

**26<sup>th</sup> August 2025**

**To  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai 400001**

**National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1, G  
Block Bandra, Kurla Complex, Bandra  
(East) Mumbai 400051**

**Scrip Code – 511742**

**Symbol – UGROCAP**

**Subject: Submission of Investor Presentation- August 2025**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith investor presentation of the Company.

This is for your information and records.

The aforesaid information is being made available on the Company's website at [www.ugrocapital.com](http://www.ugrocapital.com)

Thanking You,

**For UGRO Capital Limited**

**Satish Kumar**  
**Company Secretary and Compliance Officer**  
*Encl: a/a*

**UGRO CAPITAL LIMITED**

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# UGRO Capital Limited

**Building an Institution for MSME Lending**

Data Tech Empowering  
Small Businesses (MSME) Lending

## Investor Presentation

**August 2025**

NSE: UGROCAP | BSE: 511742



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# Q1'FY26 Snapshot: Strategic Initiatives and Expansion

## Equity Fund raise:

Equity raise of INR 1,300 Cr; Completed Rights Issue of INR 381 Cr. Exchange approval in progress for Preferential Issue of INR 911 Cr

## Profectus acquisition:

Announced acquisition of M/s Profectus Capital Private Limited to acquire 100% equity for consideration of INR 1,400 Cr. Approval from RBI in progress

## Focus on Emerging Market (EM) channel<sup>(1)</sup>:

286 branches as of June 30, 2025; branch expansion to complete by Sep-25. AUM mix increased to ~23% as of Jun'25

## Lower disbursal volumes in Q1:

Net loans originated at INR 1,599 Cr compared to INR 2,436 Cr in Q4'FY25 and INR 1,146 Cr in Q1'FY25 driven by tightened underwriting

## Scale in Embedded finance:

Our embedded finance platform, MSL continues to gain momentum crossing INR 1,000 Cr AUM milestone as of Jun'25, reflecting strong traction

## Stable Asset Quality:

GNPA maintained at 2.5% with all portfolio parameters stable; provision coverage maintained at 47%.

(1) 'Micro' has been renamed as 'Emerging Market' for better reference to our focus segment

# Performance snapshot for Q1'FY26

	FY25	Q1'FY26 <sup>(6)</sup>	Q1'FY25 <sup>(6)</sup>	
AUM (INR Cr)	12,003	12,081	9,218	↑ 31%
Net Disbursement (INR Cr) <sup>(2)</sup>	7,651	1,599	1,146	↑ 39%
Off-book AUM (%)	42%	42%	45%	↓ 279 bps
Net Total Income (%) <sup>(3)</sup>	13.7%	12.4%	13.1%	↓ 72 bps
Pre-Tax Profit (INR Cr)	203.1	48.2	42.8	↑ 12%
PAT (INR Cr)	143.9	34.1	30.4	↑ 12%
Cost to Income Ratio	53.8% <sup>(1)</sup>	55.7% <sup>(1)</sup>	54.1%	↑ 164 bps
ROA <sup>(3)</sup>	2.4% <sup>(1)</sup>	2.0% <sup>(1)</sup>	2.4%	↓ 45 bps
ROE <sup>(4)</sup>	8.7%	6.7%	7.7%	↓ 100 bps

Annualised EPS  
of Q1'FY26<sup>(5)</sup>:  
**INR 14.4**

Price to Earnings Ratio  
**(P/E) -12.0x**  
(Basis BSE price as on Jun 30,  
2025)

(1) Excluding the impact of EM branch expansion, steady state **Cost to income is 52.7% and 51.0% and ROA is 2.3% and 2.9% for Q1'FY26 and FY25 respectively**

(2) Net Disbursement = Gross Disbursements – Repayment received in Supply Chain Financing during the period ; (3) On Average On-books AUM for the relevant period;

(4) Excluding equity component of CCDs; (5) Diluted EPS for Jun'25 of INR 13.3; (6) Annualised ratios for quarters

# Key metrics for Q1'FY26

01



## Asset Growth



### AUM

As of Jun'25: **12,081 Cr**  
(+31% Y-o-Y)



### Net Loans Originated

Q1'FY26: **1,599 Cr**  
(+39% Y-o-Y)



### Portfolio yield (net)

As of Jun'25: **17.5%**

02



## Profitability



### Net Total Income

Q1'FY26: **216 Cr**  
(+31% Y-o-Y)



### PPOP

Q1'FY26: **96 Cr**  
(+26% Y-o-Y)



### Net Profit

Q1'FY26: **34 Cr**  
(+12% Y-o-Y)

03



## Asset Quality



### GNPA

As of Jun'25 : **2.5%**  
(Jun'24: 2.0%)



### NNPA

As of Jun'25 : **1.7%**  
(Jun'24: 1.2%)



### Collection efficiency<sup>(1)</sup>

Jun'25 : **95%**

04



## Liability & Co - lending



### Borrowings

As of Jun'25 : **7,586 Cr**



### Co-lending

- Partnership with **17** co-lenders / co - originators
- **5,055 Cr** off-book AUM  
(+23% Y-o-Y)



### Cost of Borrowings

As of Jun'25 : **10.55%**

(1) Total Collections (including overdue) / Current month demand

# Serving a diverse set of customers with multi-product, multi-channel strategy

## UGRO's Focus

### Prime Intermediated: Metro & Tier 1/2 Branches

**Collateral:** Prime Property (For Sec.), Prime Machinery  
**Cashflow:** GST, Banking & Liquid income assessment

**Rs 1Cr – 15Cr**  
Customer Turnover

**Secured Biz. Loan: Rs 87L**

**Biz. Loan\*: Rs 19L**

**Prime Machinery: Rs 45L**

Average ticket size

**Yield: Sec/Biz/Mch: 14%/19%/15%**

**Tenure: Sec/Biz/Mch: 12/3/4 yrs**

**Channel AUM Mix: 47%**

**Sec/Biz/Mch : 20%/24%/2%**

**Tech Stack** **GRC+**  
**GroScore**

### Emerging Market: Tier 2 & beyond branches

**Collateral:** Standard Property  
**Cashflow:** Liquid income assessment

**<Rs 3Cr**  
Customer Turnover

**Rs 17L**  
Average ticket size

**Yield: 19%**  
**Tenure: 10 yrs**

**Channel AUM Mix: 23%**

**Tech Stack** **GRC+**

### Ecosystem Channel & Green Asset Financing

**Collateral:** Prime Machinery  
**Cashflow:** GST & Banking

**Rs 1Cr – 10Cr**  
Customer Turnover

**Rs 36L**  
Average ticket size

**Yield: 14%**  
**Tenure: 4 yrs**

**Channel AUM Mix: 11%**

**Tech Stack** **GRC+**  
**GroScore**

### Direct & Digital Alliances

**Collateral:** Receivables, FLDG from partner  
**Cashflow:** Banking & liquid income assessment

**<Rs 50L**  
Customer Turnover

**Alliances: Rs 4L**  
**Embedded Finance: Rs 1L**  
Average ticket size

**P&A/Embedded fin**

**Yield: 15%/ 26%**

**Tenure: 4 yrs/ 1 yr**

**Channel AUM Mix: 9%/8%**

**Tech Stack** **GRO line**  
**GRO CHAIN** **MyShubhLife**

\*CGTMSE backed

**Products sold across channels:** Intermediated: Secured Biz. Loan, Biz. Loan, Rooftop Solar and Machinery; Emerging Market: Secured Business Loan, Rooftop Solar and Machinery; Equipment finance and Green Asset Financing: Direct distribution and across other channels; Digital business & Alliances: Digital business and Embedded finance

Strategic decision to rundown lower yielding SCF book – not covered here

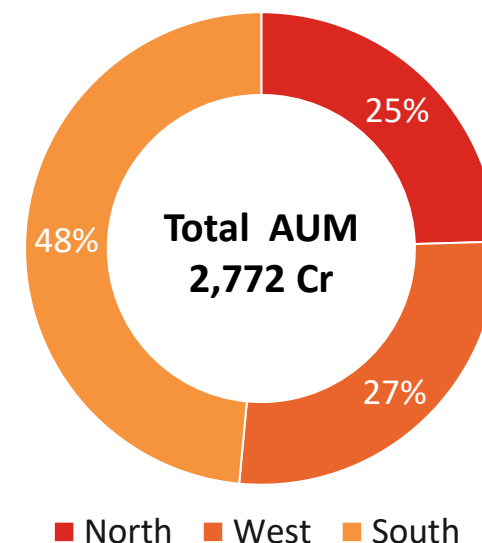


# Emerging Market: Vintaged branches tracking to our expectations

Parameters	Q1FY26- Overall	>=18 months	<18 months
# of branches	286	150	136
AUM (INR Cr)	2,772	2,308	463
AUM per branch (INR Cr)	9.7	15.4	3.4
Ticket size (INR Cr) <sup>(1)</sup>	0.2	0.2	0.2
Yield % <sup>(1)</sup>	17.8%	17.8%	18.0%
Tenor (months) <sup>(1)</sup>	131	129	135
GNPA %	2.1%	2.4%	0.2%
Credit cost - % of Avg AUM	0.9%	1.0%	0.3%
# of branches which achieved breakeven	121	94	27

Parameters	Branch Productivity	Yield %	Ticket size (INR Cr)	Tenor (months)	GNPA %	Credit cost %
Steady-state levels	INR 1.1 Cr p.m	18%	INR 0.2 Cr	125	3.7-4%	1.3-1.5%

## AUM split by geography



### Key highlights:

- EM AUM is spread PAN India. South contributes to 48% of the total AUM
- 63% of the vintaged branches have achieved breakeven as of Jun-25

(1) The numbers pertain to disbursements of Q1'FY26

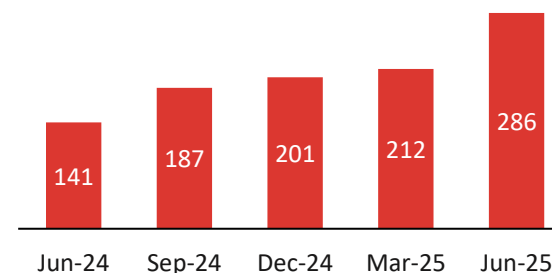


# Emerging Market: Key metrics snapshot

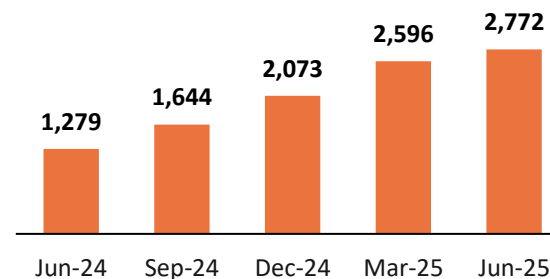
	Q1'FY26	FY25	FY24
# of branches	286	212	127
# of states	13	11	8
# of logins	7,998	35,143	19,847
Disbursement (INR Cr)	360	1,869	722
AUM (INR Cr)	2,772	2,596	1,144
AUM Mix %	23%	22%	13%

## Quarterly trends- Last 5 quarters

### # of branches:



### Channel AUM (INR Cr) trend:



## Strategy- Current/ Target

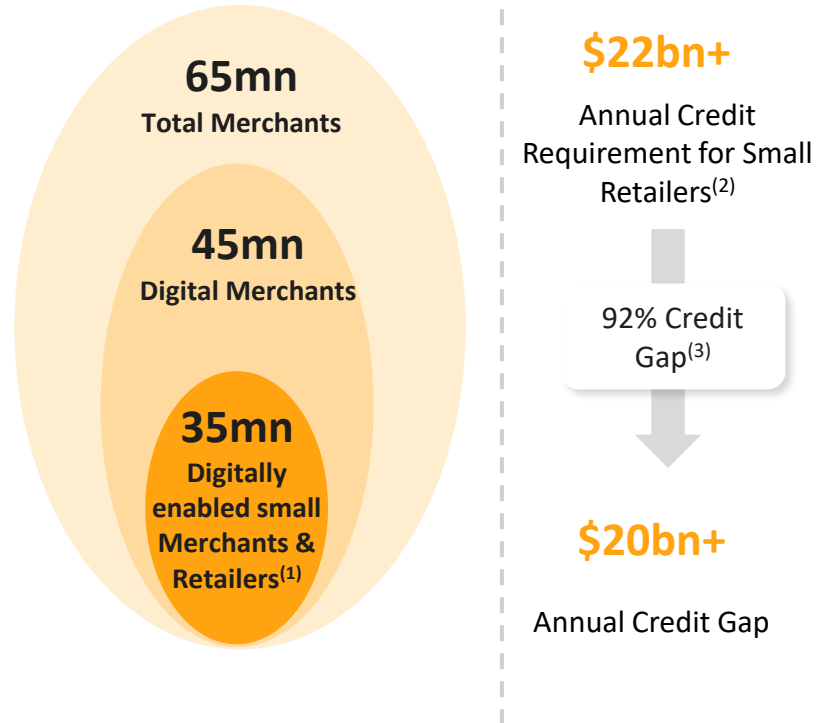
- Our planned expansion of the Emerging Market vertical is expected to be completed by Q2FY26.

- Focus on maximizing productivity of the branches.
- The AUM mix is planned to increase from current levels to approx. 32-35% in the near term.

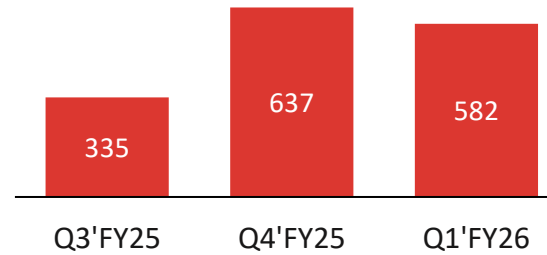
Our Emerging Market Channel continues to grow quarter on quarter with steady AUM and increase in number of branches as desired

# Embedded finance platform (MSL) acquisition tracking as per plan

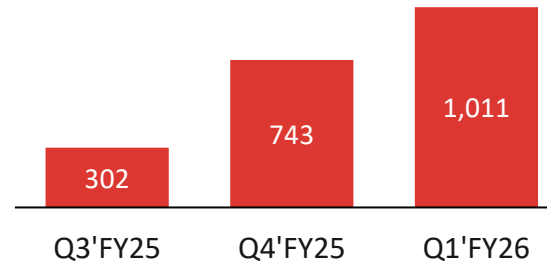
## Market opportunity



## Disbursement trend (INR Cr)



## AUM trend (INR Cr)



## MSL Performance so far..

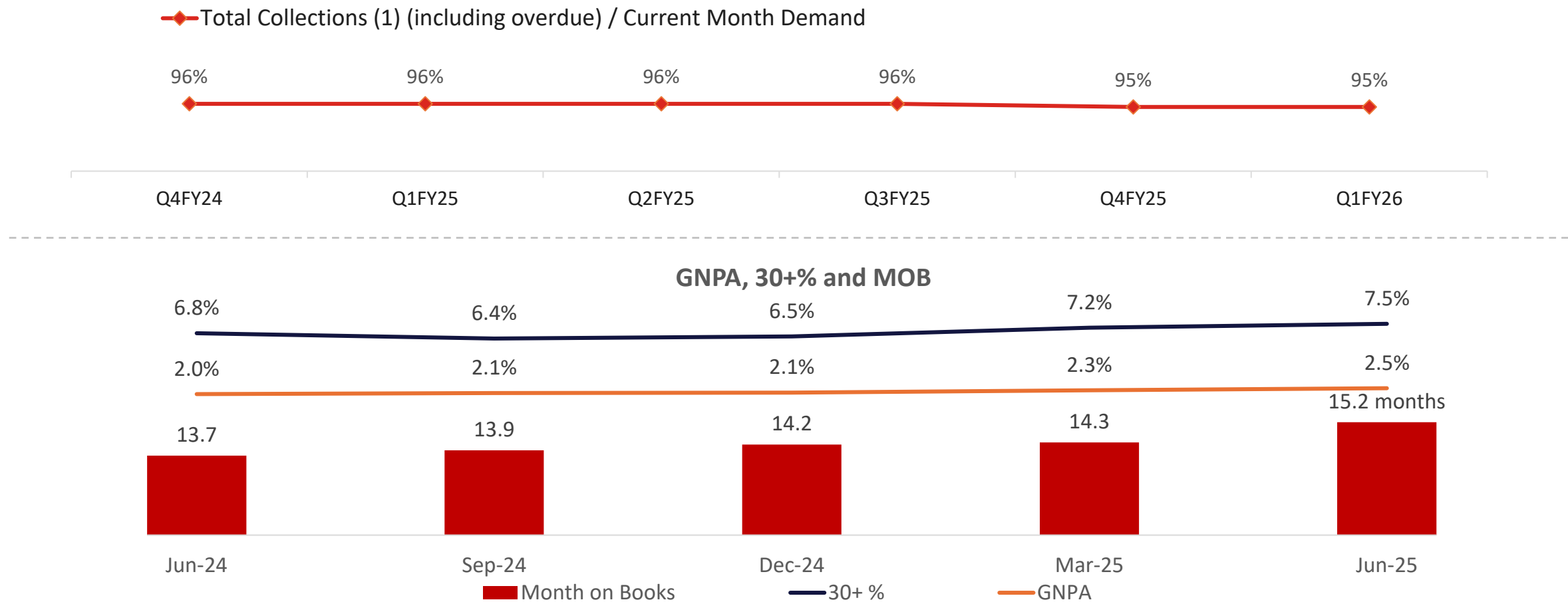
- Our targeted acquisition of the embedded finance platform (MSL) has tracked to the right scale.
- We have seen good traction for the partner volumes, with monthly run rate of Rs 150 Cr to Rs 200 Cr.
- Out of total universe of ~3 crore merchants pertaining to MSL's partners, we have served 1.15 lakh+ customers. The AUM as of Jun-25 is **INR 1,011 Cr.**
- The approval process for completion of acquisition is ongoing.

## Partnerships



# Our collection efficiencies and portfolio performance (1/2)

## Collection Efficiency, Month on Books, GNPA and 30+ quarterly trend



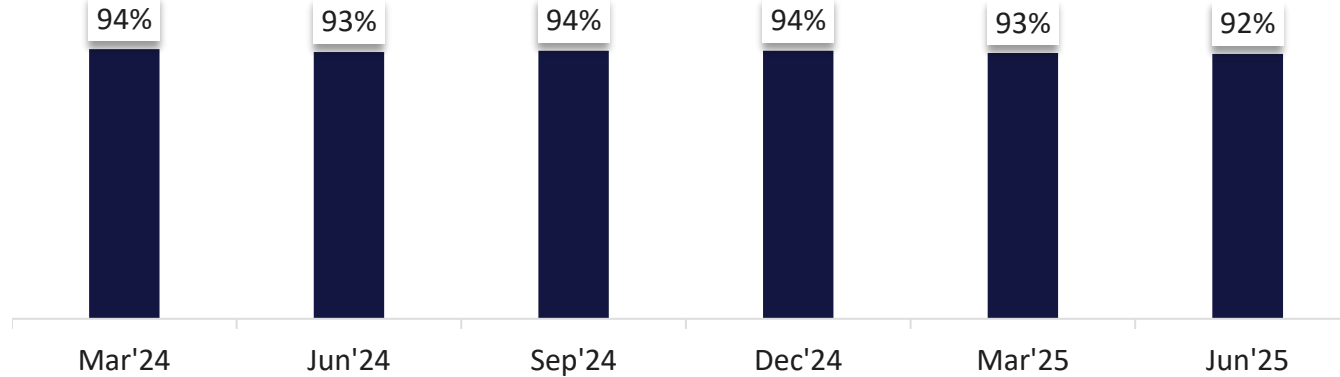
**Key highlights:**

- Portfolio performance is in line with increasing seasoning of book
- Unsecured portfolio has witnessed some stress on account of over leveraging; we have tightened our underwriting and have curtailed disbursements in last 2 quarters (INR 186 Cr in Q1’FY26 vs INR 623 Cr in Q2’FY25)

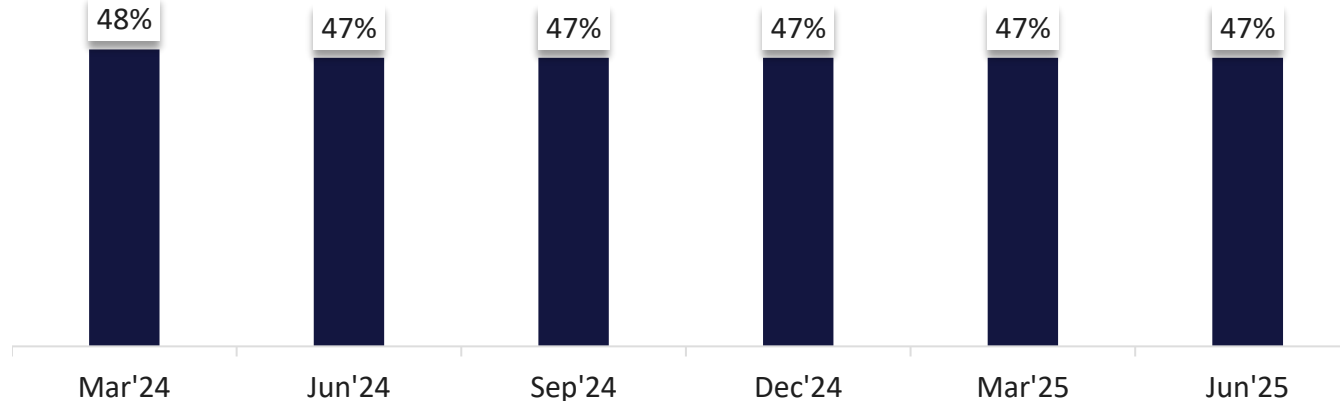
(1) Excluding foreclosures

# Our collection efficiencies and portfolio performance (2/2)

## Stable Stage 1 assets



## Adequate Provision Coverage Ratio



## ECL Data (Jun'25)

(INR Cr)	Loan Exposure	Loan Exposure (%)
Stage 1	11,170	92.5%
Stage 2	610	5.1%
Stage 3	301	2.5%
<b>Total</b>	<b>12,081</b>	<b>100.0%</b>

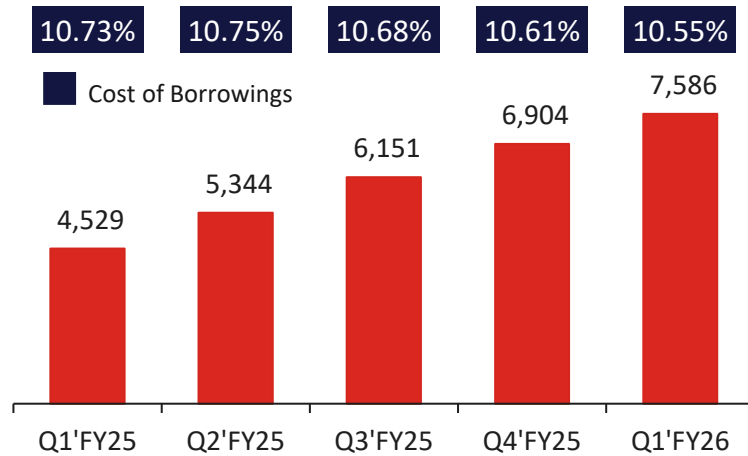
## Product wise GNPA

Product Category	AUM (INR Cr)	GNPA(%)
Secured Business Loan	2,454	0.9%
Business Loan	2,886	4.6%
Emerging market Loan	2,772	2.1%
Machinery Loan	1,651	2.0%
Partnerships & Alliances	1,072	1.0%
Embedded Finance	1,011	0.2%
<b>AUM<sup>(1)</sup></b>	<b>12,081</b>	<b>2.5%</b>

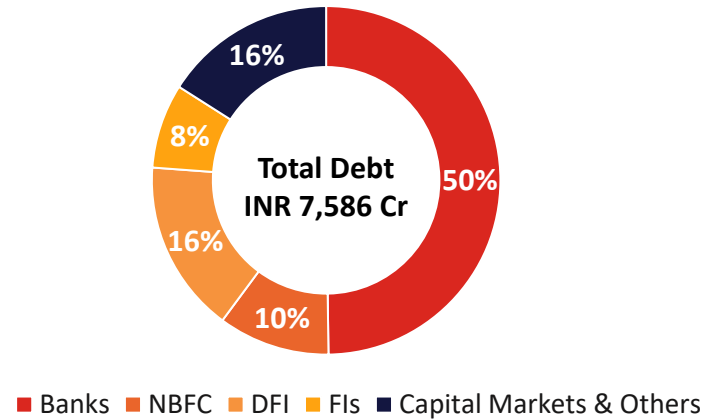
(1) AUM including run down portfolio of SCF amounting to INR 235 Cr. GNPA % at peak SCF AUM levels was 3.9% (Dec'23) which increased to 18.5% (INR 43 Cr) as of Jun'25 due to run down of portfolio

# Diversified Lender base and continued build-out of liability book

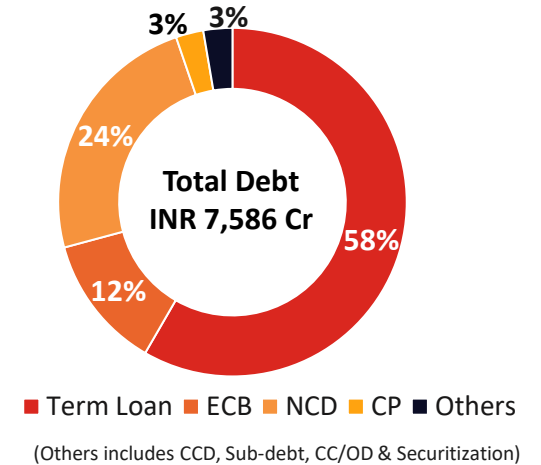
## Total Debt (INR Cr) and Cost of borrowings



## Liability mix by lender profile



## Liability mix by product



## Our liability sanctions have been raised from a diverse set of lenders

### Public Sector Banks and Institutions



### Private Sector Banks



### DFIs

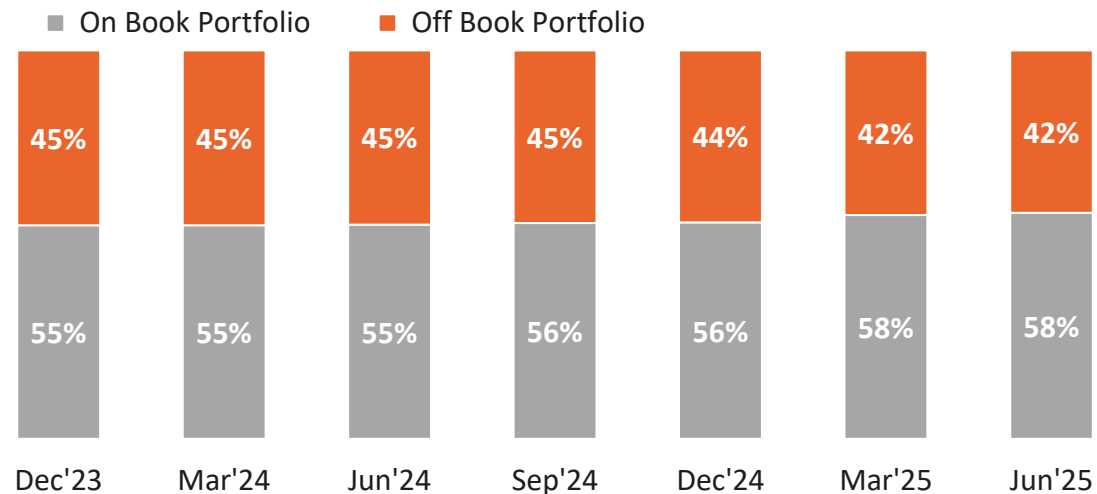


### NBFCs



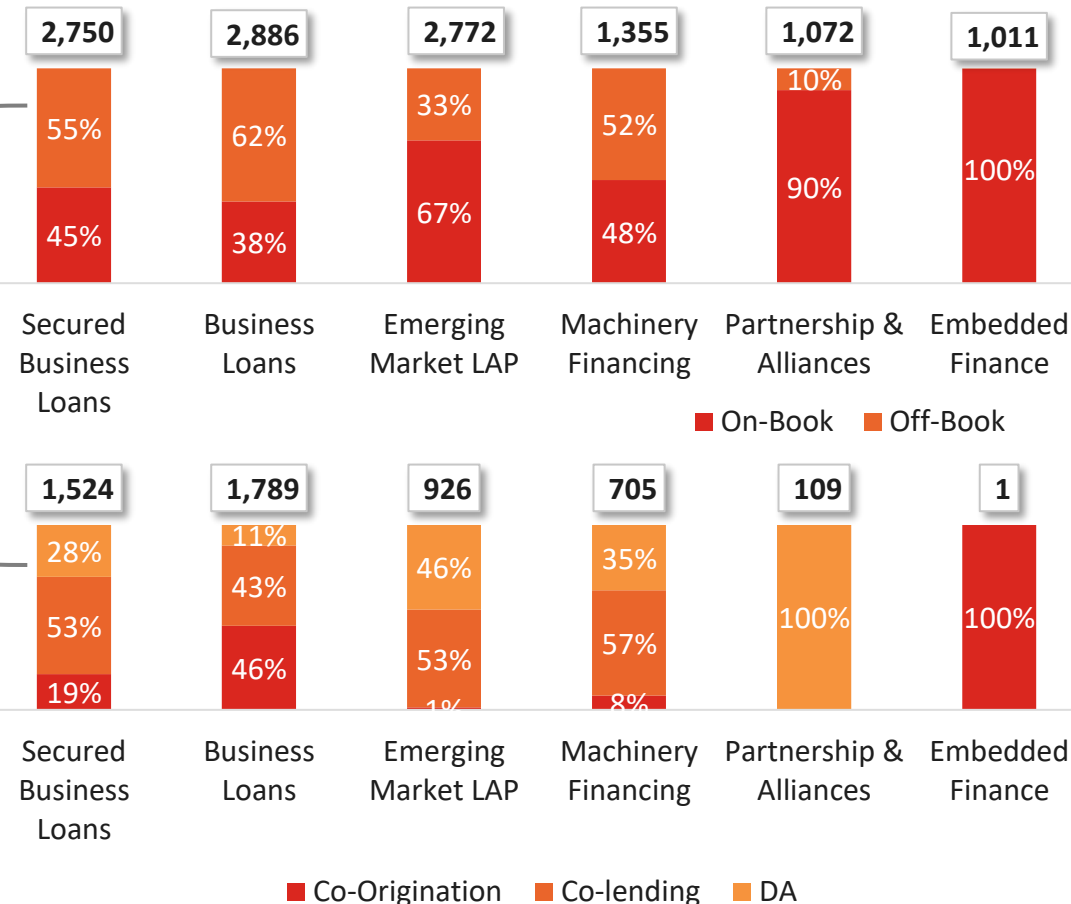
# Overall off book ratio maintained sustainably

## Off - Book AUM mix



	Dec'23	Mar'24	Jun'24	Sep'24	Dec'24	Mar'25	Jun'25
Off Book AUM	3,765	4,078	4,114	4,493	4,902	5,087	5,055
Co-lending	1,474	1,685	1,839	2,222	2,350	2,474	2,467
Co-Origination	1,615	1,610	1,513	1,398	1,412	1,352	1,178
DA	676	784	762	874	1,141	1,260	1,410

## Product wise Mix of off - Book AUM (Jun'25)



## Co-lending Partnership with 10 Banks and 7 NBFCs



# Finance | Quarterly Income Statement

Income Statement (INR Cr)	Q1'FY26	Q1'FY25	Y-o-Y	Q4'FY25	Q-o-Q
Interest Income	304.2	232.0	31%	264.4	15%
Income on Co-Lending / Direct Assignment	90.8	50.4	80%	119.3	(24%)
Other Income	26.8	19.2	40%	28.7	(6%)
<b>Total Income</b>	<b>421.8</b>	<b>301.6</b>	<b>40%</b>	<b>412.4</b>	<b>2%</b>
Finance Cost	205.4	136.1	51%	181.2	13%
<b>Net Total Income</b>	<b>216.5</b>	<b>165.4</b>	<b>31%</b>	<b>231.2</b>	<b>(6%)</b>
Employee Cost	60.9	54.5	12%	54.8	11%
Other Expenses	59.7	34.9	71%	64.9	(8%)
<b>PPOP</b>	<b>95.9</b>	<b>76.0</b>	<b>26%</b>	<b>111.5</b>	<b>(14%)</b>
Credit Cost	47.7	33.2	44%	54.3	(5%)
<b>PBT</b>	<b>48.2</b>	<b>42.8</b>	<b>12%</b>	<b>57.2</b>	<b>(16%)</b>
Tax	14.0	12.5	13%	16.7	(16%)
<b>PAT</b>	<b>34.1</b>	<b>30.4</b>	<b>12%</b>	<b>40.5</b>	<b>(16%)</b>

ROA Tree	Q1'FY26 <sup>(2)</sup>	Q4'FY25 <sup>(2)</sup>
<i>As a % of Avg On Book AUM</i>		
Total Income	24.2%	25.2%
Finance Cost	11.8%	11.1%
Net Total Income	12.4%	14.1%
Opex	6.9%	7.3%
Net impact of branch expansion	(0.3%)	(0.1%)
Credit cost	2.7%	3.3%
Adjusted PBT	3.1%	3.6%
Adjusted PAT	2.3%	2.6%
<b>Key Ratios</b>	<b>Q1'FY26</b>	<b>Q4'FY25</b>
Leverage	3.1x	3.4x
Adjusted RoE <sup>(1) (2)</sup>	7.8%	8.9%

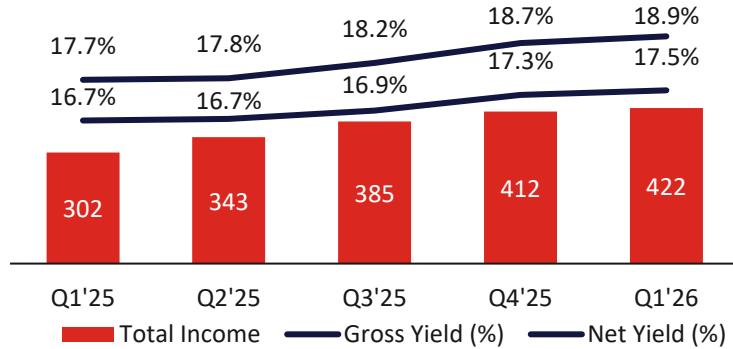
(1) Excluding Equity component of CCDs

(2) Annualised

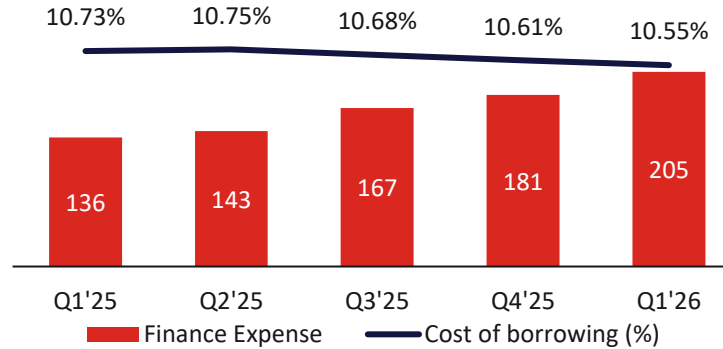


# Operating & Financial Metrics

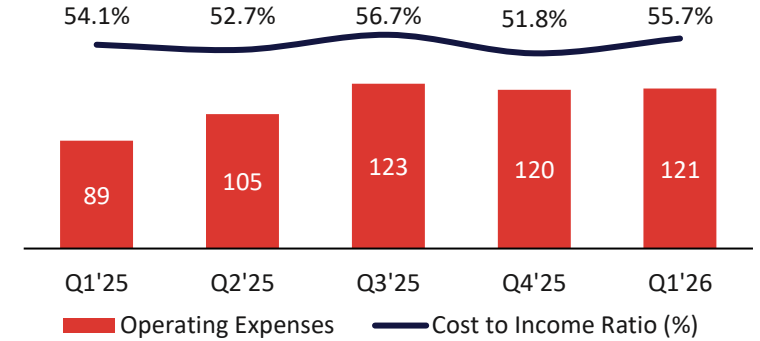
## Total Income (INR Cr) & Portfolio Yield<sup>(1)</sup>



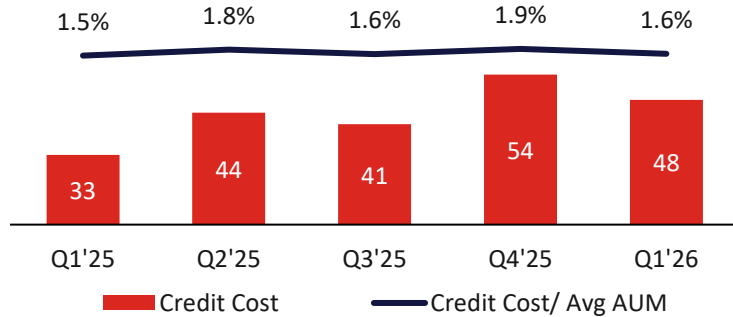
## Finance Cost (INR Cr) & Cost of Borrowing



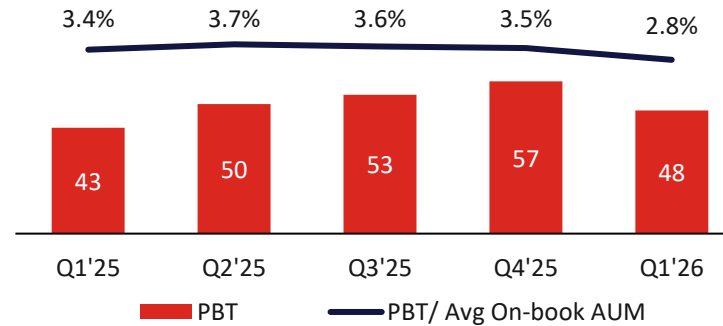
## Operating Exp. (INR Cr) and Cost to Income



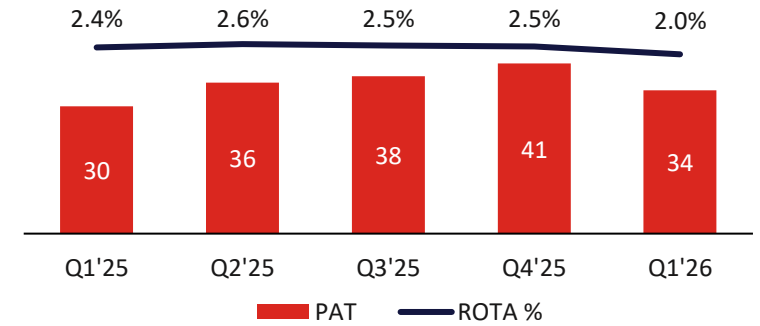
## Credit Cost (INR Cr) & Credit cost / Avg AUM<sup>(2)</sup>



## PBT (INR Cr) and PBT / Avg. On Book AUM<sup>(2)</sup>



## PAT (INR Cr) and PAT / Avg. On Book AUM<sup>(2)</sup>



**2,426 Cr**

**Net Worth**

**12,081 Cr**

**AUM**

**42%**

**Off book %**

**7,586 / 22.4%**

**Total Debt /  
CRAR**

**2.5% / 1.7%**

**GNPA / NNPA  
(Total AUM)**

**309**

**Branches**

**~205,000**

**Active Loans**

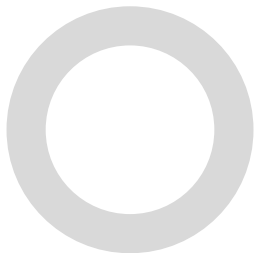
(1) Weighted Average AUM yield as on Period End

(2) Annualized ratio based on quarterly average of AUM and On book AUM



# MSME lending :

The largest opportunity today



# For India's GDP to reach USD 5 trillion, MSME sector has to reach USD ~2 trillion

## Today



~6.6 Crore MSMEs



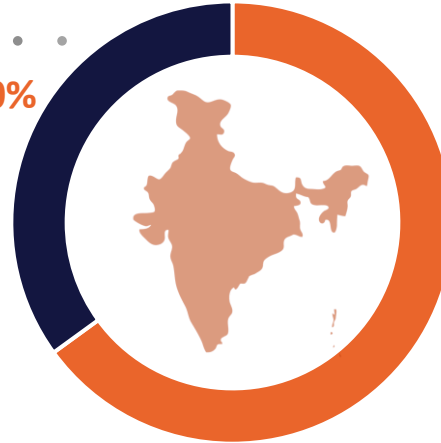
~29 Crore employment



~30% of GDP

## India's GDP in FY2028

MSME • •  
35 – 40%



## FY2028



~8 – 10 Crore MSMEs



~35-40 Crore employment



~30-40% of GDP

MSME sector expected to grow to USD ~2 trillion by FY2028

- Rapid digitization, expansion of the ecommerce
- Penetration of the Digital India Stack 2.0
- Rising digital payments; India accounts for 49% of global transactions
- Other initiatives: Account Aggregator Framework, OCEN, ONDC
- Continuous support from Government

# MSME sector is the key to India's 'Employment Generation', making it one of the Central themes of Government in the last decade

MSME count to grow to ~10 crores employing 35-40 crores



## ...well supported by continuity in **Government initiatives**

### Government Initiatives throughout the years

- **2014** - Pradhan Mantri MUDRA Yojana (PMMY)
- **2015** - Udyog Aadhaar Memorandum (UAM)
- **2016** - Stand-Up India Scheme
- **2017** - MSME Samadhaan, MSME Sambandh
- **2018** - 59-minute loan portal, Interest Subvention Scheme for MSMEs
- **2019** - MSME Support and Outreach Program
- **2020** - Emergency Credit Line Guarantee Scheme (ECLGS)
- **2021** - Raising and Accelerating MSME Performance (RAMP) Program
- **2022** - Revised Credit Guarantee Scheme for MSMEs
- **2023** - Credit guarantee trust, Vivad se Vishwas scheme

### Financial Support for MSME Growth - 2025

#### Budget Allocation

- For Ministry of MSME: INR 23k Crores

#### Revised Classification Criteria

- The investment and turnover limits for classification of MSMEs have been increased by 2.5 times and 2 times, respectively.

#### Enhanced Credit Availability

- The credit guarantee cover has been increased from ₹5 crore to ₹10 crore, enabling additional credit of ₹1.5 lakh crore over five years.
- Startups will see their guarantee cover double from ₹10 crore to ₹20 crore, with a reduced fee of 1% for loans in 27 priority sectors.

#### Credit Cards for Micro Enterprises

- A new customized Credit Card scheme will provide ₹5 lakh in credit to micro enterprises registered on the Udyam portal, with 10 lakh cards set to be issued in the first year.

#### Others

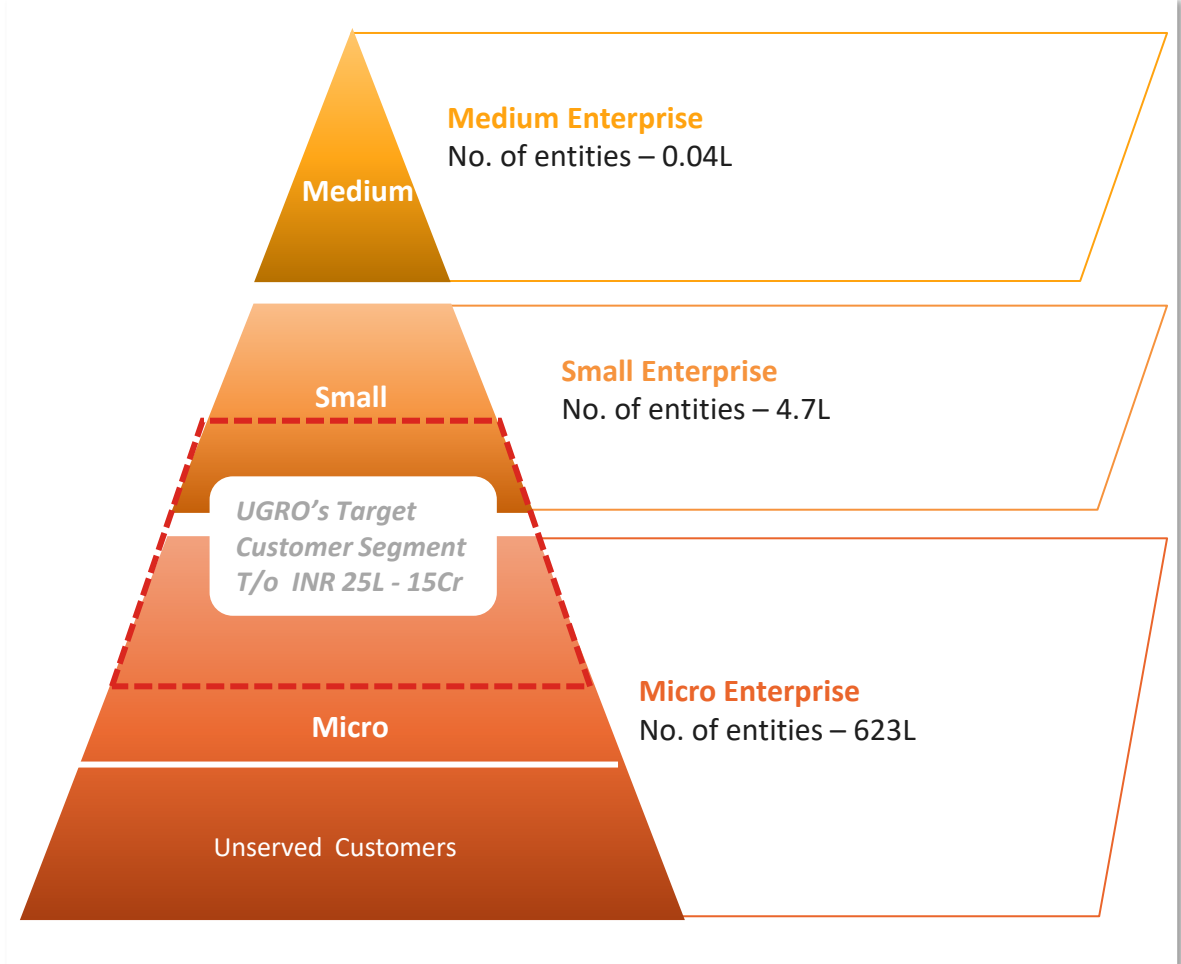
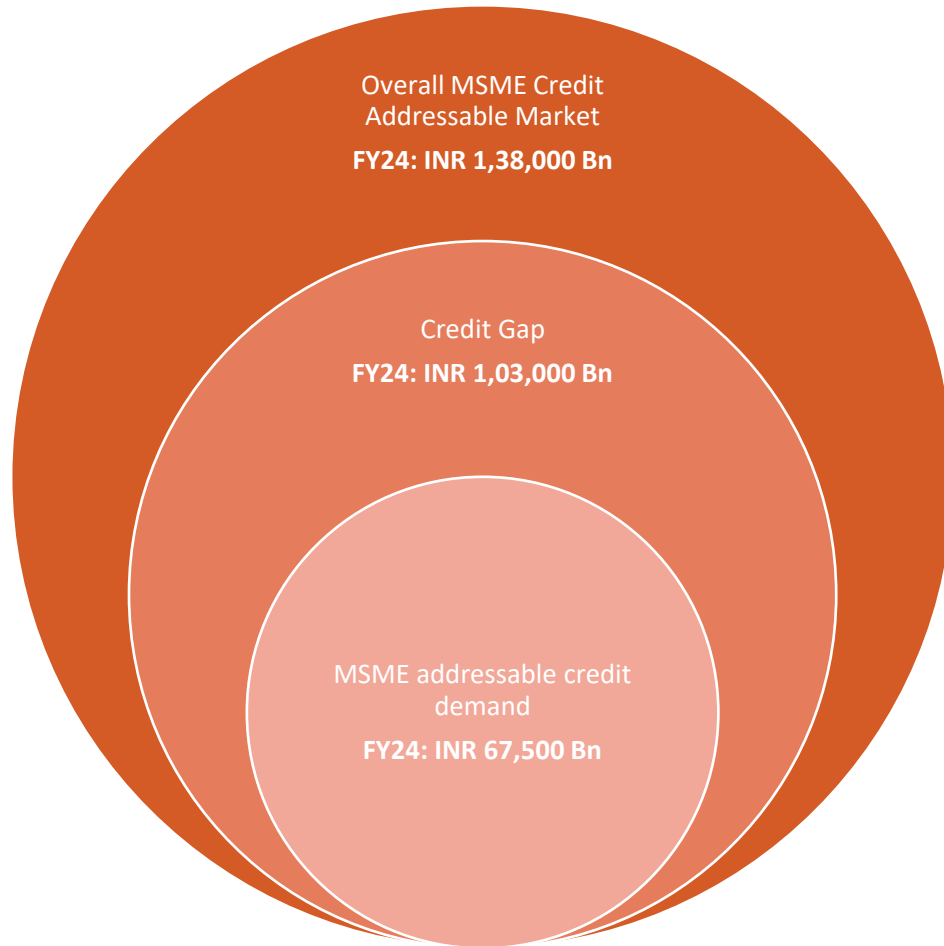
- A scheme for 5 lakh first-time women, Scheduled Caste, and Scheduled Tribe entrepreneurs will provide term loans up to ₹2 crore over five years, incorporating lessons from the Stand-Up India scheme.

# Building a large institution for MSME financing is a real possibility

Explosion of Credit in MSME Segment: Large market opportunity, conducive macro, favorable policy framework

Total MSME Credit gap is INR 1,03,000 Bn

Credit Gap of our customer segment constitutes majority portion

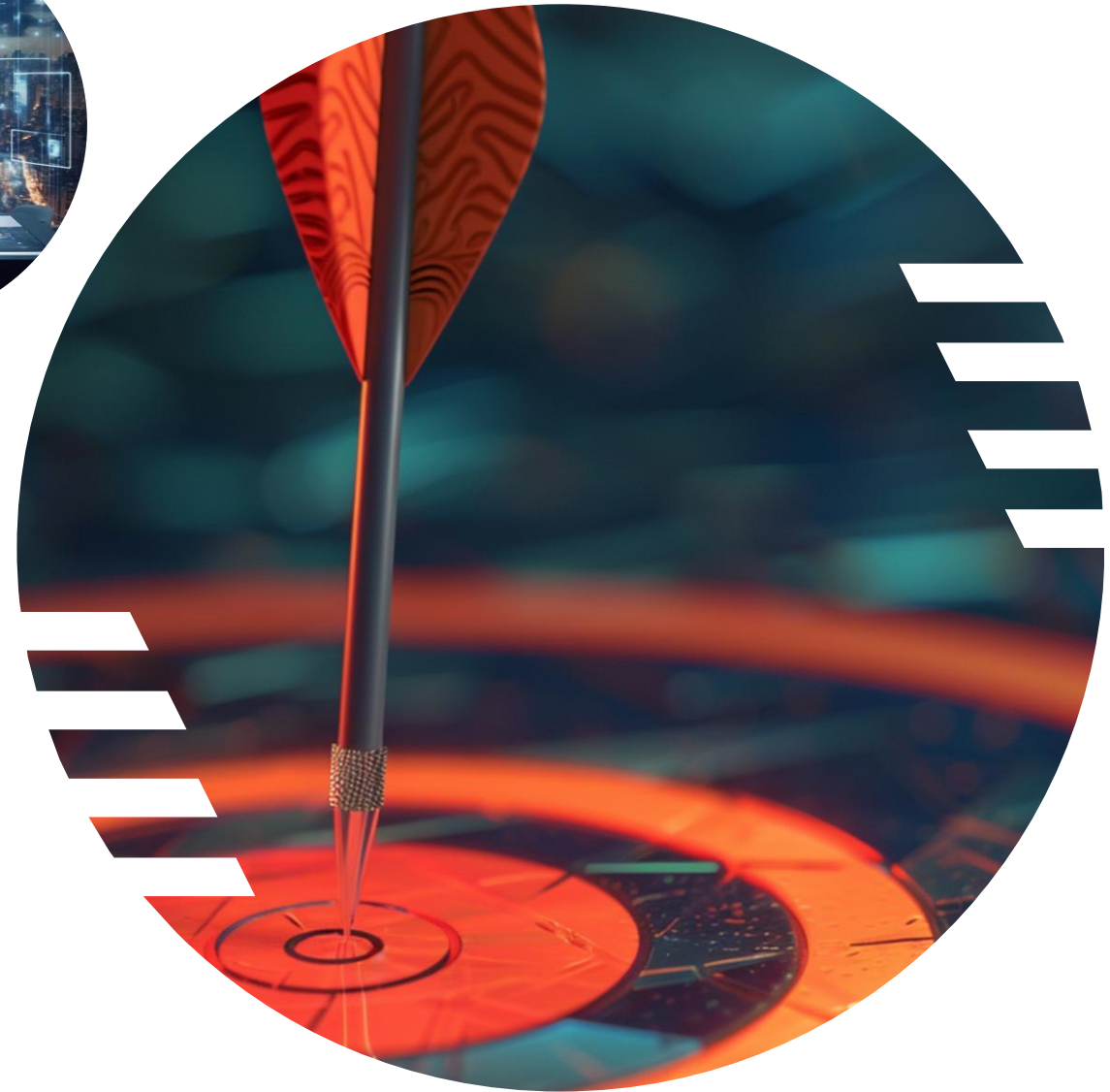






# Executing

## The big plan...





## UGRO Capital: Well-placed to capitalize on the opportunity

### MSME Focused Lender targeting large credit gap

Targeting MSME sector which has substantial credit gap of ~INR 103 lakh crore

### Analytics Powered

India's trailblazing data-driven cashflow based underwriter, transforming the MSME credit landscape

### Pan-India Presence

Extensive network pan India, with branch network of 309, expanding fast with stable portfolio quality

### Large Capital Base

Marquee investors have invested ~INR 2,800 Crores

### Capital Light Model

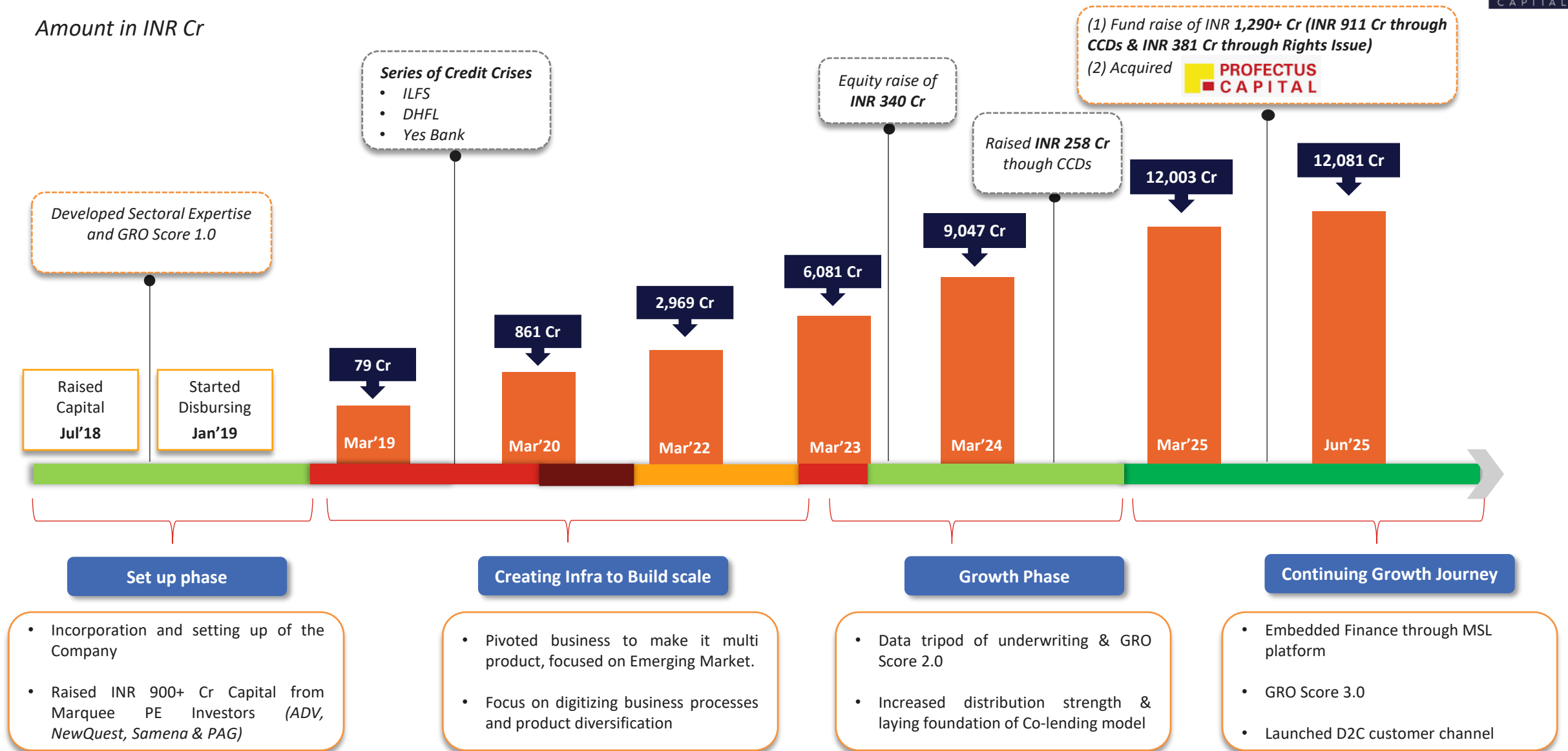
Pioneered "Unique Capital Light Liability Strategy" by co-lending with Banks and large NBFCs and assignment of the PSL book for greater scale

### Multi-product Capability

Prime, EM LAP, Machinery, Roof-top Solar, Embedded Finance & Digital alliances products cater to the entire MSME ecosystem

# UGRO's journey

Amount in INR Cr



# UGRO's Data & Tech

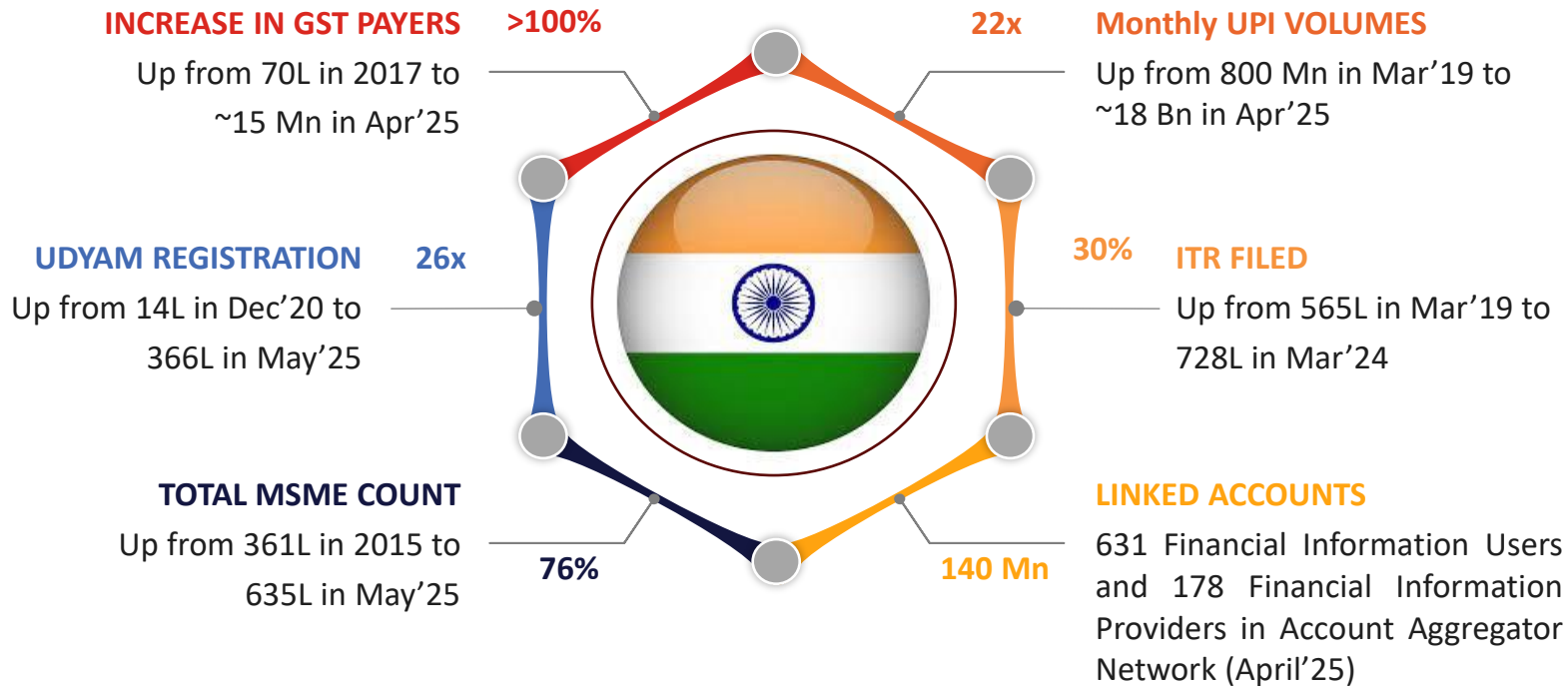
driven approach



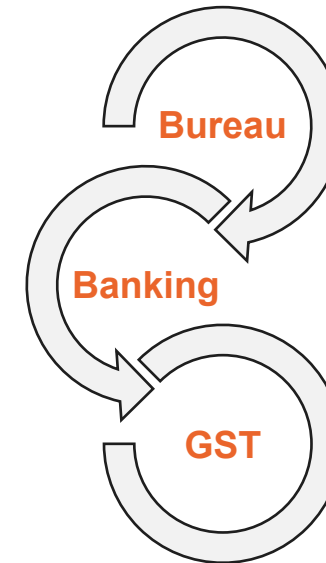
# India's data repository will support Data driven MSME credit expansion

Increasing MSME Data availability is a key lever

## India Data Stack



## 360-degree underwriting is possible



Sector - subsector

Nature of business

Position in Network

Repayment discipline

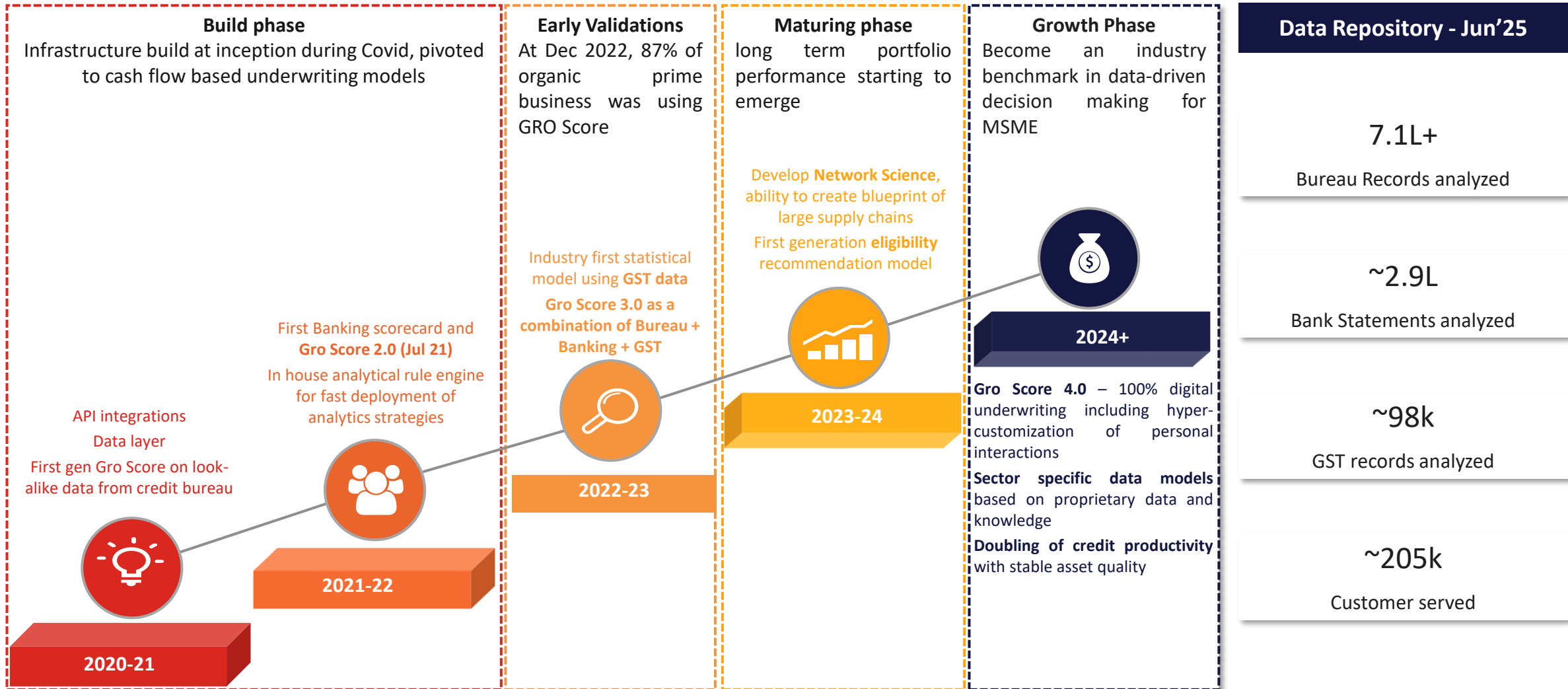
Banking habits

Cashflow consistency

Over leveraging

Recent stress

# UGRO's journey of Data-Tech driven lending to MSMEs over 5+ yrs



# Data driven by AI/ML powers our core underwriting : **GroScore**

## Ability to capture alternate data from banking and bureau...



**Machine generates 25,000+ data features from an applicant's bureau record and bank statement**

### Across Multiple parameters

Turnover and transaction intensity

Borrowing mix and nature

Cheque bounces & bank charges

Frequency and magnitude of defaults

Payment cycles

History of high-cost debt/credit card usage

Obligations as % of turnover

Balances and withdrawals

Counterparties & relative strengths

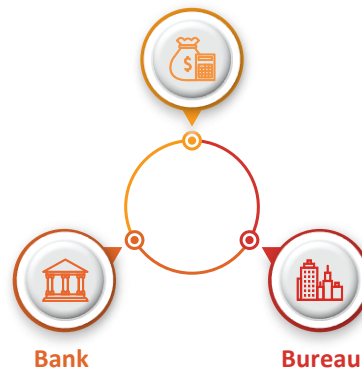
Pace of borrowing

## ...to draw meaningful insights out of unorganized data...

**GRO 2.0**  
Credit Bureau Data + Banking Data

**GRO 3.0**  
Credit Bureau Data + Banking Data + GST

GST



Matches Banking & Bureau Scorecards to generate one single score which further gets augmented with GST data as an external input



**Artificial Intelligence**  
Engineering of making Intelligent Machines and Programs



**Machine Learning**  
Ability to learn without being explicitly programmed



**Deep Learning**  
Learning based on Deep Neural Network

**Historical aggregation** – several pages of statement going back 12 months can be summarized instantly

**Normalization** – convert absolute values to scale, for even comparison

**Trending** – changes over time, create standardized measure of comparison across diverse nature of entities, sectors, geographies

**Scoring of each case into one of the five bands of A – E with A being the best and E being the worst**



... and decide whether to disburse or not disburse the loan within 60 minutes.

# Advent of alternate data is **revolutionizing** underwriting of MSMEs

*A combination of bureau, banking and GST makes it possible to cover all aspects that are critical for MSMEs' financial assessment*

**Massive library of 20,000+ parameters derived from API integrated sources**

**A**

## **Bureau**

- Borrowing mix and nature
- Pace of borrowing
- Frequency and magnitude of defaults
- History of high-cost debt/ card usage
- Obligations as % of turnover

**B**

## **Banking**

- Turnover and transaction intensity
- Balances and withdrawals
- Cheque bounces & bank charges
- Counterparties & relative strengths
- Payment cycles

**C**

## **GST**

- Sales/purchases momentum
- Counterparty relations
- Filing discipline
- Products and services sold

**Enabling holistic underwriting across most critical aspects**

**Consistency of sales in GST**

**Return filing discipline**

**Counterparty concentration**

**Banking credit summation**

**Stability of ABB**

**EMI ECS bounce**

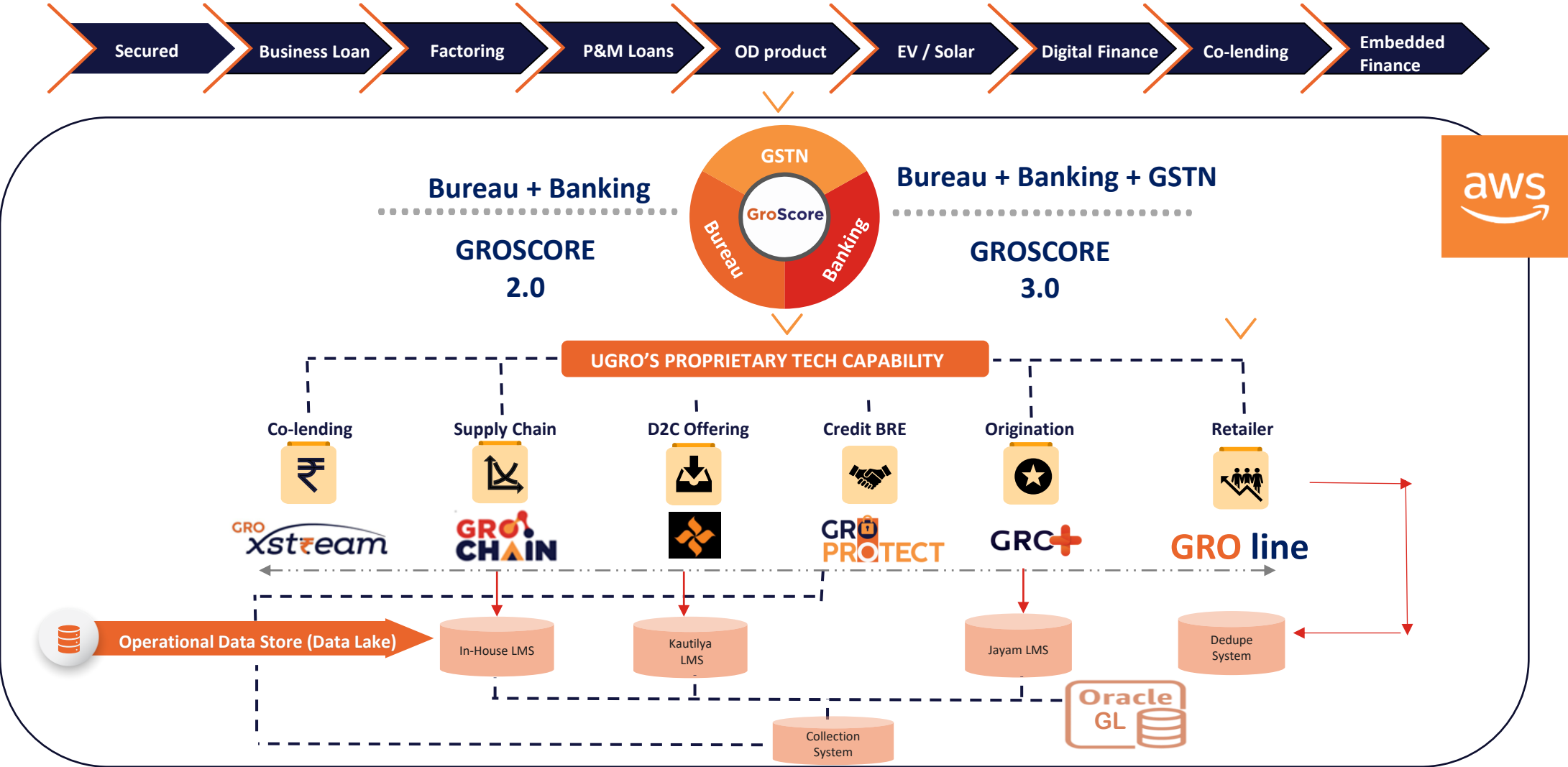
**Repayment discipline**

**Over leveraging**

**Recent stress if any**



# Our System Architecture supports full SME lending



## BANKING PARTNERS



## A FEW KEY API ECOSYSTEM PARTNERS



## DEVELOPMENT PARTNERS

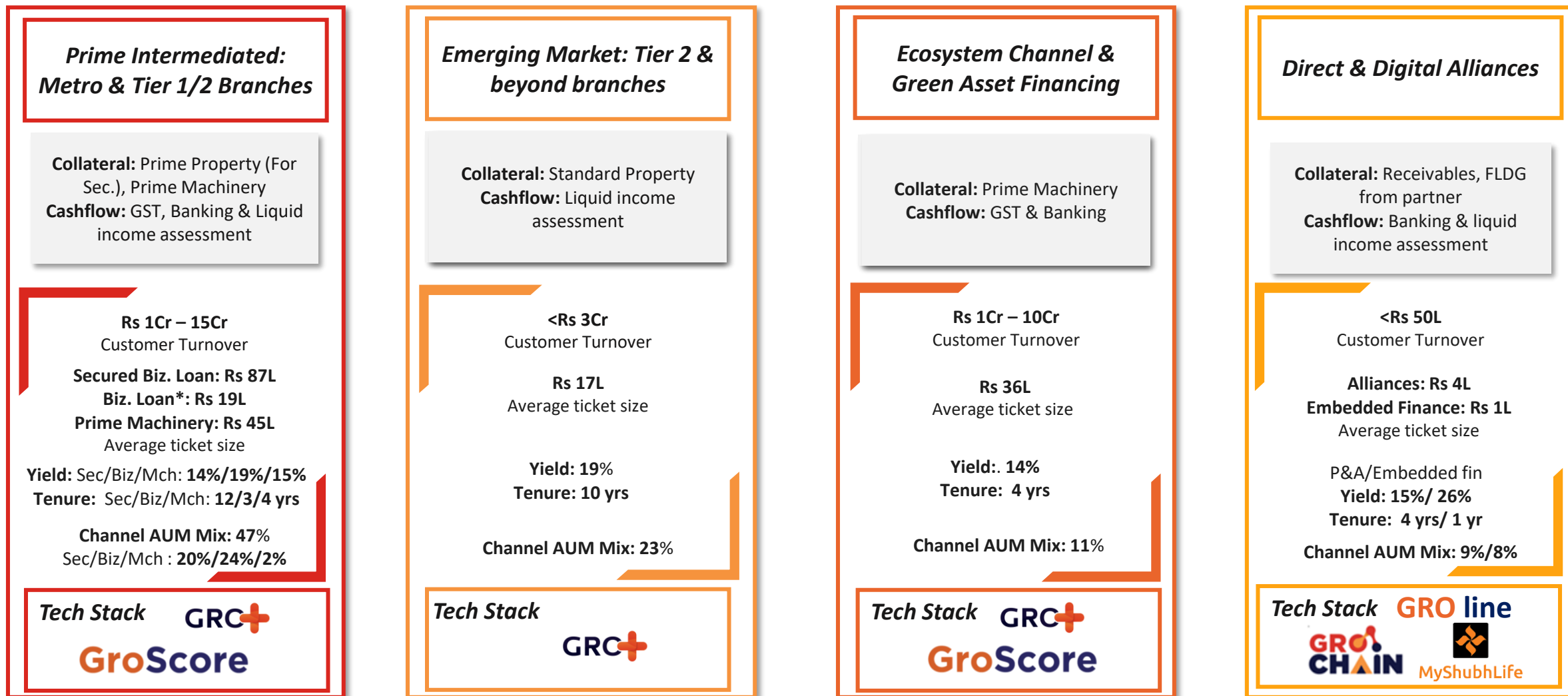




# Multi-product, multi-channel Asset Engine



# Serving a diverse set of customers with multi-product, multi-channel strategy












\*CGTMSE backed

**Products sold across channels:** Intermediated: Secured Biz. Loan, Biz. Loan, Rooftop Solar and Machinery; Emerging Market: Secured Business Loan, Rooftop Solar and Machinery; Equipment finance and Green Asset Financing: Direct distribution and across other channels; Digital business & Alliances: Digital business and Embedded finance








Strategic decision to rundown lower yielding SCF book – not covered here

# Sector Focused Approach, Multiple Products and Large Distribution Strength

	Light Engineering
	Auto Components
	Chemicals
	Food Processing
	Education
	Healthcare
	Electrical Equipment & Components
	Hospitality
	Emerging Market



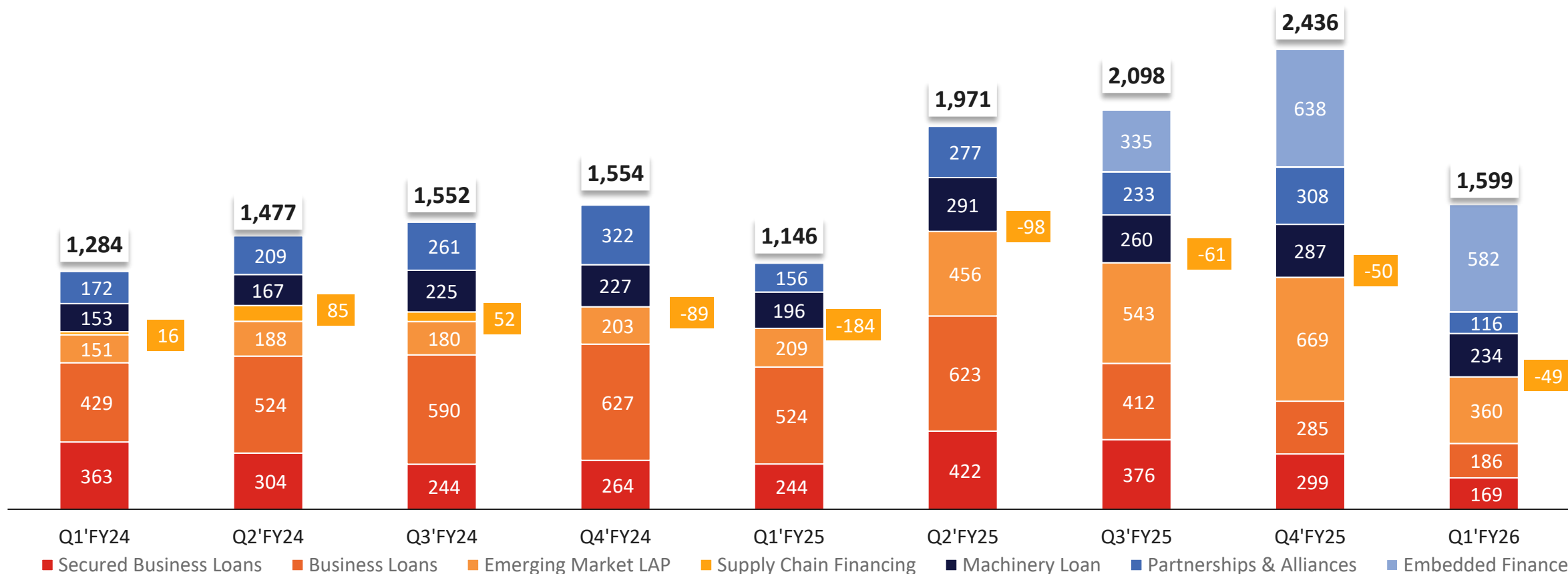
9 sectors are further subdivided into multiple sub-sectors basis homogeneity of cash flows among MSMEs

	<b>23</b> Prime Branches
	<b>286</b> EM Branches
	<b>770+</b> GRO Partners
	<b>2,100+</b> Front-end Sales
	<b>100+</b> OEMs
	<b>40+</b> Fintech Partners
	<b>3,800+</b> Total workforce

# Net Loan Origination (Q-o-Q)

Amount in INR Cr

Disbursement excluding Supply Chain Financing<sup>(1)</sup> is up 24% YoY



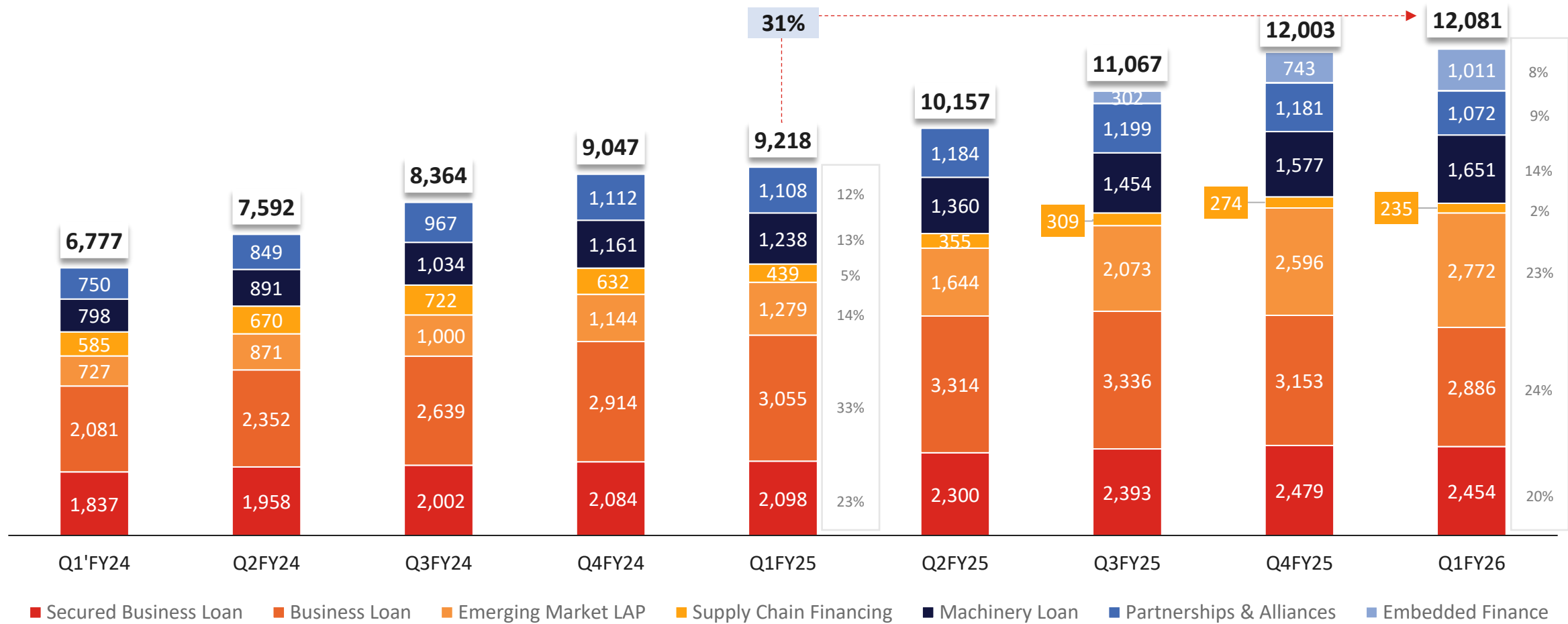
Note: Secured Business Loan is secured by property, Business Loan is secured by CGTMSE, Emerging Market LAP is secured by property, SCF is secured by receivables, Machinery Loan is secured by machinery, Partnerships & Alliances are secured by FLDG, Embedded Finance through MyShubhlife (MSL) platform

(1) Strategic decision to rundown lower yielding SCF book

# Strong AUM Growth Trend (Q-o-Q)

Amount in INR Cr

AUM increased to INR 12,081 Cr as of Jun'25 from INR 12,003 Cr as of Mar'25 and INR 9,218 Cr as of Jun'24 (+31%)

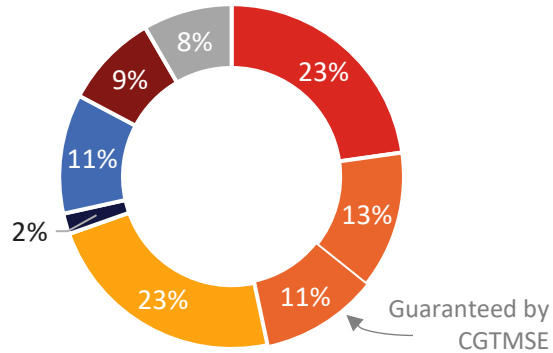


Note: Secured Business Loan is secured by property, Business Loan is secured by CGTMSE, Emerging Market LAP is secured by property, SCF is secured by receivables, Machinery Loan is secured by machinery, Partnerships & Alliances are secured by FLDG, Embedded Finance through MyShubhlife (MSL) platform



# Well diversified, granular and stable portfolio quality

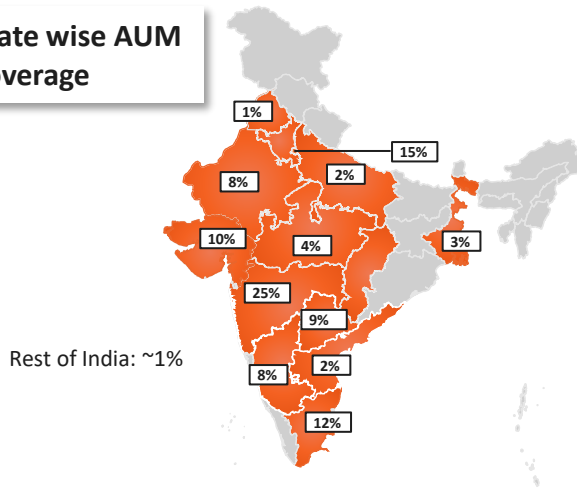
## Product Mix (AUM)



- Secured Business Loan
- Emerging Market LAP
- Machinery Loan
- Embedded Finance
- Business Loan
- Supply Chain Financing
- Partnerships & Alliances

## Portfolio Concentration in key geographical areas

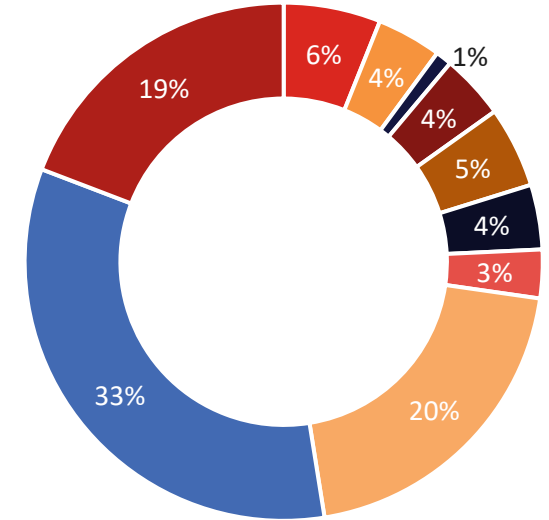
### State wise AUM coverage



Rest of India: ~1%

State wise branches	EM	Prime	Total
Tamil Nadu	57	1	58
Madhya Pradesh	39	3	42
Andhra Pradesh	36	2	38
Rajasthan	32	2	34
Maharashtra	28	6	34
Uttar Pradesh	24	1	25
Telangana	18	1	19
Karnataka	18	1	19
Gujarat	14	1	15
Haryana	9	0	9
Other States	11	5	16
<b>Total</b>	<b>286</b>	<b>23</b>	<b>309</b>

## Sector Mix



- Auto Components
- Chemicals
- Education
- Electrical Equipment
- HealthCare
- Hospitality
- Light Engineering
- Other MSMEs
- Emerging Market
- Food Processing

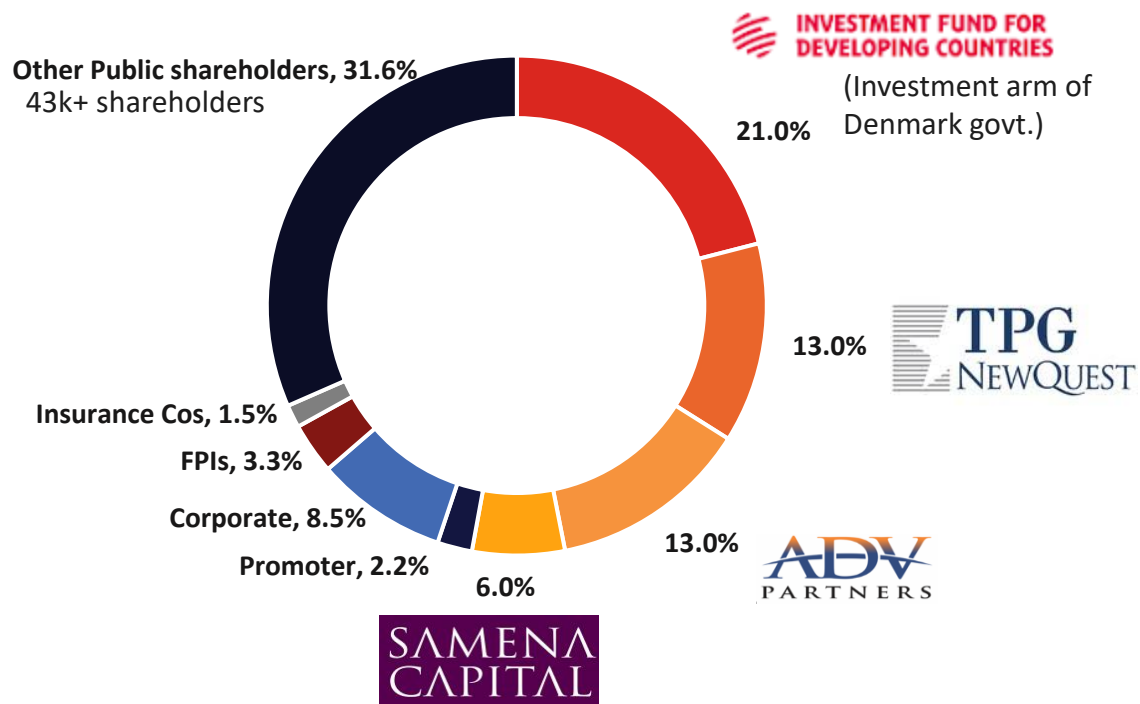


# Shareholding, Board, and Management

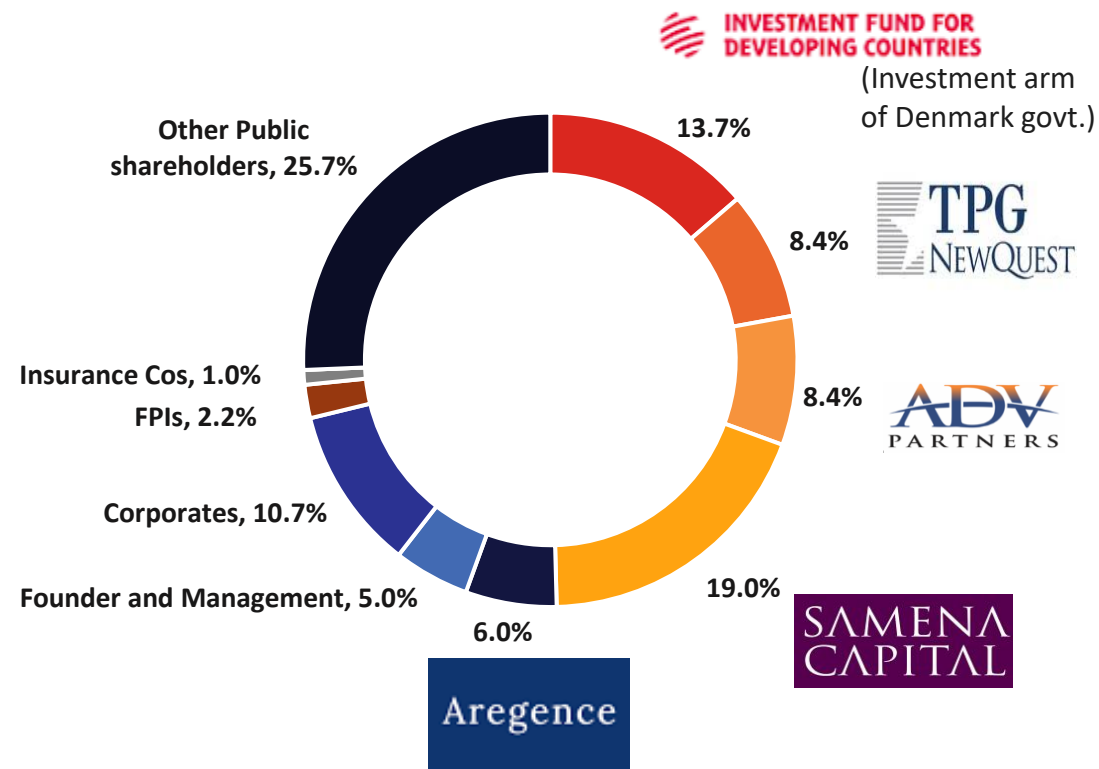


# Institutionally Owned: Majority held by Institutional Investors

## Shareholding Pattern as of Jun'25



## Shareholding pattern post CCD issue<sup>(1)</sup>



Management to potentially approx. 9 Mn shares on a fully diluted basis; vesting conditions are tenure linked over period of next 3 years, thereby aligning management's goals towards company's performance and ultimately shareholder returns

(1) considering full allotment of shares issued on preferential basis

# We are Independently supervised by **eminent Board of Directors**

## Non-Executive Chairman



**Satyananda Mishra**  
Chairman, Corporate Social  
Responsibility Committee  
Ex-Chairman- MCX, Ex-CIC, GOI,  
Ex-Director - SIDBI



## Independent Directors



**S. Karuppasamy**  
Ex-Executive Director, RBI



भारतीय रिज़र्व बैंक  
RESERVE BANK OF INDIA

Committee Chairman  
IT Strategy,  
Compliance & Customer Service



**Karnam Sekar**  
Ex - MD & CEO of  
Indian Overseas Bank



Indian Overseas Bank

Committee Chairman  
Risk Management



**Hemant Bhargava**  
Ex-Chairman in  
charge and MD of LIC



Committee Chairman  
Audit



**Rajeev K. Agarwal**  
Ex-Whole Time  
Member, SEBI



Committee Chairman  
Nomination & Remuneration,  
Stakeholder Relationship, Securities  
allotment and Transfer committee



**Tabassum Inamdar**  
Ex Goldman Sachs,  
UBS Securities, Kotak  
Securities



## Nominee / Shareholder Directors



**Chetan Gupta**  
(Samena Nominee)  
Managing Director  
at Samena Capital



**Ramanathan  
Subramanian Arun Kumar**  
(Proposed ADV Nominee) <sup>(1)</sup>  
Partner and COO at ADV



**Rohit Goyal**  
(IFU Nominee)  
VP at IFU



**Shachindra Nath -  
Founder & Managing Director**  
26+ Years of diversified financial  
services experience across asset  
management, lending, capital  
markets & insurance

(1) Subject to the approval of the Reserve Bank of India

# With **strong corporate governance framework** enshrined in the Articles

- High degree of **regulatory oversight and transparency**
- An institution created with a **long-term view**, designed for continued operational efficiency
- Access to **permanent capital**



- **Reputed Audit Firm** to be appointed as the statutory auditors
- **Sharp and Tannan** appointed as the **statutory auditor** and **Khimji Kunverji & Co** appointed as the co-sourced firm for **internal audit**

- Any proposed loan **>1% of net worth or to a related party** to require unanimous approval of ALCO and the Board
- Board approved **multi-layer credit authority delegation**
- **Removal of key management (including CRO, CFO)** to require 3/4th board approval
- Any significant action by the Company to need **3/4<sup>th</sup> approval of the Board**

- **Independent directors** to comprise majority for perpetuity
- Any shareholder holding **>10% to qualify for a board seat**
- Key committees to be headed by an independent member with required credentials
- **The majority of the NRC, ALCO and Audit Committees** to comprise of **independent directors**

**Special Resolution of Shareholders required for effecting any changes to the AoA; Promoters/Management do not have unfettered rights to divert business strategy**

# Professionally Managed: Leadership team has 180+ years of cumulative experience



**Shachindra Nath**  
**Founder & Managing Director**  
26+ Years of Experience



**Anuj Pandey**  
**Chief Executive Officer**  
25+ Years of Experience



**Sameer Nanda**  
**Chief Revenue Officer**  
24+ Years of Experience



**Irem Sayeed**  
**Chief Risk Officer**  
20+ Years of Experience



**Shilpa Bhatte**  
**Chief Financial Officer**  
18+ Years of Experience



**Rajni Khurana**  
**Chief People Officer**  
24+ Years of Experience



**Sunil Lotke**  
**Chief Legal & Compliance Officer**  
21+ Years of Experience



**Sharad Agarwal**  
**Chief Operating & Technology Officer**  
25+ Years of Experience



# ESG – Driving Inclusive and Responsible Value Creation



# Existing ESG Integration at UGRO Capital



## Strategic Alignment

- Mission: “Solving the Unsolved” MSME credit gap
- ESG embedded in lending protocols (i.e. ESG Scorecard, exclusion list) and product design
- Business alignment with 8 UNSDGs



## Impact Highlights

- 100% Portfolio assessment via ESG DD for customers
- Business outreach in 5 out of 10 low-income state comprises of ~ 17% of total AUM
- Annual Release of [Social Impact Report](#)



## Campaigns & Culture

- #BharosaMSMEpar movement
- ESG-led credit as a lever for inclusive growth

## UN SDG Alignment @ UGRO Capital



# Existing ESG Integration at UGRO Capital

## Portfolio Emission Calculation (GHG – Cat.15)

In FY25, UGRO Capital attempted portfolio emission calculation



## 42% of borrowers invested in ESG initiatives

Including energy efficiency, waste reduction, and clean technology adoption



## 3,360+ green-sector MSMEs

₹642 Cr disbursed to 3,369 green-sector MSMEs Spanning sectors like renewable energy, sustainable manufacturing, and WASH (Water, Sanitation, and Hygiene)



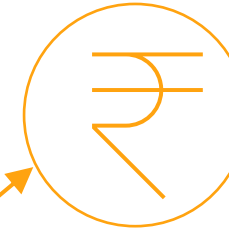
Environmental



Social

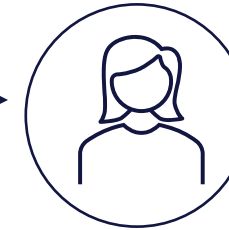
## Financial Inclusion

135,000+ active MSME were supported by the loan provision; out of which 88% reported the increase in revenue through UGRO's fund



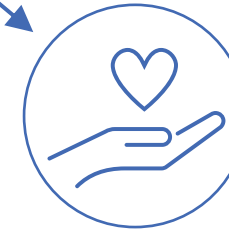
## Diversity & Inclusion

Operation: 33% of women representation in senior management & Business: 76% women borrowers are owners/co-owners



## Health & Welbeing

3x increase from FY23 in healthcare portfolio; Policies aligning with H&S i.e. POSH, Health & Safety Policies





# Existing ESG Integration at UGRO Capital



## Policies:

CG Code, ESG, CSR, Whistleblower, POSH, CoC & Business Ethics, Anti-bribery & Anti-corruption, Equal Opportunity, Internal Audit etc.



## Board Committees:

RMC, ALCO, IT Strategy Committee, Audit Committee, Compliance Committee, CSR Committee etc.



## Reports & Frameworks

Annual Reports, Impact Reports, ICAAP & BC & DR frameworks; voluntary disclosure of BRSR & Development of ESMS in alignment with IFC Principles



Robust Grievance Redressal Mechanism for internal & external stakeholders



### Advancing the 2030 Sustainable Development Agenda: A Collective Responsibility

**Advancing the 2030 Sustainable Development Agenda: A Collective Responsibility**

Achieving the vision outlined in the 2030 Agenda for Sustainable Development requires urgent, coordinated action from all stakeholders. The 17 Sustainable Development Goals (SDGs) serve as a global blueprint to eliminate poverty, promote inclusive economic growth, enhance access to critical services, reduce disparities, combat climate change, and safeguard natural ecosystems.

The United Nations Department of Economic and Social Affairs (UNDESA), through its Division for Sustainable Development Goals (DSDG), plays a vital role in driving SDG-related initiatives. DSDG ensures the effective implementation of the 2030 Agenda across key focus areas such as climate resilience, water and energy sustainability, urban development, technological advancement, and fostering partnerships, while also addressing the unique challenges of Small Island Developing States (SIDS).

Achieving meaningful progress requires the collective commitment of governments, businesses, financial institutions, and civil society. As active UGRO Capital focuses on goals aligning with UN SDG contributors to this mission, UGRO Capital remains steadfast in championing the SDGs, fostering sustainable business practices, and working towards measurable social impact.





UGRO Capital's approach emphasises collaboration, innovation, and long-term commitment to building a more equitable and sustainable future for all. By leveraging resources, insights, and expertise, UGRO Capital aims to accelerate progress on the SDGs, ensuring lasting and transformative change.

**UGRO Capital focus on goals aligning with UN SDG**

<b>3</b> GOOD HEALTH AND WELL-BEING	<b>4</b> QUALITY EDUCATION	<b>5</b> GENDER EQUALITY	<b>6</b> CLEAN WATER AND SANITATION	<b>7</b> AFFORDABLE AND CLEAN ENERGY	<b>8</b> DECENT WORK AND ECONOMIC GROWTH	<b>9</b> INDUSTRY, INNOVATION AND INFRASTRUCTURE	<b>10</b> REDUCED INEQUALITIES
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UGRO Capital: Creating a strong social impact since inception

## UGRO's Impact journey from Previous report (1/2)

UN SDG	PARTICULARS	CURRENT (2024-25)	PREVIOUS (2023-24)
	1. Percentage of female borrowers who are owners	9%	9%
	2. Percentage of female borrowers who are owner/co-owner	76%	72%
	Increase in revenue of borrowers (based on impact survey)	88%	94%
	AUM of portfolio pertaining to 104 Emerging Market branches (branches located in Tier 3 and beyond geographies)	2,073 Cr	871 Cr
	Total number of customers	135,000+	62,928

UGRO Capital MSME Social Impact Report 2025

# UGRO’s Impact journey from Previous report (2/2)

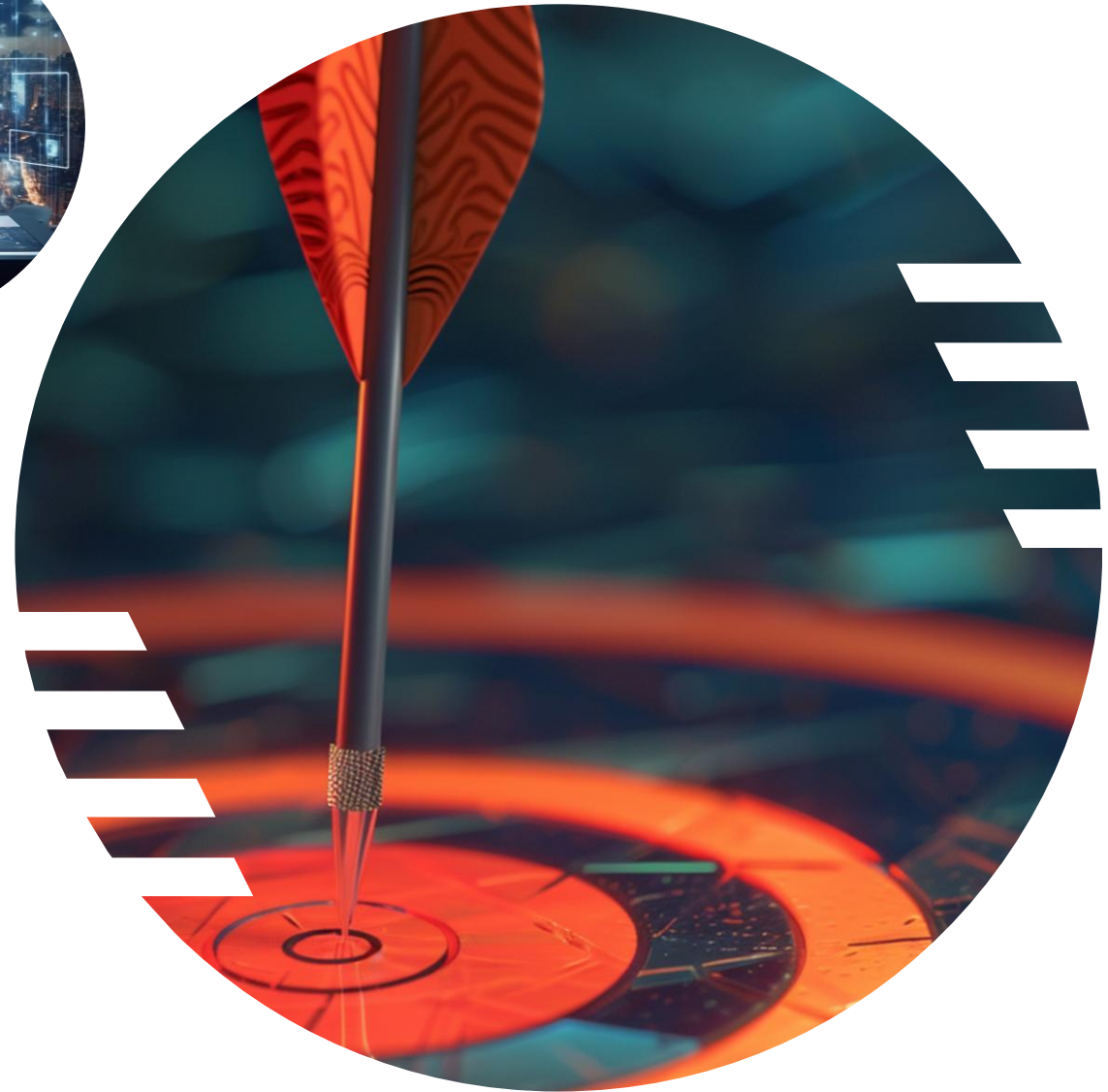
UN SDG	PARTICULARS	CURRENT (2024-25)	PREVIOUS (2023-24)
	AUM in healthcare industry	430 Cr	374 Cr
	AUM in clean water and sanitation industry	268 Cr	151 Cr
	AUM in clean energy industry	374 Cr	134 Cr
	AUM in education industry	102 Cr	97 Cr





# Regulatory updates ●

## Co-lending



# RBI (Co-Lending Arrangements) Directions, 2025

**RBI issued directions on Co-lending effective from January 1, 2026, which broadly includes:**

- *Unified framework for all Co-lending arrangements (CLAs) between Regulated entities (REs)*
- *Each RE must retain at least 10% of the loan on its own books*
- *REs must include CLA provisions in internal policies and disclose roles in borrower agreements*
- *Borrower consent required for any changes in RE roles*
- *Customer protection and grievance redressal mechanism mandatory*
- *Unrealised profits from CLAs must be deducted from net owned funds until loan maturity*
- *Operational arrangements – Partner RE to provide an irrevocable commitment towards its share; loans to reflect in respective books maximum within 15 calendar days from disbursement*
- *Blended interest rate based on funding shares of REs; changes to be communicated to the borrower*
- *All fees/ charges to be disclosed in the Key Fact Statement (KFS); such fees/ charges not to involve any credit enhancement or DLG, unless permitted*
- *Separate accounts to be maintained by each RE; escrow account to be used for transactions with borrower and amongst REs*
- *Loans must be shared from the first disbursement; internal audits and business continuity plans required*
- *KYC compliance by RE (Partner RE may rely on originating RE for ‘Customer Identification Process’)*
- *Each RE to report its loan share to credit information companies*
- *Default Loss Guarantee (DLG) allowed upto 5% of outstanding portfolio*
- *Asset classification (e.g. SMA/ NPA) must be uniform across REs*
- *REs must publicly disclose active CLA partners, disclosure in financial statements*
- *Existing Circular on Co-lending (2020) to be repealed; existing loans to continue until repayment and new partnerships can be entered into under current directions*

# Thank you

[www.ugrocapital.com](http://www.ugrocapital.com)