (In Cr.)



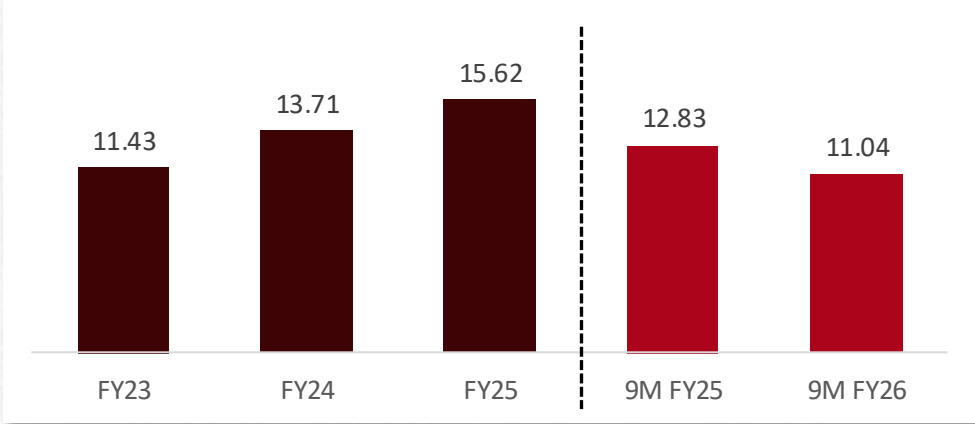
Net Worth (In Cr.)



Return on Total Assets (In %)



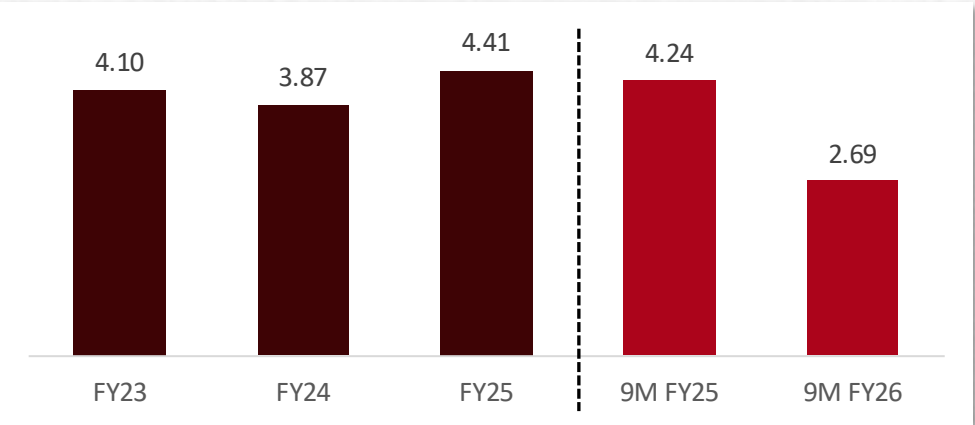
Return on Avg. Net Worth (In %)



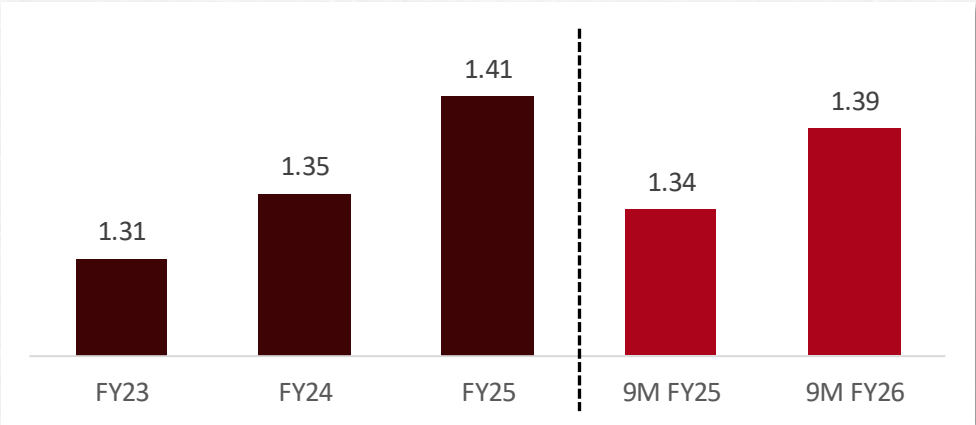
# Well Positioned to Capture Future Growth...



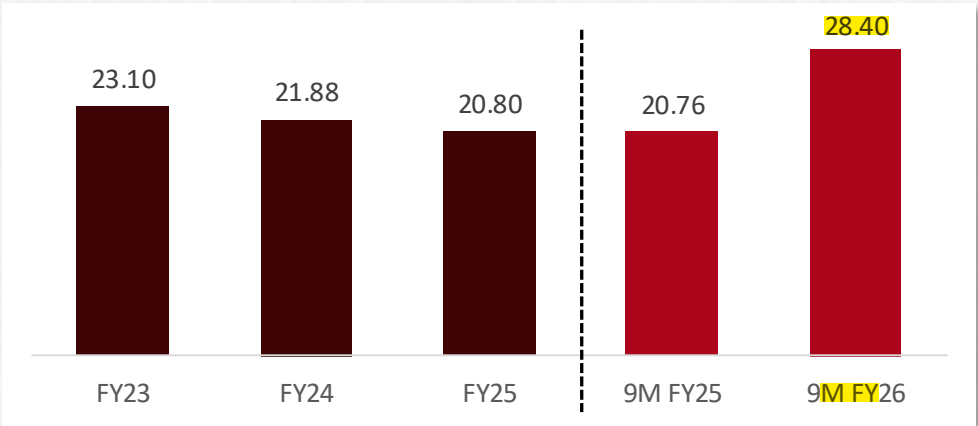
Debt Equity Ratio



Interest Coverage Ratio

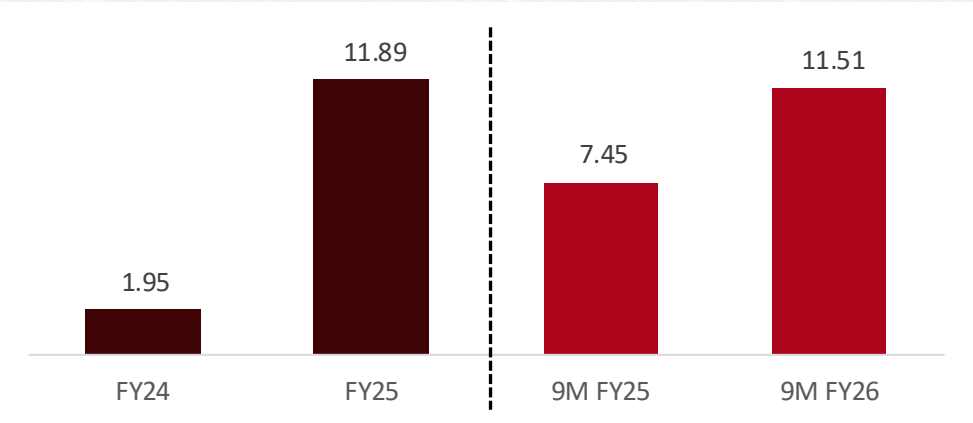


Capital Adequacy Ratio (In %)

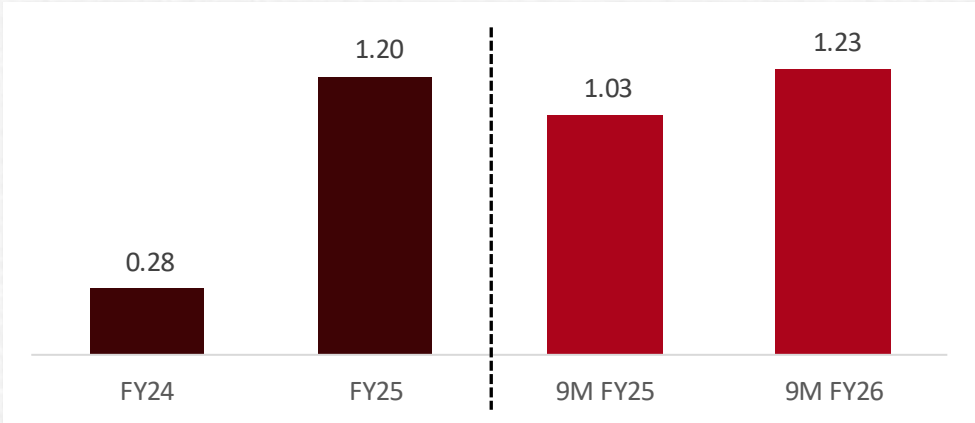




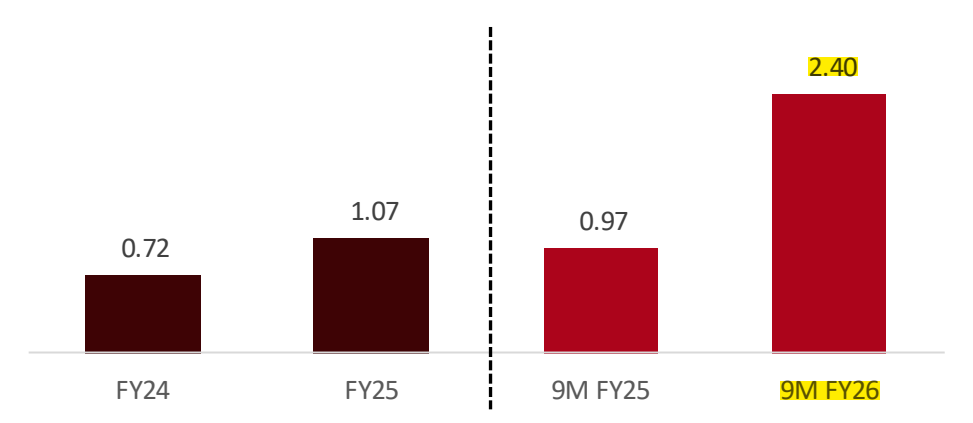
Credit Cost (In Cr.)



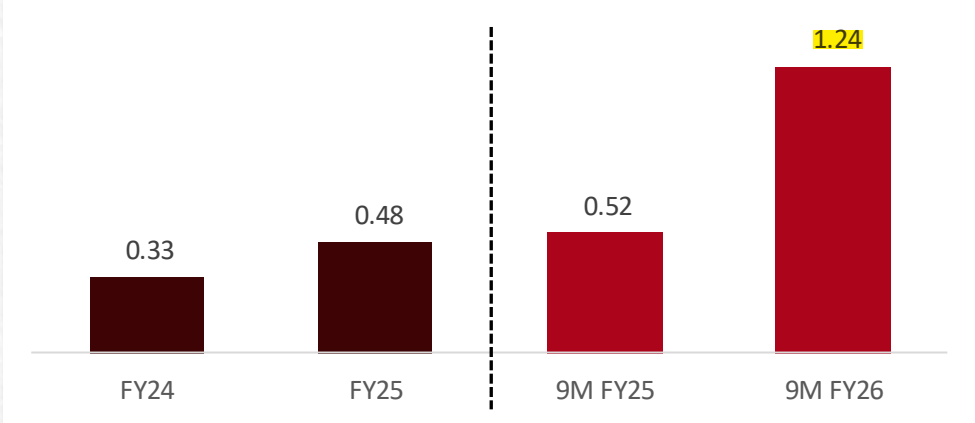
Credit Cost (In %)



GNPA (In %)



NNPA (In %)

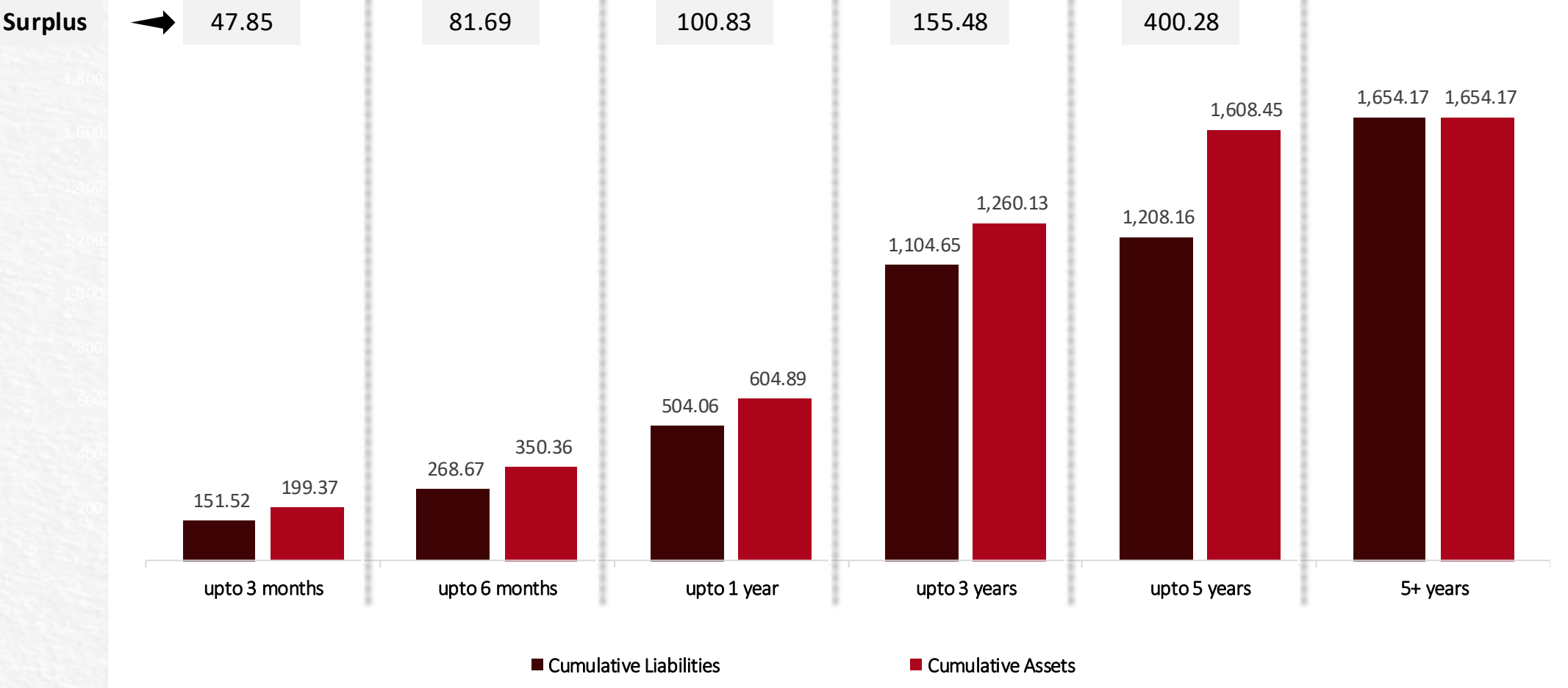


During the quarter, DA partner encountered unexpected financial stress, due to which our Gross NPA and Net NPA increased to 240% and 1.24% respectively; excluding this impact, underlying asset quality remained strong with Gross NPA at 0.94% and Net NPA at 0.63%.

# ALM Position as on 31<sup>st</sup> December 2025



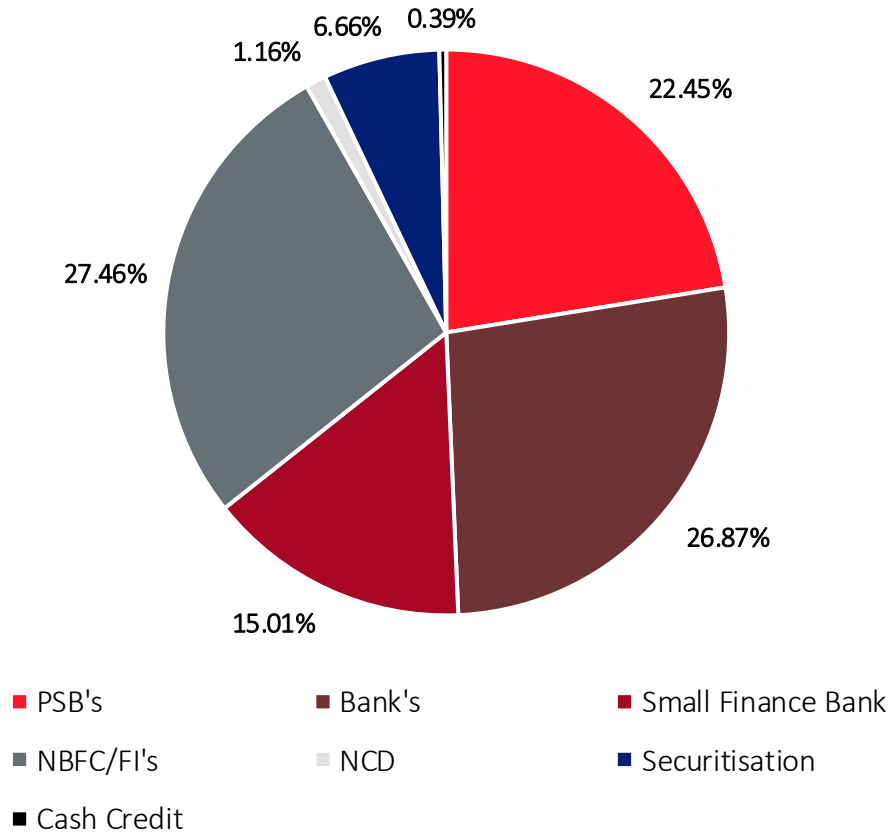
Amount in Crores



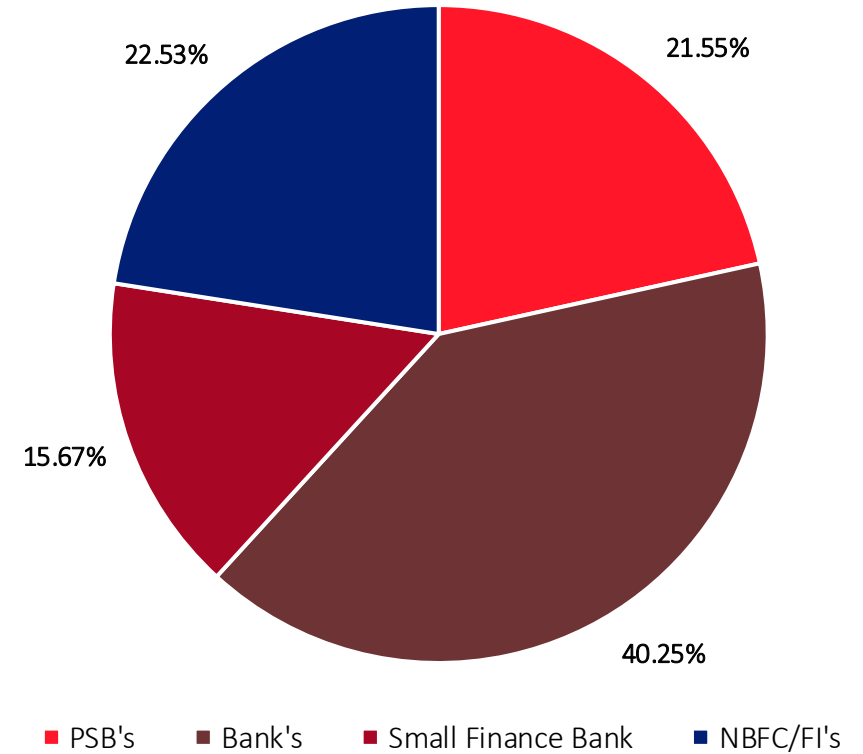
# Diversified and Scalable Borrowing Profile



Borrowing Mix



Incremental Borrowing Mix During FY26



# Profit & Loss Statement



Amount in Crores

| Particulars                | Q3FY26       | Q3FY25       | Y-o-Y (%)      | Q2FY26       | Q-o-Q (%)      | 9MFY26        | 9MFY25       | YoY (%)       |
|----------------------------|--------------|--------------|----------------|--------------|----------------|---------------|--------------|---------------|
| Interest earned            | 71.99        | 57.90        | 24.32%         | 71.67        | 0.44%          | 210.76        | 159.38       | 32.23%        |
| Interest expense           | 34.03        | 30.42        | 11.87%         | 33.82        | 0.64%          | 101.09        | 82.96        | 21.85%        |
| <b>Net interest income</b> | <b>37.95</b> | <b>27.48</b> | <b>38.10%</b>  | <b>37.85</b> | <b>0.26%</b>   | <b>109.67</b> | <b>76.42</b> | <b>43.51%</b> |
| Other operating income     | 7.84         | 3.84         | 104.27%        | 4.55         | 72.29%         | 15.37         | 13.74        | 11.87%        |
| <b>Total income</b>        | <b>45.79</b> | <b>31.32</b> | <b>46.21%</b>  | <b>42.40</b> | <b>7.99%</b>   | <b>125.04</b> | <b>90.16</b> | <b>38.69%</b> |
| Employee cost              | 19.78        | 14.54        | 36.03%         | 17.28        | 14.48%         | 53.34         | 39.94        | 33.56%        |
| Other expenses             | 5.40         | 5.65         | (4.55%)        | 9.73         | (44.58%)       | 21.22         | 14.40        | 47.40%        |
| <b>Operating expenses</b>  | <b>25.18</b> | <b>20.19</b> | <b>24.67%</b>  | <b>27.01</b> | <b>(6.80%)</b> | <b>74.56</b>  | <b>54.33</b> | <b>37.23%</b> |
| <b>Operating profit</b>    | <b>20.61</b> | <b>11.12</b> | <b>85.32%</b>  | <b>15.39</b> | <b>33.95%</b>  | <b>50.48</b>  | <b>35.82</b> | <b>40.90%</b> |
| ECL provisions             | 6.25         | 2.21         | 183.01%        | 2.25         | 177.96%        | 9.28          | 5.31         | 74.94%        |
| Write-offs                 | 0.94         | 0.92         | 1.46%          | 0.36         | 156.71%        | 2.22          | 2.14         | 3.88%         |
| <b>Total provisions</b>    | <b>7.18</b>  | <b>3.13</b>  | <b>129.47%</b> | <b>2.61</b>  | <b>175.00%</b> | <b>11.51</b>  | <b>7.45</b>  | <b>54.51%</b> |
| <b>Profit before tax</b>   | <b>13.43</b> | <b>7.99</b>  | <b>68.02%</b>  | <b>12.78</b> | <b>5.11%</b>   | <b>38.97</b>  | <b>28.38</b> | <b>37.33%</b> |
| Tax                        | 3.37         | 1.84         | 82.80%         | 3.37         | (0.16%)        | 9.73          | 6.94         | 40.12%        |
| Implied tax rate           | 25.07%       | 23.04%       | 8.80%          | 26.39%       | (5.01%)        | 24.96%        | 24.46%       | 2.03%         |
| <b>Profit after tax</b>    | <b>10.06</b> | <b>6.15</b>  | <b>63.59%</b>  | <b>9.40</b>  | <b>7.00%</b>   | <b>29.24</b>  | <b>21.43</b> | <b>36.42%</b> |

\* Note: Profit before tax/Profit after tax is after considering IPO expense amounting to Rs.2.55 Crores

# Balance Sheet Statement



Amount in Crores

| Particulars                           | Q3FY26          | Q3FY25          | YoY (%)       | Q2FY26          | QoQ (%)      |
|---------------------------------------|-----------------|-----------------|---------------|-----------------|--------------|
| Paid-up Equity                        | 26.13           | 20.91           | 24.96%        | 26.13           | 0.00%        |
| Reserves and Surplus                  | 419.03          | 222.06          | 88.70%        | 409.03          | 2.44%        |
| <b>Total Equity</b>                   | <b>445.17</b>   | <b>242.97</b>   | <b>83.22%</b> | <b>435.16</b>   | <b>2.30%</b> |
| Borrowings                            | 1,180.87        | 1,001.18        | 17.95%        | 1,091.00        | 8.24%        |
| Debt Securities                       | 14.92           | 29.78           | (49.90%)      | 25.34           | (41.12%)     |
| Other Liabilities and Provisions      | 13.21           | 14.26           | (7.36%)       | 15.73           | (16.02%)     |
| <b>Total Equity &amp; Liabilities</b> | <b>1,654.17</b> | <b>1,288.19</b> | <b>28.41%</b> | <b>1,567.22</b> | <b>5.55%</b> |
| Loans                                 | 1,330.85        | 1,082.90        | 22.90%        | 1,260.00        | 5.62%        |
| Non-Financial Assets                  | 297.32          | 186.04          | 59.82%        | 283.70          | 4.80%        |
| Other Financial Assets                | 26.00           | 19.25           | 35.06%        | 23.53           | 10.50%       |
| <b>Total Assets</b>                   | <b>1,654.17</b> | <b>1,288.19</b> | <b>28.41%</b> | <b>1,567.22</b> | <b>5.55%</b> |

A black and white photograph of a hand dropping a coin into a stack of coins. In the foreground, there are several other stacks of coins of varying heights. The background is blurred, showing what appears to be a desk with a pen and some papers. A red curved graphic element is at the bottom of the image.

## **Strategic Priorities & Competitive Strengths**

# Strategic Priorities (Medium-Term Focus)



## Operating Leverage & Profitability

Optimisation of leverage to structurally improve returns, **with a targeted ROA of 3.50% - 3.75% and ROE of 13.50% - 14.00%**, driven by scale benefits, improved asset mix and operating efficiency.

## Diversified Borrowing & Liability Strategy

Diversification of borrowing profile by exploring **new funding avenues such as ECBs and credit guarantee structures**, improving cost of funds, tenor mix and balance sheet resilience.

## Geographic Diversification & Branch Expansion

Geographic diversification through calibrated expansion into new and adjacent markets. Branch additions to support deeper penetration, improved sourcing and **achievement of targeted ~30% AUM CAGR**.

## Technology-led Execution & Turnaround Efficiency

Technology advancement across sourcing, underwriting and servicing **to reduce turnaround time (TAT)**, enhance customer experience and improve operating scalability.



# WHY US?



01

## Digital – First Operations

**110+ tech tools** incl. Tab – based LOS, Synofin LMS/LOS, Synno CRM; reduced TAT, automated workflows, CKYC, and NPA Management.

02

## Laxmi Mitra referral App

This app enables real - time tracking and minimal acquisition cost.

03

## Experienced Team

**1,750+ employees** with leadership averaging 10+ years NBFC experience.

04

## Focus on Inclusion

**25%** of borrowers are rural / semi - rural women entrepreneurs.

05

## Strong Lender Network

**50 PSU, SFB, FI & NBFC partners;** zero delays / defaults.

06

## Diversified Reach

**9 products, 40,800+ customers across 5 states;** Tier- I/III city focus; aligned with Make in India.

07

## Secure, Scalable Infrastructure

**170 Branches** On Real-time Systems; Digital Collections (E-NACH, Auto Dialler, M-collection); End-point Security For Remote Connectivity.



A black and white photograph of a hand dropping a coin into a stack of coins on a table. The hand is positioned in the upper right, with the coin falling towards the center. Several stacks of coins are visible on the table, with one stack being the tallest. The background is blurred, showing a glass jar and some papers. A red curved graphic element is at the bottom.

## **Business Model & Operating Engine**

# Company Overview and Operating Footprint



## 2011 - Acquired RBI-registered NBFC

Laxmi India Finleasecap Pvt. Ltd.; merged DFL operations; portfolio ~Rs. 32 Cr, 4 branches.

## Today – 170 Branches

across Rajasthan, Gujarat, MP, Chhattisgarh & UP; serving rural, semi-urban & urban markets.

## Diverse Portfolio

Secured MSME/SME Loans, Mortgage Loans, Business Loans, LAP, Personal Loans,

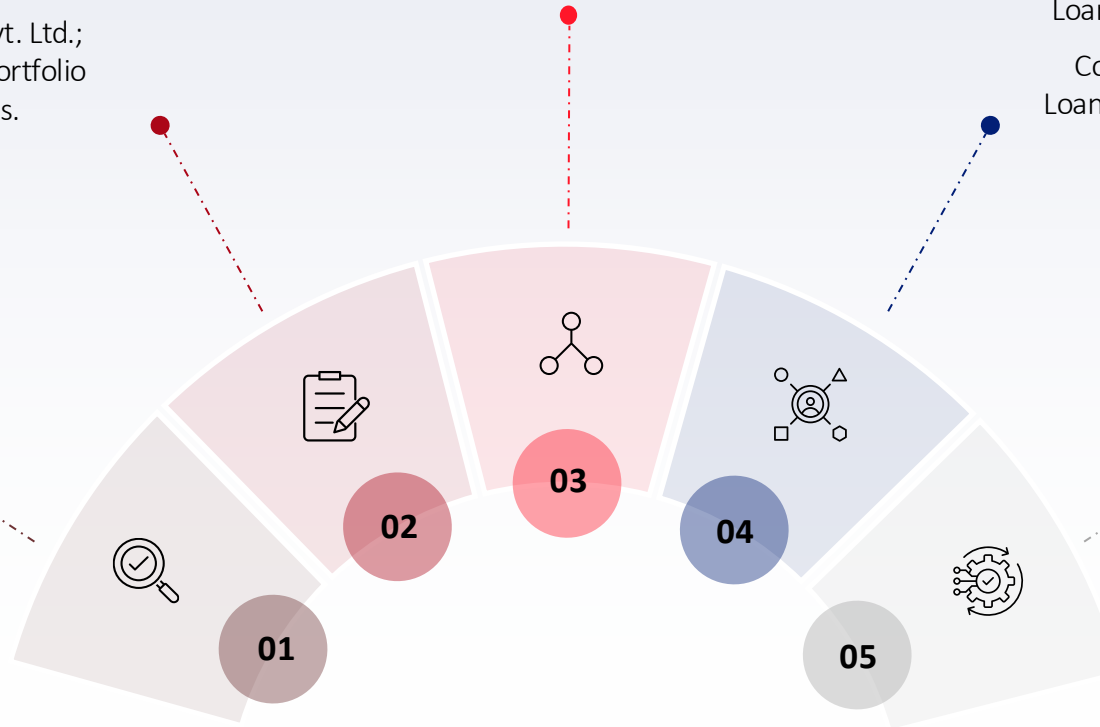
Commercial & Non-Commercial Vehicle Loans, Tractor Loans, Two-Wheelers, Electric Vehicles, Wholesale Lending.

## Founded in 1993-94

as Deepak Finance and Leasing Company (DFL) in Jaipur; initially focused on vehicle financing.

## Tech-enabled Operations

Centralised control from Jaipur HQ with online LMS & LOS systems for efficiency and scalability.



# Consistent Scale-Up Across AUM, Profitability and Footprint



Crossed AUM of ₹ 200 Cr.

External credit Rating "BB+"

Equity Infusion of ₹ 16.87 Cr.

Branch Network crossed to 65

Forayed in new geography i.e. Gujarat

Crossed AUM of ₹ 400 Cr.

Forayed in new geography i.e. Madhya Pradesh

External credit Rating "BBB+"

Listed NCD on BSE at WDM

Upgrade in external credit rating to "A-"

Crossed Net-worth of ₹ 125 Cr.

Branch network crossed 100.

Forayed in new geography i.e., Chhattisgarh.

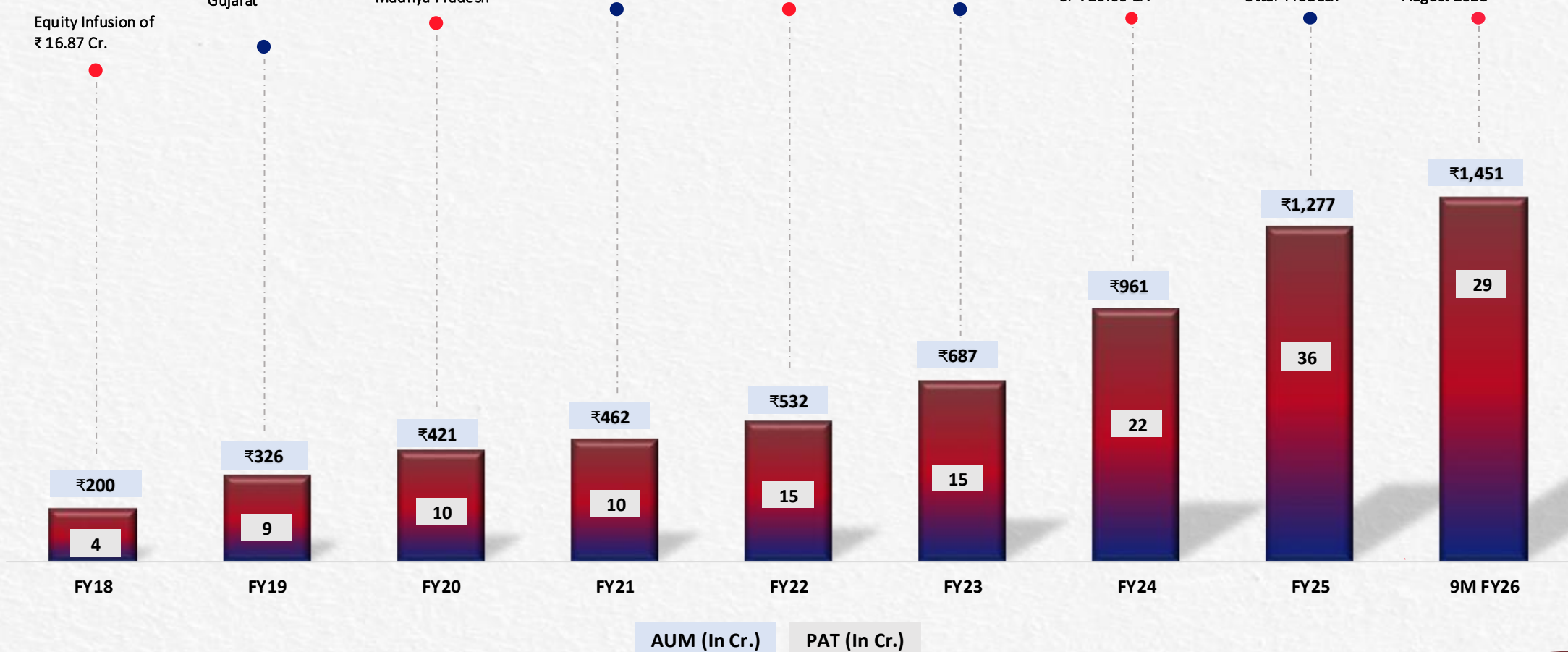
Equity Infusion of ₹ 26.66 Cr.

AUM crossed ₹ 1,000 Cr.

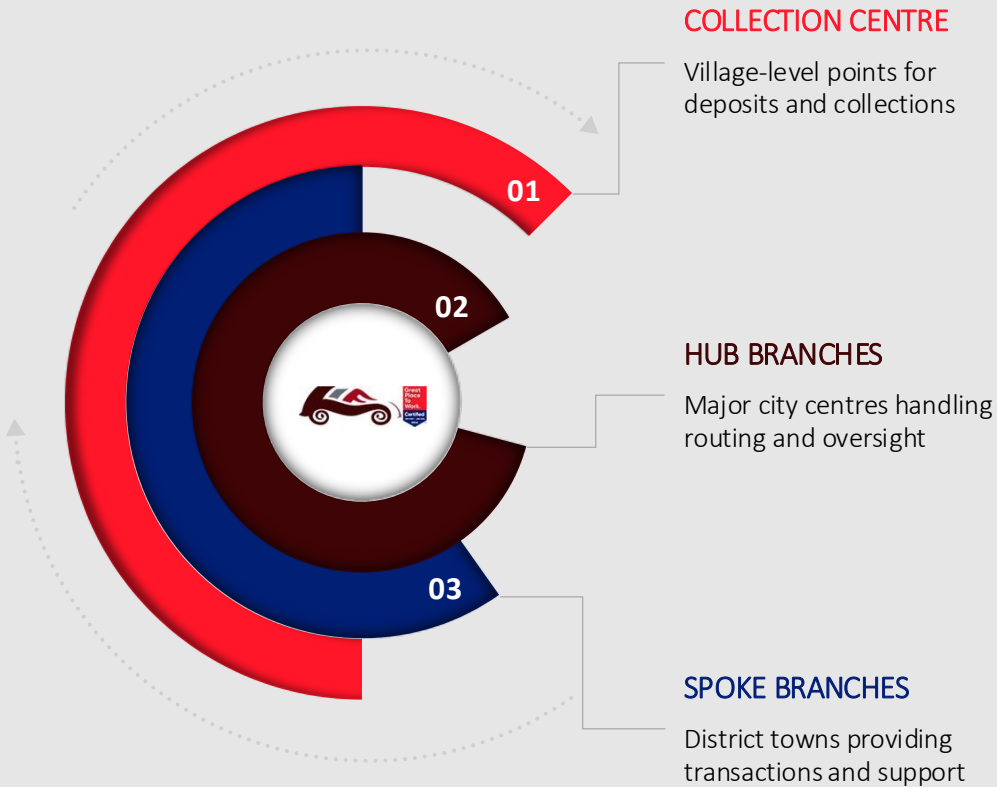
Forayed in new geography i.e., Uttar-Pradesh

AUM crossed ₹ 1,450 Cr.

Successfully completed IPO in August 2025



# Branch-Led, Relationship-Driven Operating Model



## Distribution at Scale

01

- 170+ touchpoints across Tier II & III markets
- Deep presence in rural & semi-urban India
- Cluster-based branch expansion model

02

## Focused Customer Segments

- Small traders & shop owners
- MSME & self-employed borrowers
- Vehicle loan customers & transport operators
- Largely informal / underbanked profiles

03

## What Differentiates Our Offering

- Fast approvals with low documentation
- Cash-flow based, risk-aligned pricing
- Digital-first journey with branch-level support

Strong relationships with  
funding partners enabling  
cost-effective capital sourcing  
and financial flexibility

High Income Customers

Middle Income Customers  
(Our customers)

Low Income Customers  
(our customers)

# Unique Strengths & Differentiated Advantages (USP)



01

## Branch-Led, Relationship - Driven Model

Deep presence across Tier II & III markets with branch-embedded Relationship Managers driving sourcing, underwriting, and collections, resulting in superior customer connect and asset quality.

02

## Technology - Enabled, Low - TAT Operations

End-to-end digital ecosystem including LOS/LMS, vehicle valuation tools, e-NACH, CRM, auto-dialler, and digital collections enabling faster turnaround times (24 - 48 hours for CV loans; 7 - 10 days for MSME).

03

## Conservative & Centralised Credit Framework

Cash-flow based underwriting with collateral backing, conservative LTVs, and centralized credit appraisal ensuring consistency, strong governance, and low delinquencies.

04

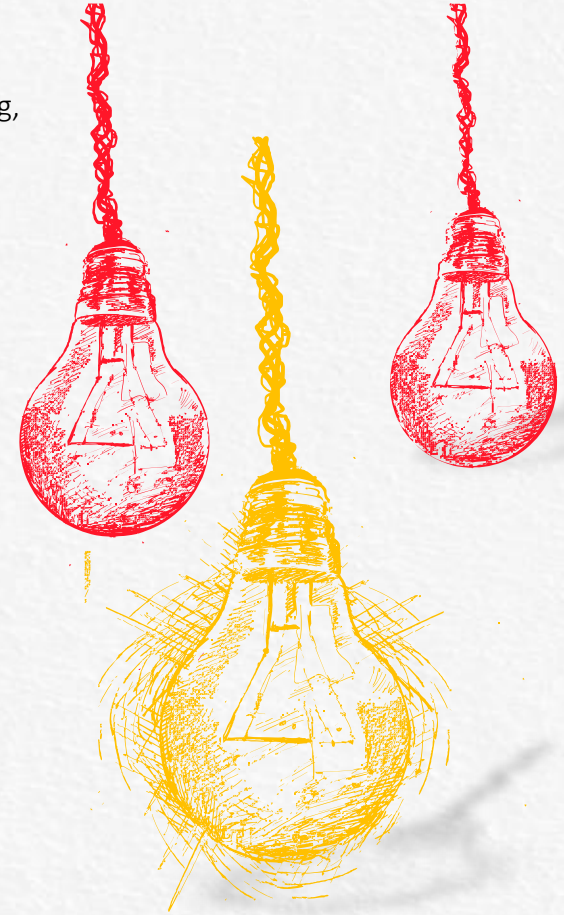
## Strong Lender & Capital Franchise

Zero repayment delays since inception, trusted relationships with 50+ lenders, and a strong capital base with ~23% of the portfolio funded through net worth and internal accruals.

05

## Proven Semi - Urban & Rural Franchise

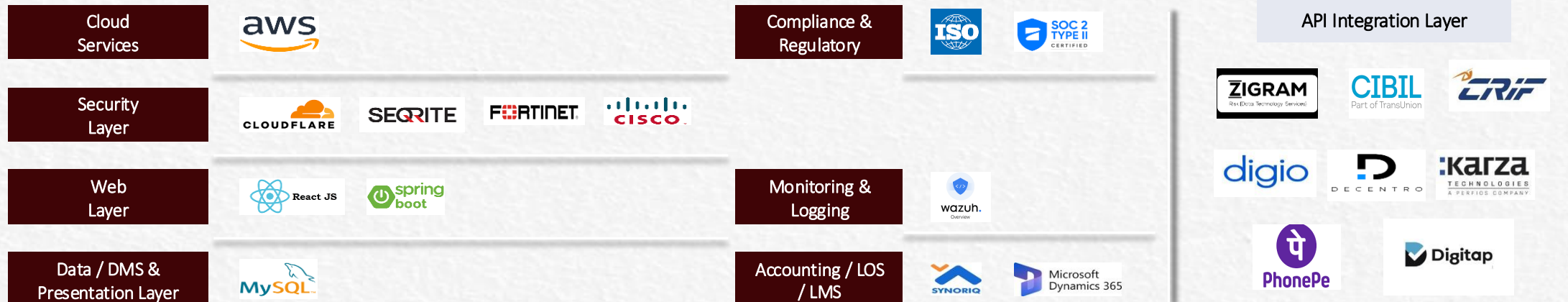
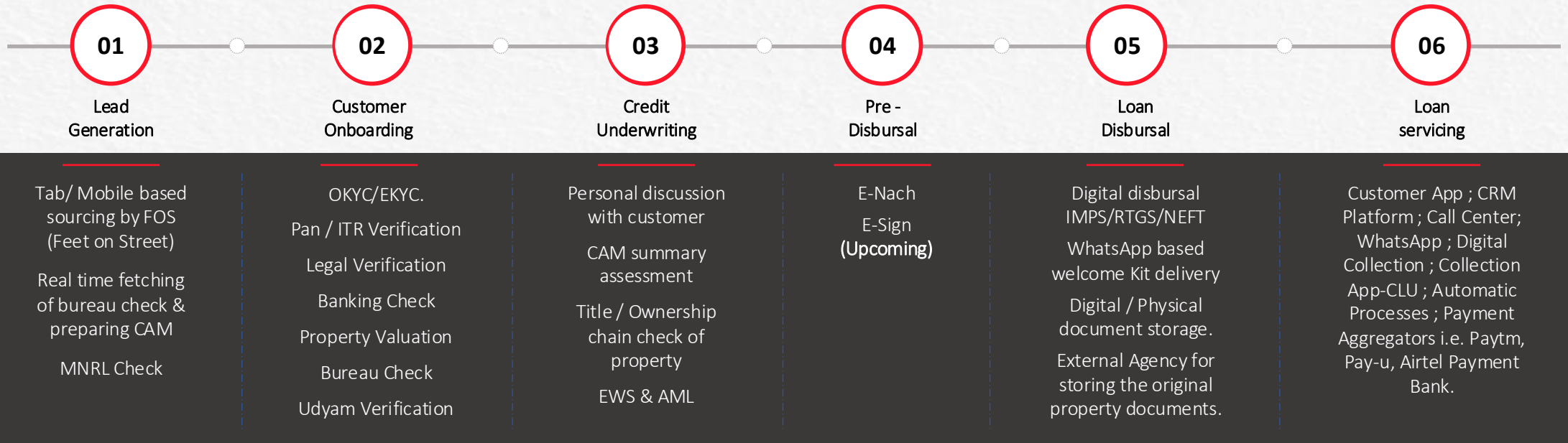
Diversified product suite across MSME, business, and vehicle loans serving underbanked borrowers, including ~25% women borrowers and 37% first-time borrowers.



A black and white photograph of a hand dropping a coin into a slot. In the foreground, there are several stacks of coins of varying heights. The background is blurred, showing what appears to be a cash register or a similar mechanical device. A red curved graphic element is at the bottom of the image.

## Technology, Credit & Collections

# End-to-End Digital Platform Powering Scalable Lending



# Customer Acquisition Model Anchored in Local Presence



## Branch Led Sourcing

Loan origination is primarily driven through a wide branch network of 170 branches

Branches act as local sourcing, credit assessment, and collection hubs

Dense presence in core semi-urban markets



## Relationship Driven Origination

Dedicated Relationship Managers (RMs) embedded at the branch level

Single-point ownership: sourcing, assessment & engagement

Higher repeat business and lower delinquency risk



## Local Sourcing Advantage

Deep understanding of local borrower profiles, cash flows, and collateral values

Use of local intelligence and references for underwriting and collections

Faster decisions and stronger asset quality



## Semi - Urban Franchise Model

Cluster-based expansion in underserved markets

Lower operating costs and high customer stickiness

Strong community connect limits competitive intensity

# Multi-Channel Distribution with Strong Direct Control



## Direct Branch-Led Sourcing (Primary Channel)

- End-to-end sourcing managed by on-ground teams
- High control over credit assessment and collections
- Core contributor to customer acquisition
- 875 On-ground sales team as ending Q3 FY26



## Digital Channels (Supportive, Not Primary):

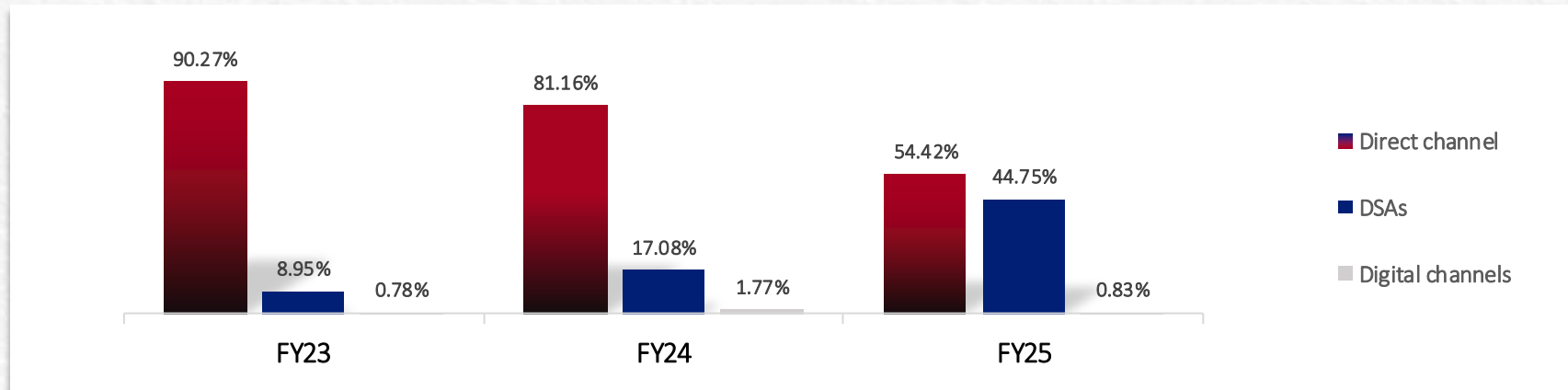
- Omnichannel engagement for awareness and lead support
- Platforms include WhatsApp and social media
- Limited contribution to direct sourcing



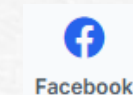
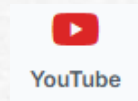
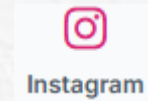
## Selective DSA-Led Sourcing with Strong Controls

- 200+ DSAs with in-house credit control
- Performance-linked commissions
- Strict governance and monitoring framework

Channel-wise  
Customer  
Sourcing



## Social Engagement



# Conservative and Structured Credit Appraisal Framework

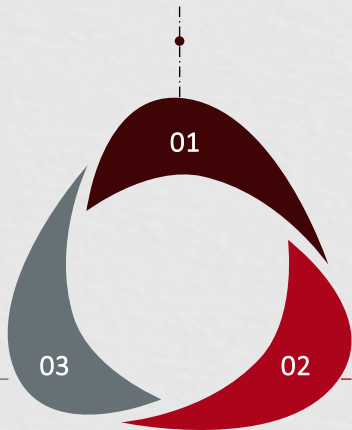


# Structured MSME Credit Assessment and Approval Framework



## Property & Collateral Verification

- CM/BM visit to residence and business premises
- Independent valuation, legal title check and CERSAI registration



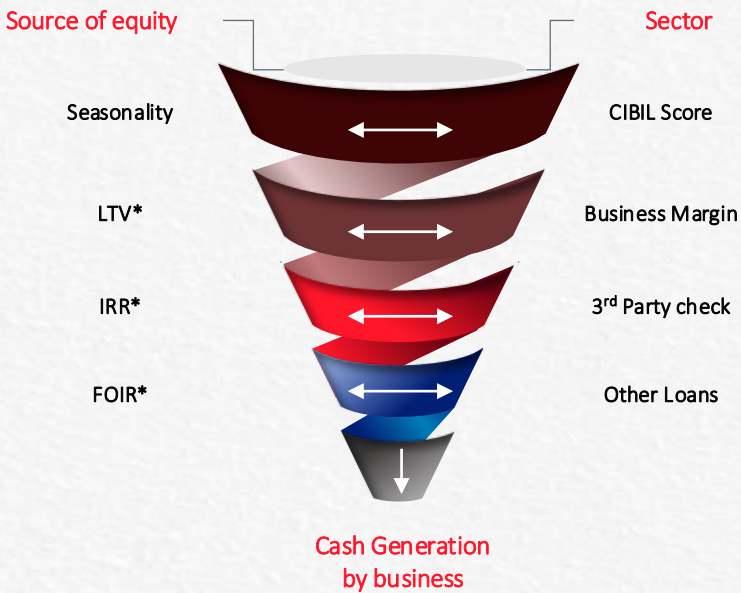
## Business & Cash Flow Assessment

- CM/BM assessment of business cash flows and margins
- End-use verification and negative list screening

## Field & Reference Checks

- Neighbourhood and reference verification
- Bureau check, bank statement review and obligation assessment

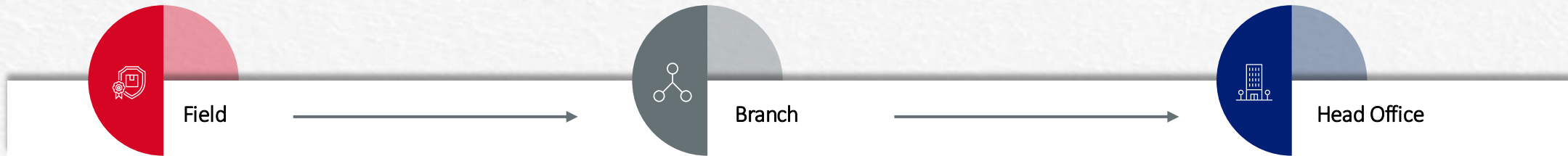
Inputs from assessment used to generate Credit Score



| Loan Ticket Size                        | Approval Decisions Structure |
|-----------------------------------------|------------------------------|
| up to ₹ 5,00,000                        | Credit Manager               |
| More than ₹ 5,00,000-up to ₹ 10,00,000  | Area credit Manager          |
| More than ₹ 10,00,000-up to ₹ 15,00,000 | Regional Credit Manager      |
| More than ₹ 15,00,000-up to ₹ 20,00,000 | Zonal Credit Manager         |
| More than ₹ 20,00,000-up to ₹ 25,00,000 | National Credit Manager      |
| More than ₹ 25,00,000                   | Loan Committee*              |

\*Loan Committee: Managing Director, Risk Head, Credit Head, Business Head & Collection Head

# End-to-End Credit Appraisal Process for Vehicle Finance



**Lead Generated**

FOS evaluates suitability of lead as per the product policy of the company



**FOS visits customer & obtains :**  
Application Form ; KYC ; Bank Statement

FOS submit customer KYC at Branch



**Bureau Check**



**Field Investigations**



**Valuation**



Branch Manager / Credit Manager / Cluster Head / Area Sale Manager to visit the customer to assess the over all case.



Credit Manager or Branch Manager recommends case to approving Authority



**Telephonic Review (TVR) from Head Office (HO) :**

Fixed Obligation ; Vehicle Details ; Prior Experience ; Income Level

**The Operations team evaluates the file and check the approval in the light of :**

Client's industry default levels ; Valuation under grid ; Vehicle is moving in the market



# Asset Quality Supported by Branch-Led Collections Framework



01

## Field-Intensive, Branch-Led Collections

- High branch density in core markets
- Frequent on-ground borrower engagement
- Relationship-based recovery & early warning identification

02

## Early Delinquency Detection and Preventive Action

- Branch-level monitoring of repayment behaviour
- Regular field follow-ups and physical verification
- Focus on prevention vs post-default recovery

03

## Conservative Credit and Underwriting Framework

- Conservative underwriting
- Collateral-backed lending
- Local credit expertise

04

## Adequate and Prudent Provisioning

- Provisions aligned with RBI ECL framework
- Controlled Stage-3 exposure
- Net NPAs remain low due to adequate buffers

## Provisioning Coverage Snapshot (9M FY26)

PCR Stage 3: 49.19%

PCR Stage 2: 2.33%

PCR Stage 1: 0.32%

A black and white photograph of a hand dropping a coin into a stack of coins. In the foreground, there are several other stacks of coins of varying heights. The background is blurred, showing what appears to be a desk with a pen and some papers. A red curved graphic element is at the bottom of the image.

## Customer & Product Profile

# Core Customer Segments And Target Profiles



T

A

R

G

E

T



## Salaried Segment

Salaried professionals in Tier II & Tier III cities, including government and private sector employees

Stable monthly income profiles supporting small-ticket, secured / cash-flow backed loans



## Self-employed Business Owners

Traders and service providers in Tier II & III cities

Working capital and expansion loans

Relationship-led, repeat borrowing profile



## MSME Customers

Micro-enterprises and SHGs in semi-urban & rural areas

Small-ticket, secured loans with flexible structures

Strong alignment with financial inclusion



## Vehicle Owners

Income-generating commercial assets

CVs, tractors, 3-wheelers & 2-wheelers

High visibility cash flows supporting credit quality

- 37.1% first-time borrowers, reflecting focus on under-served segments
- Multi-channel sourcing through branches, direct sales associates, and **Laxmi Mitra app**

# Diversified Lending Profile



## Tractor Loan

**Ticket Size:** up to ₹ 7 lakhs

**Purpose:** Transportation & commercial use

**Security:** Vehicle



## Two - Wheeler

**Ticket Size:** up to ₹ 1.5 lakhs

**Purpose:** Personal Use

**Security:** Vehicle



## Commercial Vehicle Loan

**Ticket Size:** up to ₹ 10 lakhs

**Purpose:** Transportation & commercial use

**Security:** Vehicle



## Two - Wheeler EV Loan

**Ticket Size:** up to ₹ 7 lakhs

**Purpose:** Personal use

**Security:** Vehicle



## Electric Vehicle Loan

**Ticket Size:** up to ₹ 4 lakhs

**Purpose:** Extended to three wheelers for transportation and commercial use

**Security:** Vehicle



## Mortgage Loan

**Ticket Size:** up to ₹ 25 lakhs

**Purpose:** Purchase property, House Construction/Renovation

**Security:** Residential Property



## MSME

**Ticket Size:** up to ₹ 25 lakhs

**Purpose:** Working Capital Limit & Business expansion

**Security:** Commercial/Residential property



## Wholesale Lending

**Ticket Size:** ₹ 25 lakhs - ₹ 500 lakhs

**Purpose:** On-lending to individual/Groups for MSME & Vehicle Loan

**Security:** Loan Portfolio



## Personal Loan

**Ticket Size:** up to ₹ 4 lakhs

**Purpose:** Personal Use

**Unsecured Product**



## Business Loan

**Ticket Size:** up to ₹ 4 lakhs

**Purpose:** Business Development, working capital, business expansion

**Unsecured Product**

A black and white photograph of a hand dropping a coin into a stack of coins. In the foreground, there are several other stacks of coins of varying heights. The background is blurred, showing what appears to be a desk with a pen and some papers. A red curved graphic element is at the bottom of the image.

## **Governance, Management & Capital Confidence**

# Promoter Profile and Leadership Overview



**Mr. Deepak Baid**  
*Managing Director*

“

First-generation entrepreneur with over two decades of experience in the financing sector

Commerce graduate with active involvement in social and community organisations, including Jain Tera Panthi Samaj, Mother Teresa Home and Jain International Trade Organisations

Provides overall leadership and management of the Company's business operations, people and ventures

Responsible for developing and executing business strategies to achieve the objectives of the Board and shareholders

Maintains and strengthens relationships with shareholders, stakeholders, business partners and regulatory authorities

”

# Promoter Profile and Leadership Overview



Co-founder member of LIFL and appointed as Director of the Company

Actively involved in operations and human resource functions

Has contributed to the growth of the business since its inception



**Mrs. Aneesha Baid**  
*Whole Time Director*

Entrepreneur and businesswoman with over two decades of experience; has contributed to multiple family businesses in India in various roles

Actively involved in CSR initiatives and strategic planning

Associated with the growth of the business since its inception



**Mrs. Prem Devi Baid**  
*Whole Time Director*

# Independent Directors



**Mr. Anil Patwardhan**  
(Independent Director)

Masters with Honours in International Finance and Banking from University of Mumbai

**40 Years** of Banking Experience with Reputed PSU Bank. Held various positions at Different levels with Leadership Role in different Parts of Country and Overseas Place.  
- San Francisco USA.

Head of International Syndication Team and Head of large Corporate with Asset size of **Rs 18000 Cr.** Last Post was General Manager Large Corporate - Medium Corporate.

**Prior Experiences :**  
General Manager- Credit Monitoring at BOI.  
Sr. Director - BrickWorks Rating.



**Mr. Brij Mohan Sharma**  
(Independent Director)

M.Com (Medallist) and CAIIB professional certification course offered by the Indian Institute of Banking and Finance (IIBF) to professionals working in the banking and financial services industry in India.

**40 years** of experience in the banking and financial services industry. He began his career with Oriental Bank of Commerce in 1983 and has held several senior positions at public sector banks such as Punjab National Bank and Canara Bank.

He has also been recognized by the Pension Fund Regulatory and Development Authority (PFRDA) with the "Splendid 7" award for outstanding performance in the Atal Pension Yojana.

**Prior Experiences :**  
Executive Director at Canara Bank.



**Mr. Surendra Mehta**  
(Independent Director)

**Qualification :** Commerce graduate.

Contributes in the decisions making to improve the financial performance of the company.

He is having very rich knowledge of Finance and banking.

**Prior Experiences :**  
Director at Opus Biz Ventures Pvt. Ltd. & BFL Asset Finvest Limited



**Mr. Kalyanaraman Chandra Choodan**  
(Independent Director)

**Qualification :** MCS and CAIIB professional certification course offered by the Indian Institute of Banking and Finance (IIBF) to professionals working in the banking and financial services industry in India.

Having **40 years** of expertise in regulation, supervision, compliance, and payment systems. He has held key roles with the Reserve Bank of India (RBI), State Bank of India (SBI), international organizations, and non-banking financial institutions.

**Prior Experiences :**  
Regional Advisor in IMF; Deputed by RBI as Director supervision with Bank of Mauritius.

# Experienced Senior Management Team (1/2)



**Mr. Gopal Krishan Sain**  
Chief Financial Officer

**Experience :** 12+ years  
**Qualification :** CA, B.com



**Mr. Rohit Mathur**  
National Credit Manager

**Experience :** 12+ years  
**Qualification :** CA



**Mr. Piyush Somani**  
Chief Treasury Officer

**Experience :** 15+ years  
**Qualification :** FCA, B.com



**Mr. Priya Kadyan**  
Associate Vice President  
- Audit

**Experience :** 14+ years  
**Qualification :** CA



**Mr. Kuldeep Singh**  
Chief Business Officer

**Experience :** 18+ years  
**Qualification :** MBA & BE



**Mr. Arun Sengar**  
Operation Head

**Experience :** 16+ years  
**Qualification :** BSC



**Mr. Sourabh Mishra**  
Chief Compliance Officer &  
Company Secretary

**Experience :** 7+ years  
**Qualification :** CS, M.Com

**Sourabh Mishra  
&  
Associate**

# Experienced Senior Management Team (2/2)



**Mr. Sanjay Ojha**

*National Collection Head*

*Experience : 15+ years*

*Qualification : LLB*



**Mr. Shubham Sogani**

*Zonal Head - Legal*

*Experience : 12+ years*

*Qualification : LLB, B.Com*



**Mr. Kshitij Agarwal**

*AVP – Human Resources*

*Experience : 17+ years*

*Qualification : MBA*



**Mr. Siddharth Modi**

*Vice President - IT*

*Experience : 9+ years*

*Qualification : B.Tech*



**Mr. Shubham Gupta**

*DVP - Treasury*

*Experience : 9+ years*

*Qualification : CA, B.Com*



**Mr. Shivam Bajaj**

*Vice President – Risk*

*Department*

*Experience : 9+ years*

*Qualification : CA*



# Our Lenders (1/3)



## PSU (9)



भारतीय स्टेट बैंक  
State Bank of India  
हर भारतीय का बैंक  
THE BANKER TO EVERY INDIAN



केनरा बैंक  
Canara Bank



Union Bank  
of India



इंडियन बैंक  
Indian Bank



बैंक ऑफ महाराष्ट्र  
Bank of Maharashtra  
भारत सरकार का उद्यम



इण्डियन ओवरसीज़ बैंक  
Indian Overseas Bank  
आपकी प्रगति का सच्चा साथी  
Good people to grow with



IDBI BANK  
Bank Aisa Dost Jaisa



UCO BANK  
(A Govt. of India Undertaking)  
Honours Your Trust



बैंक ऑफ़ बड़ौदा  
Bank of Baroda

## Private Banks (10)



Formerly The Catholic Syrian Bank Ltd.



kotak  
Kotak Mahindra Bank



DCB BANK



FEDERAL BANK  
YOUR PERFECT BANKING PARTNER



SOUTH  
INDIAN Bank



Bandhan Bank  
Aapka Bhalai, Sabki Bhalai.



IDFC FIRST  
Bank  
Always You First.



SBM bank



Karur Vysya Bank  
Smart way to Bank



IndusInd Bank

# Our Lenders (2/3)



## Small Finance Banks (7)



## NBFC & FI's (21)



## NBFC & FI's (21)



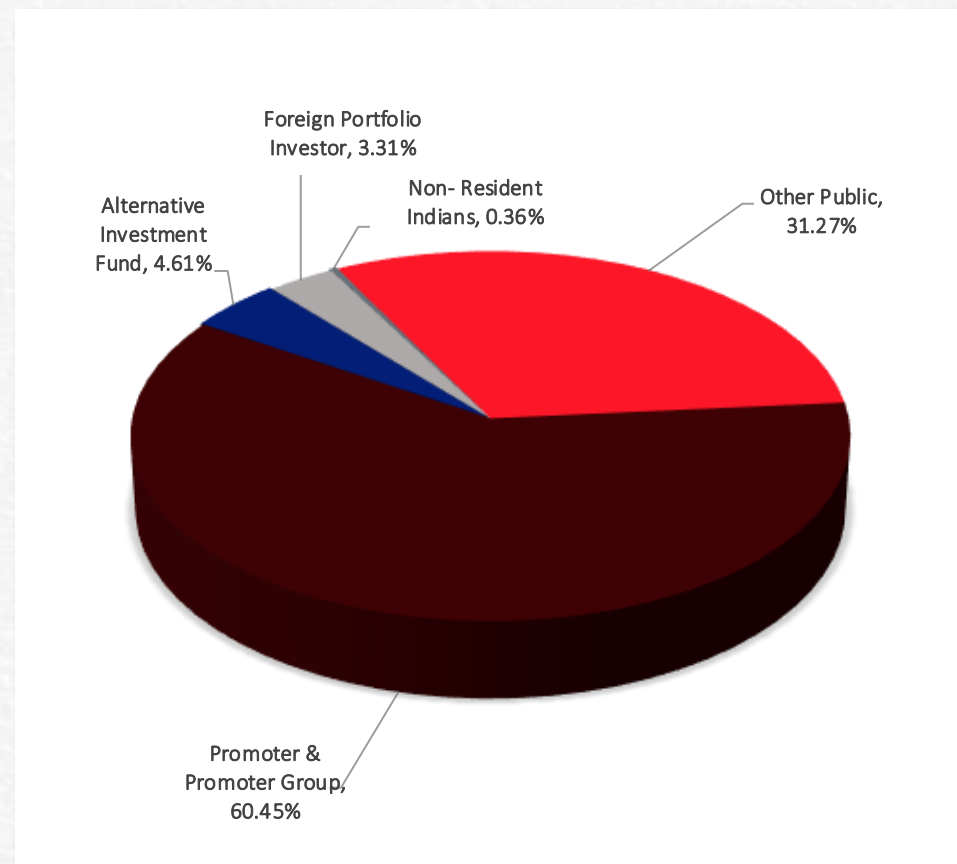
**NABKISAN FINANCE LIMITED**  
(a subsidiary of NABARD)



# Shareholding Pattern – Q3 FY26



| Category                          | As on December 31 <sup>st</sup> , 2025 |              |              |         |
|-----------------------------------|----------------------------------------|--------------|--------------|---------|
|                                   | No. of Shareholder                     | No of Shares | Amount       | %       |
| • Promoter & Promoter Group       | 10                                     | 3,15,98,468  | 15,79,92,340 | 60.45%  |
| • Other Shareholders - Public     | 31,582                                 | 2,06,69,407  | 10,33,47,035 | 39.55%  |
| Alternative Investment Fund (AIF) | 8                                      | 24,07,253    | 1,20,36,265  | 4.61%   |
| Foreign Portfolio Investors       | 9                                      | 17,29,963    | 86,49,815    | 3.31%   |
| Non-Resident Indians              | 206                                    | 1,87,166     | 9,35,830     | 0.36%   |
| Other Public                      | 31,359                                 | 1,63,45,025  | 8,17,25,125  | 31.27%  |
| Total                             |                                        | 5,22,67,875  | 26,13,39,375 | 100.00% |



**Note :-** \* Cumulative holding of promoter and promoter group stood at 60.45% and remaining 39.55% held by other shareholder after the initial public offer.



**Thank You**

**Investor Relations**

**Rajat Gupta**

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+91 99718 9939