

Ref No.: NACL/10/MAY/2025-26 May 20, 2025

To,

BSE Limited, National Stock Exchange of India Ltd.,

Phiroze Jeejeebhoy Towers, Exchange Plaza, C-1, Block G,

Dalal Street,

Mumbai- 400001

Bandra Kurla Complex,
Bandra (E)

Scrip Code: 544260 Mumbai – 400 051

Scrip Symbol: NORTHARC

<u>Sub: Investor Presentation on the Audited financial results for the fourth quarter and financial year ended March 31, 2025.</u>

Ref: Our Intimation letter Ref No. NACL/05/MAY/2025-26 dated May 12, 2025, pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to the above intimation, please find enclosed the presentation to be presented before the investors/analysts in the Earnings Conference call / meet to be held on Tuesday, May 20, 2025, at 11:00 A.M. (IST) in connection with the audited financial results for the fourth quarter and financial year ended March 31, 2025.

This Investor Presentation is also available on the website of the Company at https://www.northernarc.com/financial-results

For Northern Arc Capital Limited

Prakash Chandra Panda Company Secretary & Compliance Officer

CC:

Catalyst Trusteeship Limited, GDA House, Plot No.85, Bhusari Colony (Right), Paud Road, Pune 411 038.

Northern Arc Capital Limited





NORTHERN ARC

Investor Presentation Q4FY25 & FY25

AA-(Stable)
By ICRA Limited & India Ratings



Financing the Retail Credit Needs of India's Underserved Households & Businesses across focused sectors

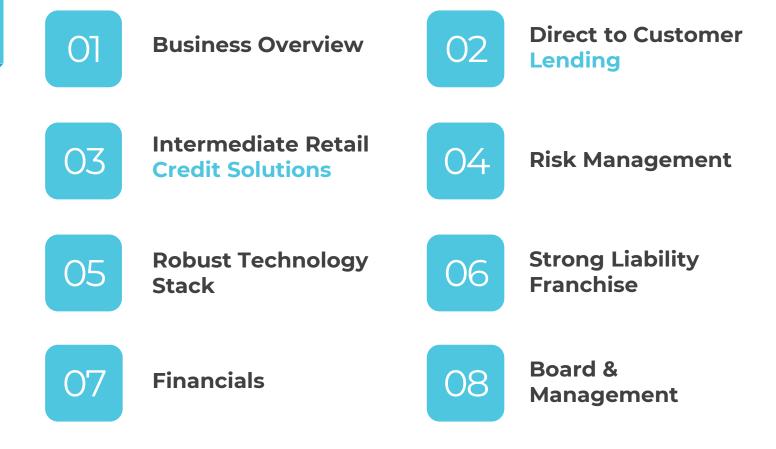
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Disclaimer



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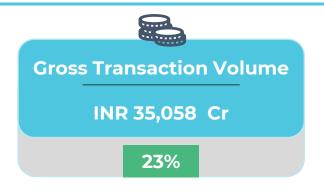
Content...



Business Overview

High Performing Business Matrix – FY25

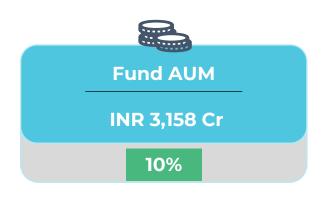














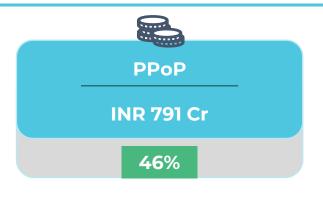




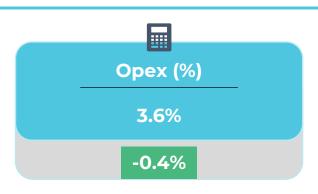


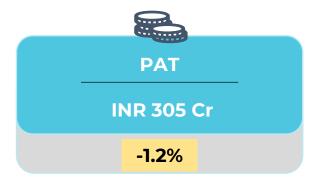
High Performing Financial Matrix – FY25

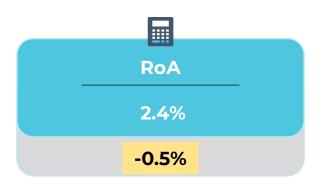


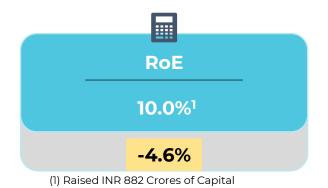


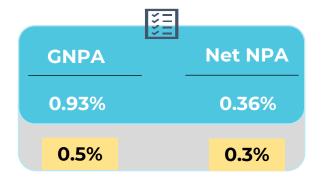


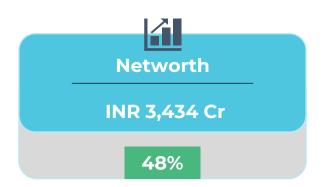














Demonstrating growth in AUM and profitability across business cycles





Business Proposition



Direct to Customer Lending



Sectors

MSME

Consumer

Rural

2 mn +

360

Customers

Branches

Channels

- Own Branches
- Partnership Based Lending

Lending - AUM INR 7,064 Cr



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Partnerships



Underwriting

Intermediate Retail
Credit Solution



Solutions across focus sectors

Lending – AUM INR 6,570 Cr

Fund Management – AUM INR 3,158 Cr

Placements - Volumes INR 12,393 Cr

Tech Solutions



血

350

1,300+

Credit enabled

Originator Partners

Investor Partners

Data & Tech platforms









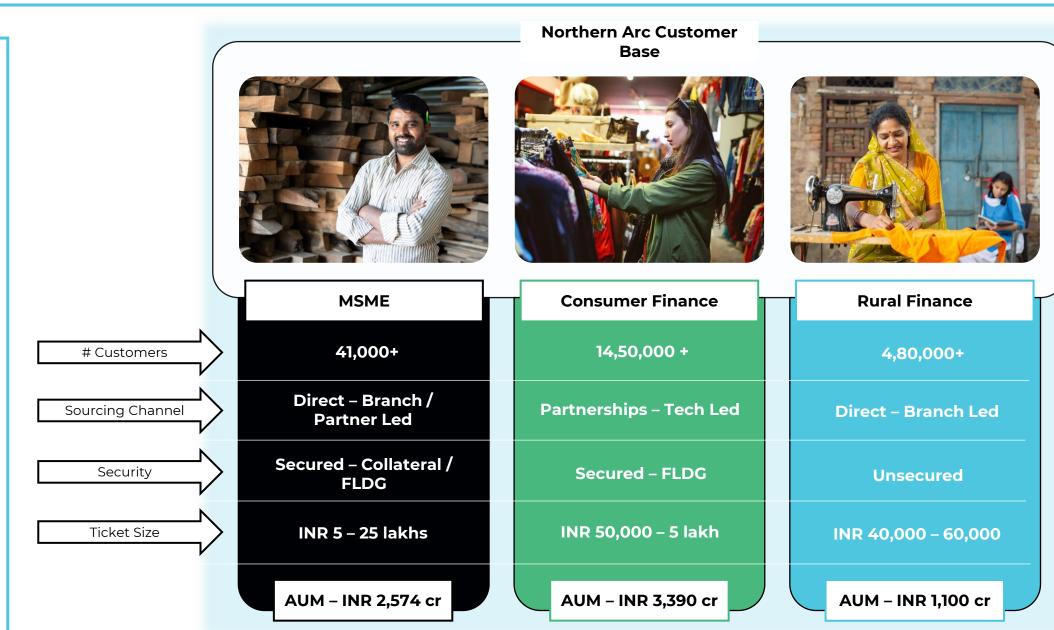
Direct to Customers Lending

Direct to Customers Lending: Built a strong retail engine



Leveraged learnings from the **IR business** to build:

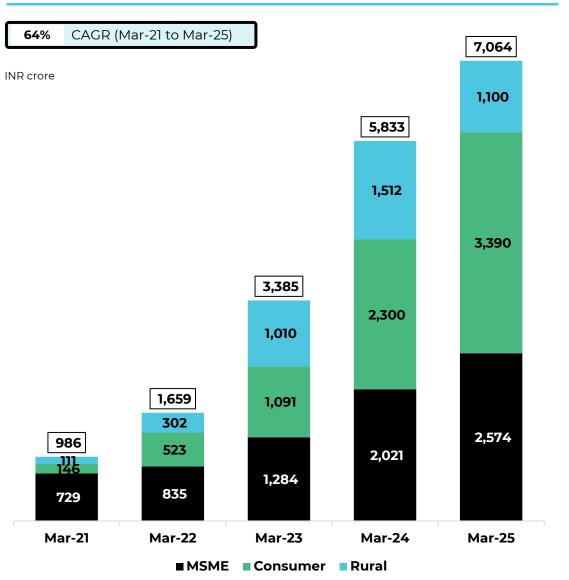
- A strong D2C engine
- A robust underwriting and product program
- A seamless Digital journey, and
- A strong Collections Infrastructure



Growth: Strong growth led by expansion and partnerships



Assets under Management



Multi-channel Distribution Model



360



54

Branches

Retail Lending Partnerships

Backed by robust Underwriting & Technology



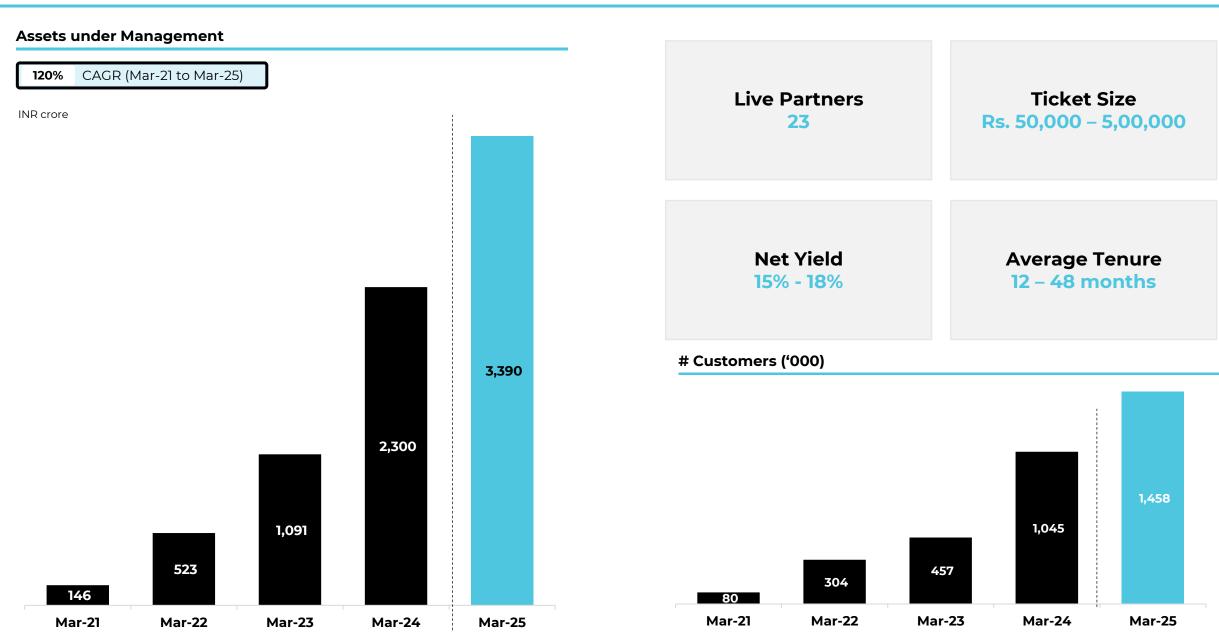
Underwriting



Co-lending & On-Lending Platform

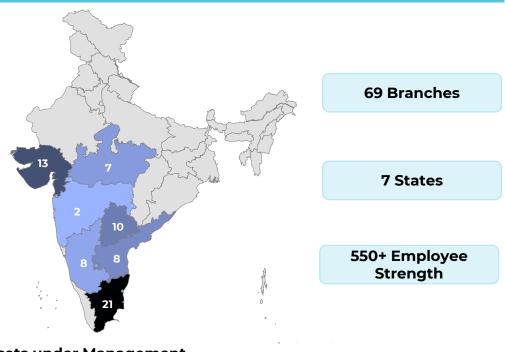
Consumer Finance



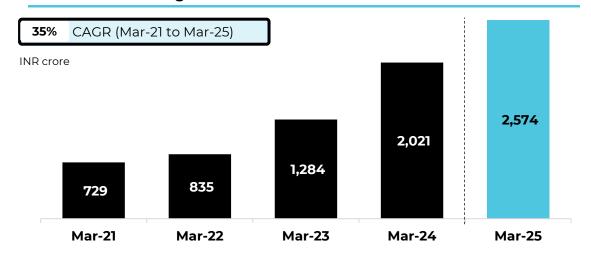




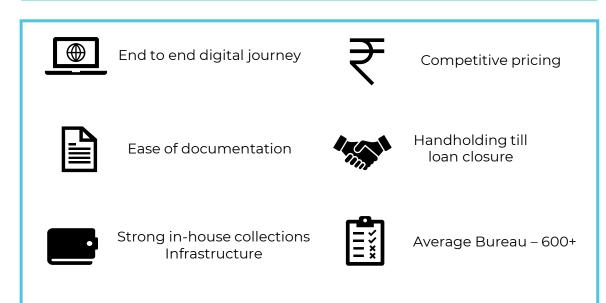
Building strong footprint to scale granular portfolio



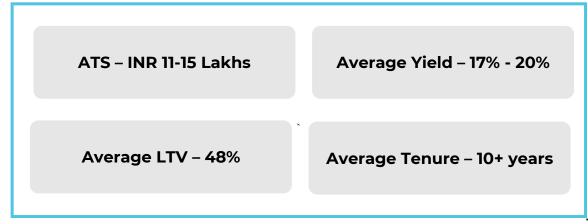
Assets under Management



Northern Arc's Value Proposition



Secured LAP Product Characteristics

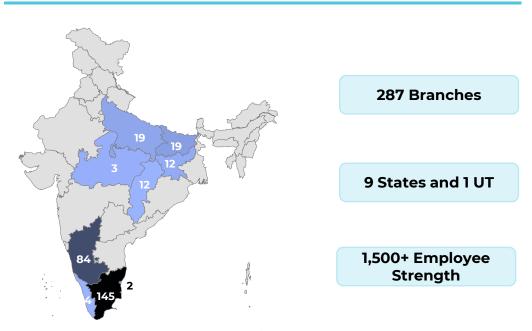


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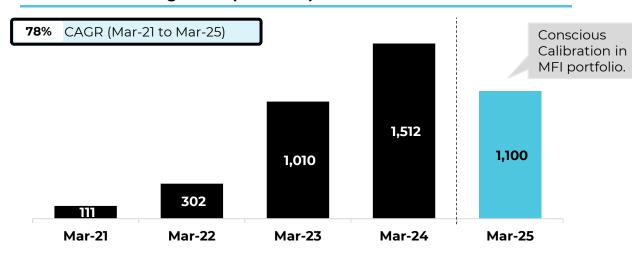
Rural Finance



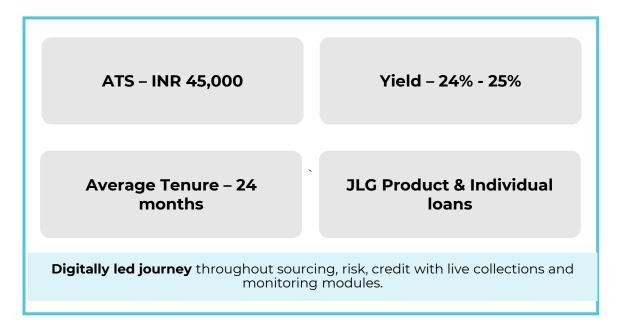
Pan India Presence



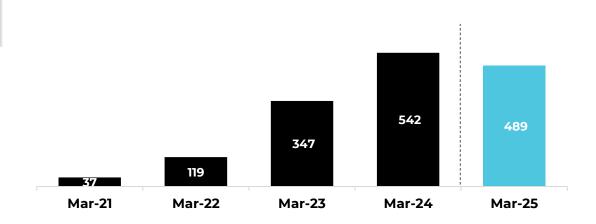
Assets under Management (INR crore)



Product Characteristics



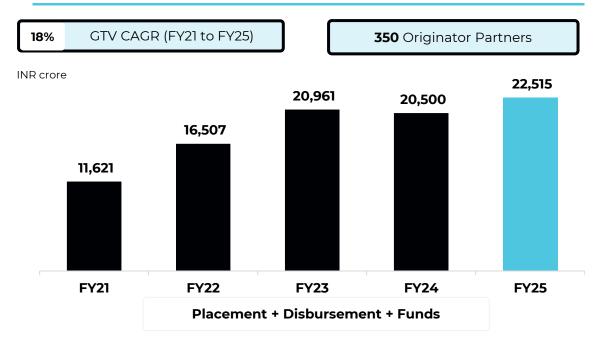
Customers ('000)



Intermediate Retail Credit Solution Business

Lending to Intermediate Partners

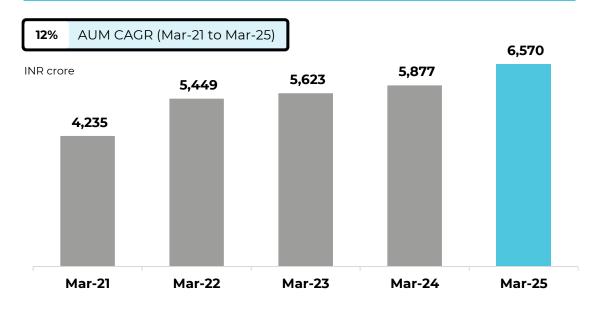
Gross Transaction Volume



Diversity & Depth

Parameter	Details
	Across focused sectors such as -
Sectoral Diversity	MSME, Consumer, MFI, Vehicle, Affordable Housing, Agriculture & Climate
D 1 1	Product Depth & Innovations beyond term loans -
Product Depth	Innovative and structured credit solutions to meet the requirements of the market participants

Lending Book



Leveraging the IR balance sheet to expand credit offerings for partners via



Fee Based Franchise: Building on top of the balance sheet



Northern Arc's Unique Fee Franchise

Fund Management

- **NAIM manages debt funds** that invest largely in the sub-set of Originator Partners and mid-market companies
- **Providing tailor-made investor solutions** with various investment strategies, tenures and liquidity preferences
- Managed 12 funds and 2 PMS with successful exit of 6 Funds
- 6 Funds + 2 PMS currently active
- Fund AUM of INR 3,158 Cr with net management fee of 100-110 bps

AltiFi



- Alternative retail debt investment platform that facilitates fixed-income investments for individuals and small corporates
- These securities help investors diversify their portfolio, earn returns on their investment and reduce exposure to market volatility
- With 45,000+ registered users and 1100+ active investors

Placements

- Through our Nimbus platform, we connect with a wide network of Investor Partners across various classes
- Our Placements channel offers structured and syndicate financing through debt, credit-enhanced debt, and portfolio financing for our Originator Partners
- With 200 investor partners, the total volume of placements since inception has exceeded INR 1 trillion
- Placement Volume of INR 12,393 Cr in FY25 with net fee of 20-25 bps

SaaS Offerings



nPOS

 Connecting banks & financial institutions through APIs, enabling swift data exchange & straight through processing of loans



NuScore

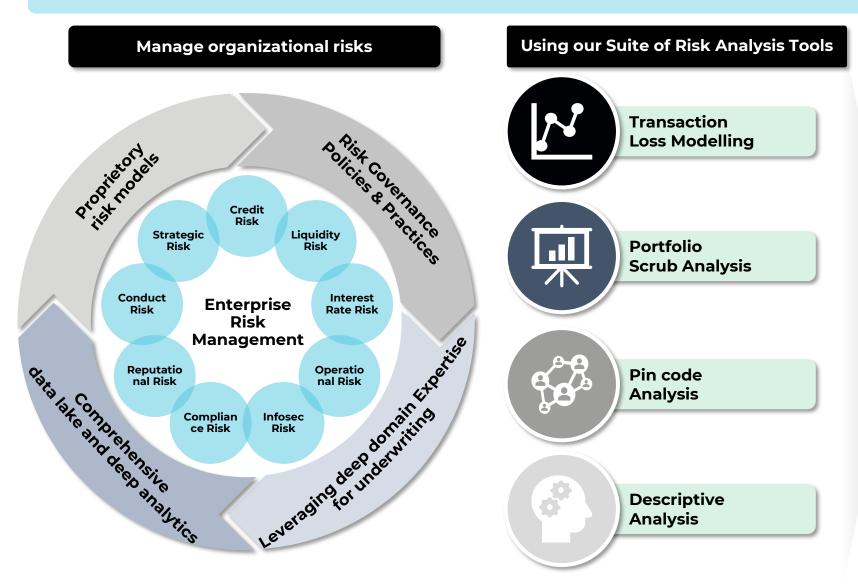
- Borrower level assessment with a detailed analytics report
- Custom-built for every lending institution
- Sector-specific insights over different economic & credit cycles

Risk Management

Robust Risk Management Framework



Robust risk management framework based on sector expertise, ground-level insights, extensive data analytics and proprietary risk models



Through

Deep Domain Knowledge and Qualitative **Field-Level** Insights

Proprietary underwriting models built using ML techniques

Predictive models on borrower behavior & geo-risk management

47 mn+ loan data collected over 10+ years extensively analyzed

Risk Monitoring teams that onboard and monitor each originator and geography

Strong Collection Team that can work as back-up servicing partner

Deep focus on collections





Pro-active monitoring to contain stress



Use of Data & Analytics across Collections lifecycle



Omni-channel payments infrastructure



Legal Cell covering all relevant laws

Pre-Delinquency Management

Predicting Bounce likelihood

Proactive Outreach

Pre-due reminders sent to customers through SMS



X Bucket Collection

Immediate customer connect

Digital Reach Tele-calling Field Collection

Follow up through **tele- calling**



Initial – Mid Buckets

Focus on asset protection and normalization

Behavioural data for roll back

Initiate on-field collections process along with telecalling

Legal action through
Section 25



Deep Buckets

Focus is on amicable settlements & repossessions

Prioritize collection activities

Recovery through legal action initiated:

- > Section 138
- > SARFAESI
- Section 25
- > Arbitration
- > Lok Adalat



Write-off Recoveries

Emphasis on Loss Reduction

Settlement / Possession Model

Actions initiated to take physical possession and liquidate collateral

Issue of bailable/ nonbailable warrants



Sector wise asset quality



INR Crores	AUM*	GNPA (%)	Credit Cost (%) FY25	Credit Cost (%) FY25 (excl one-time provision)
Intermediate Retail	6,570	0.60%	1.5%	1.5%
MSME	2,574	2.76%	2.5%	1.7%
Consumer	3,390	0.43%	6.0%	4.2%
Rural	1,100	0.07%	6.8%	6.8%
Total	13,634	0.93%	3.2 %¹	2.6 %²

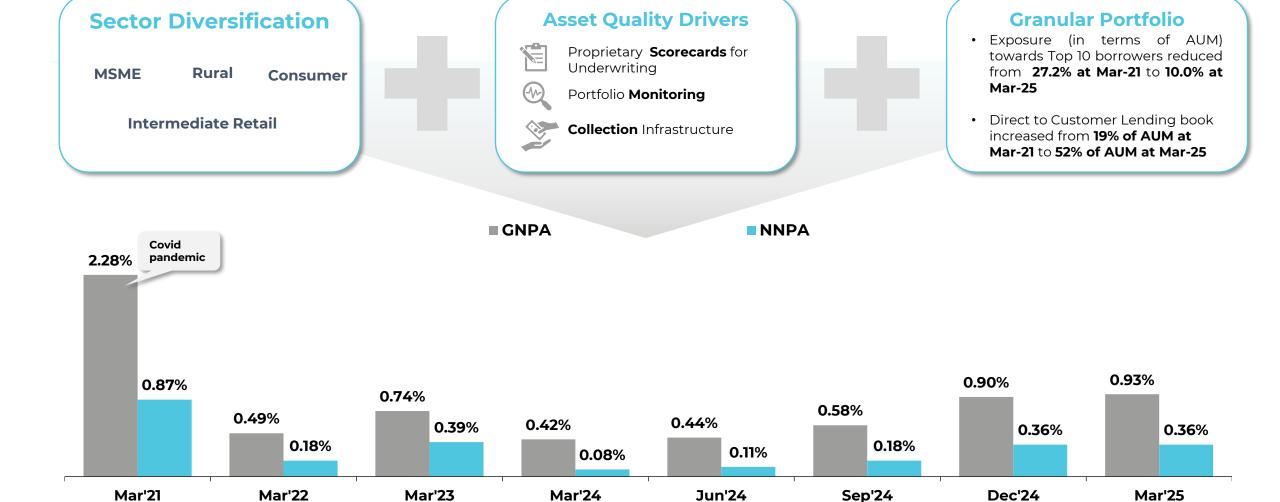
- 1. Includes additional one-time provision of INR 68 Cr on account of DLG provision & Management overlay of INR 56 Cr
- 2. Excluding impact of one-time provision of INR 68 Cr on account of DLG provision

*Data as on March 31, 2025

Diversified & Granular portfolio resulting in GNPAs below 1%



Diversification augmented by proprietary tools and portfolio granularity driving asset quality



Portfolio Quality



INR crore/%	Assets under Management				t	As	sets und	er Mana	gement	(%)	ECL : Expected Credit Loss			ECL % : provision coverage for each stage						
By Staging	Mar'24	Jun'24	Sep'24	Dec'24	Mar'25	Mar'24	Jun'24	Sep'24	Dec'24	Mar'25	Mar'24	Jun'24	Sep'24	Dec'24	Mar'25	Mar'24	Jun'24	Sep'24	Dec'24	Mar'25
Stage I	10,758	11,054	11,480	11,247	12,529	98.4%	98.0%	97.8%	97.0%	97.2%	71.8	93.7	116.4	124.6	232.6	0.7%	0.8%	1.0%	1.1%	1.9%
Stage II	126	168	188	231	239	1.2%	1.5%	1.6%	2.0%	1.8%	32.5	40.0	30.5	44.0	59.3	25.8%	23.9%	16.2%	19.0%	24.8%
Stage III	49	53	68	110	126	0.4%	0.5%	0.6%	1.0%	1.0%	40.4	38.9	48.8	66.2	76.9	81.7%	74.0%	71.8%	60.2%	61.1%
Total On- Book	10,933	11,274	11,736	11,588	12,894	100.0%	100.0%	100.0%	100.0%	100.0%	144.7	172.6	196.1	234.8	368.8	1.3%	1.5%	1.7 %	2.0%	2.9%
Assigned Assets	777	595	573	662	740															
Overall AUM	11,710	11,869	12,309	12,250	13,634															

Stage I & II includes

- Additional one-time provision of INR 68 Cr on account of DLG provision in Q4FY25
- The Management & macroeconomic overlay of INR 51 crore created in Q4FY25 and o/s overlay of INR 60 Cr as on March 31, 2025

Robust Technology Stack

Leveraging Technology Stack



Lead Generation

- Digital form
- Feet on Street
- Mobile app
- Customer reference

Customer Onboarding

- OKYC/EKYC
- PAN verification
- ITR verification
- Legal verification
- Banking check
- Property valuation
- Bureau check
- Udyam verification

Credit Underwriting

PD with customer CAM summary assessment Online valuation report assessment BRE based customer segmentation

Pre-Disbursal

- E-Nach
- E-Sign
- Document verification on digital platform
- BRE based system deviations

Loan Disbursal

- Digital disbursal IMPS/RTGS/NEFT
- WhatsApp based welcome kit delivery
- Digital document storage

Loan Servicing

- Customer app
- CRM platform
- Call center
- BBPS enabled payments
- WhatsApp
- Digital collection
- Payment aggregators

Cloud Services







Compliance and Regulatory





Deloitte.

Security Layer







Monitoring and Logging





User **Engagement**









CIBIL



SaveRisk **EQUIFAX**









Data management & visualization



















Credit Rating



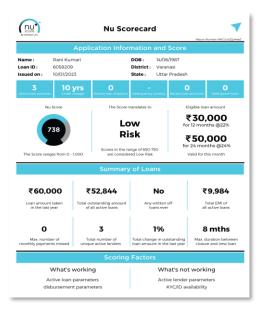


SaaS Offerings:



NuScore

A Machine-Learning-Based Solution to Aid Originators in their Underwriting



Borrower level assessment along with a detailed analytics report

Custom-built for every lending institution

Sector-specific insights over different economic and credit cycles

Integrated easily through APIs

Partners





Expand NuScore Offering to not just MFIs, but also to NBFCs, SFBs, Consumer Durables, etc.

nPOS

Connecting banks & financial institutions through APIs, enabling swift data exchange & straight through processing of loans

Co-lending /
Sole lending
by Financial
Institution
(NBFCs /
Fintechs)



Investors

Banks

Universe One Platform

Offering solutions





Cloud-based





Robust Credit Assessment and Risk Analysis



Machine learning-driven risk assessment



Straight Through Processing of loans

Strong Liability Franchise

Diversified sources of funding...

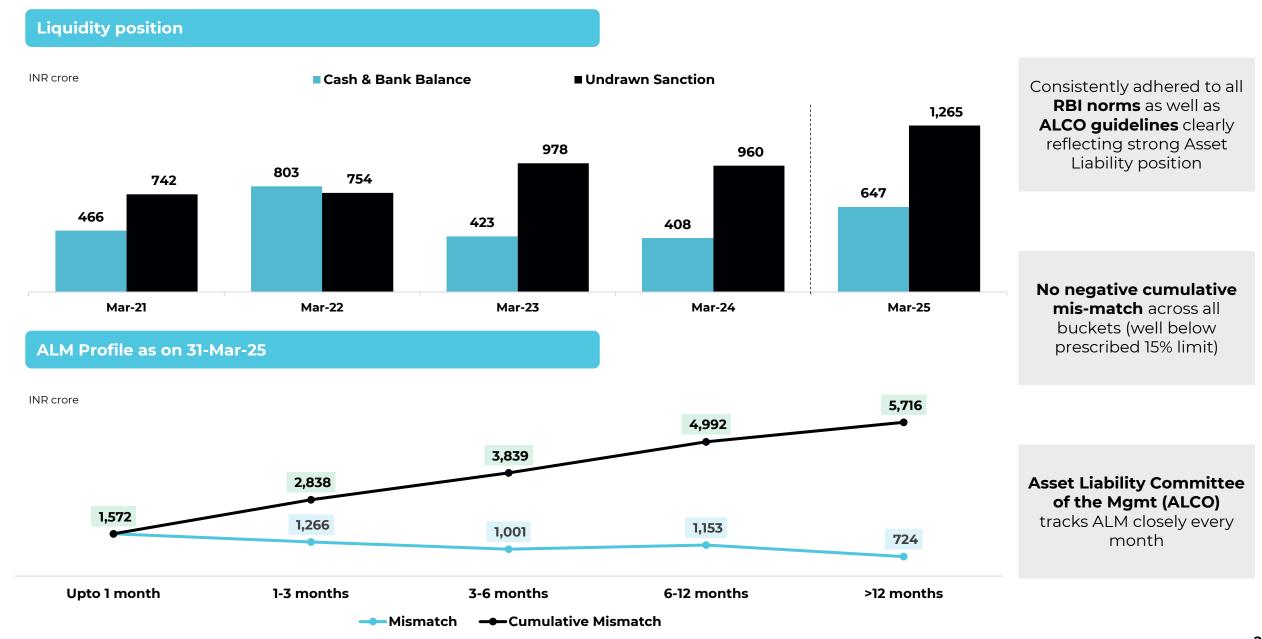






...With proactive liquidity management

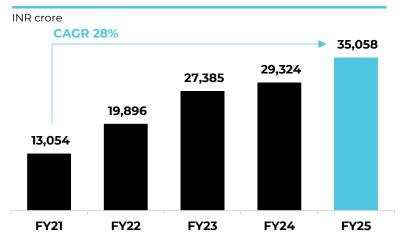




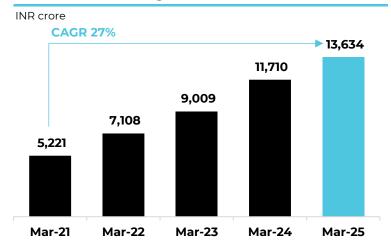
Financials

Key Business Indicators:

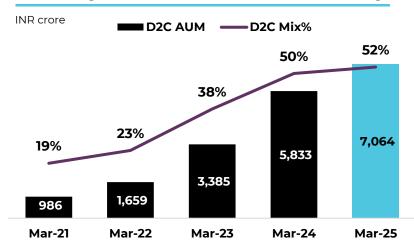
Gross Transaction Volume



Asset Under Management

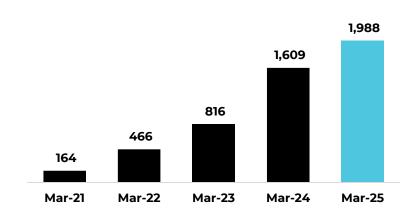


Increasing Share of Direct to Customer Lending

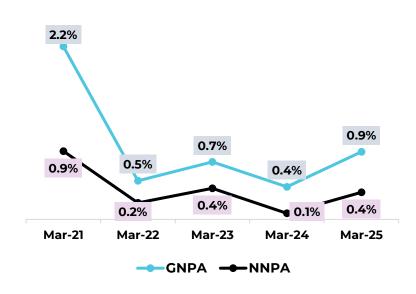


Growing Customer Base

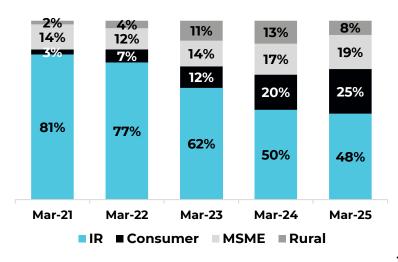
of Direct to Customer Borrowers (000's)



Asset Quality (%)



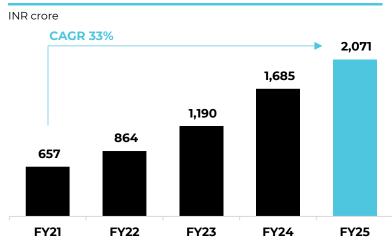
Sector wise AUM (%)



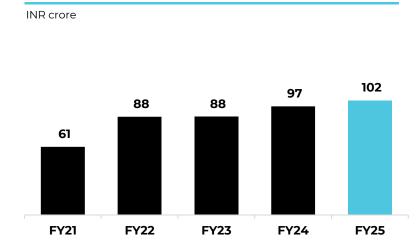
Key Financial Indicators:



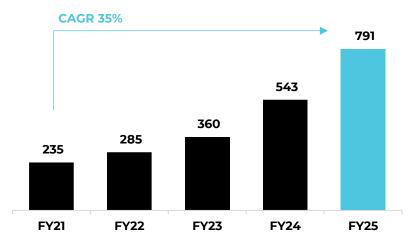
Total Income



Fee & Other Income



Pre-Provisioning Operating Profits (PPoP)



Credit Cost %

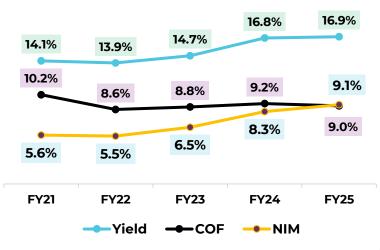


Opex (%)



Yield, CoF and NIM %

INR crore



Consolidated Income Statement



INR crore	Q4 FY24	Q3 FY25	Q4 FY25	YoY %	QoQ %	FY24	FY25	YoY%
Interest income ¹	434	478	519	20%	8%	1,588	1,969	24%
Interest expense	204	211	198	-3%	-6%	725	823	13%
Net Interest Income	230	267	320	39 %	20%	863	1,147	33%
Fee & Other Income	35	21	30	-16%	41%	97	102	5%
Net Revenue	265	288	350	32 %	21%	960	1,248	30%
Employee Costs	68	74	68	1%	-8%	242	285	18%
Operating Costs	60	39	53	-12%	36%	176	173	-2%
Total Operating Costs	128	113	121	-5%	7 %	418	458	9%
Pre-Provision Operating Profit (PPoP)	137	175	229	66%	31%	542	791	46%
Credit Costs	24	81	194	-	139%	122	405	231%
Profit before tax	114	94	35	-69%	-63%	420	386	-8%
Tax expense	28	21	-3	-112%	-116%	103	85	-17%
Profit after tax	86	73	38	-55%	-47%	317	301	-5%
Profit after tax (excluding NCI)	89	76	38	-58%	-50%	308	305	-1%
One time expense ²	-	-	68	-	-	-	68	-
Profit before tax (excl one time expense)	114	94	103	-10%	10%	420	454	8%
Profit after tax (excluding one time expense & NCI)	89	76	89	0%	17 %	308	356	15%

Financial Dupont



Particulars	Q4FY24	Q3FY25	Q4FY25	FY24	FY25
Interest Income*	15.4%	15.0%	16.2%	15.3%	15.7%
Interest Expense	7.2%	6.6%	6.2%	7.0%	6.5%
Net Interest Income	8.2 %	8.4%	10.0%	8.3 %	9.1%
Fee and Other Income	1.3%	0.7%	0.9%	1.0%	0.8%
Net Revenue	9.5%	9.0%	10.9%	9.3 %	9.9%
Employee Costs	2.4%	2.3%	2.1%	2.3%	2.3%
Operating Costs	2.1%	1.2%	1.6%	1.7%	1.4%
Total Operating Expense	4.5%	3.5 %	3.8 %	4.0 %	3.6%
Pre-Provision Operating Profit (PPoP)	5.0%	5.4%	7.1 %	5.3 %	6.3%
Credit Costs	0.9%	2.5%	6.0%	1.2%	3.2%
Profit Before Tax	4.1%	2.9%	1.1%	4.1%	3.1%
Tax	1.0%	0.7%	-0.1%	1.0%	0.7%
Profit after tax (excluding NCI) (RoA)	3.2 %	2.4%	1.2%	3.0 %	2.4%
Profit after tax (excl one time expense & NCI) (RoA)	3.2%	2.4%	2.8%	3.0%	2.8%
Return on Equity	15.8%	8.9%	4.5%	14.5%	10.0%
Return on Equity (excl one time expense)	15.8%	8.9%	10.5%	14.5%	11.6%
Cost to income Ratio	48.4%	39.0%	34.5%	43.6 %	36.5%
as a % of Quarterly Average Total Assets					

Balance Sheet



INR crore	Mar'24	Jun'24	Sep'24	Dec'24	Mar'25
Assets					
Financial assets					
Cash and bank balances	408	589	811	513	647
Loans	9,210	9,651	10,004	9,520	10,572
Investments	1,785	1,661	1,766	1,976	2,052
Other financial assets	164	107	179	183	144
Non-financial assets	141	125	176	210	223
Total assets	11,708	12,133	12,936	12,401	13,638
Liabilities and equity					
Financial liabilities					
Borrowings & Debt Securities	9,048	8,971	9,271	8,593	9860
Other financial liabilities	287	313	281	334	273
Other non-financial liabilities	53	65	62	65	66
Equity	2,314	2,777	3,316	3,405	3,434
Non-controlling interest	6	7	6	4	5
Total liabilities and equity	11,708	12,133	12,936	12,401	13,638
Quarterly Avg. earning Assets	9,476	11,040	11,263	11,341	11,652
Quarterly Avg. total assets	10,374	11,920	12,259	12,294	12,563

Board & Management

Board of Directors:





Mr. P S Jayakumar Chairman & Non-Executive Independent Director

Former MD & CEO, Bank of Baroda ~30 years of experience



Ms. Anuradha Rao Non-Executive Independent Director

Former MD & CEO SBI Funds Management ~36 years of experience



Mr. Ashutosh Arvind Pednekar
Non-Executive

Independent Director

Practicing Chartered Accountant 30+ years of experience



Mr. Sandeep Dhar
Non-Executive
Independent Director

35 years of experience in the BFSI and IT services sectors



Mr. Ashish Mehrotra
Managing Director &
Chief Executive Officer

Former MD & CEO, Max Bupa Health Insurance MD & Retail Bank Head, Citibank India



Dr. Kshama FernandesNon-Executive, Non-Independent
Director and Vice-Chairperson

Northern Arc Capital ~25 years of experience



Mr. Michael Jude Fernandes

Non-Executive Nominee Director

LeapFrog Investments

Co-lead
Leapfrog Investments, South & SEA
~20 years of experience



Mr. Vijay Chakravarthi
Non-Executive Nominee Director

AFFIRMA CAPITAL

MD – Affirma Capital Former Executive Director, Private Equity at Standard Chartered Bank



Mr. T S Anantharaman
Non-Executive Nominee Director

Formerly associated with CSB Bank, Motilal Oswal Financial Services

Marquee Investors
Driving Strong
Corporate
Governance
Standards

360 ONE Special Opportunities Fund

16.4%

LeapFrog Financial Inclusion India (II) Ltd

16.2%

Augusta Investments II Pte. Ltd

16.0%

Eight Roads Investments Mauritius II Limited

7.4%

Dvara Trust

5.1%

International
Finance
Corporation

Investment Company

4.0%

Accion Africa-

Asia

Sumitomo Mitsui Banking Corporation

3.8%

Independent Director

6.1%

Nominee Director

Others

Management:



Managing Director & Chief Executive Officer Former MD & CEO, Max Bupa Health Insurance MD and Retail Bank Head, Citibank India

Ashish Mehrotra



Pardhasaradhi Rallabandi Group Risk Officer & Governance Head

31+ years of experience in Banking Previously associated with Standard Chartered Bank



Gaurav Mehrotra Chief Technology Officer

26+ years of experience in technology. Previously associated with JP Morgan, Goldman Sachs & Infosys



Amit Mandhanya EVP - Partnership Based Lending

17+ years of experience Previously associated with Micro-Credit Ratings International Limited



Bhavdeep Bhatt Chief Executive Officer – Northern Arc Investment Managers

29+ years of experience Previously associated with Aditya Birla Sunlife AMC, ICICI Prudential AMC & Kotak AMC



Atul Tibrewal
Chief Financial Officer

22+ years of experience in finance Previously associated with Magma Fincorp & Birla Corporation



Gaurav Shukla Chief Business Officer

27+ years of experience Previously associated with Credit Suisse, Altico Capital & Standard Chartered Bank



Prakash Panda Company Secretary and

Compliance Officer

16+ years of experience Previously with Tamilnad Mercantile Bank & Apollo Hospital



Chetan Tivary
Chief Internal Audit Officer

30 years of experience in Audit and Risk Management across Mashreq Bank, HSBC Ltd, DCB Bank and ABN AMRO Bank



Saurabh Jaywant Chief Legal Officer

22+ years of experience in financial services companies Previously associated with ICICI Bank



Umasree Parvathy Pratap Chief People Officer

37+ Years experience in HR Previously associated with Matrimony, Invesys & Spencers



Jagadish Babu Ramadugu Managing Director & CEO (Pragati)

28+ years of experience Previously associated with Vaya Finserv, Hindustan Coca-Cola, Spencers & Asian Paints



Vipin G S Chief Compliance Officer

24+ years of experience Previously associated with Manappuram Finance

ESG Focused Business Model Positively Impacting 118 Mn+ Lives



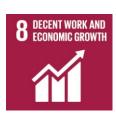
UNSDG(1) Alignment Built into the Business Model



















Note: (1) United Nations Sustainable Development Goals

Our Sustainability Report



Awards



Robust ESG Framework with Effective Tools & Regular Monitoring



- Committed to responsible financing framework
- Adherence to Leapfrog's 'Responsible Investment Code'
- Adoption of a Group Level Environmental & Social Management System
- Adoption of an overarching Code of Conduct for ethical conduct of business

Board Diversity

Group Level

ESG Policy

- Diverse Board
- 4/9 Independent Directors
- 2/9 Women Directors
- 3/9 Nominee Directors
- 1/9 Executive Director

Robust Mentoring & Evaluation

- Strict Policy for Originator Partners to adhere to fair practices code & customer protection norms
- MoUs with Originator Partners to implement AFI's sustainability alignment rating tool

Business Model <> ESG Alignment

- Responsible financing framework implemented via Underwriting guidelines
- Impact Focused funds managed
- Financing Originator Partners and MSMEs in the Green Energy & E-Mobility & Infrastructure Sector



Empowering community through CSR





Education



Supported 60 students from rural
Karnataka by funding their
graduation, providing a ₹1,000
monthly stipend, and offering
smartphones or laptops to those
aged 18 and above



Will support elementary students in Andhra Pradesh, Karnataka, and Bihar by providing learning and training materials to improve basic literacy and numeracy.



Supported differently-abled children through a residential education program that provided nutritious meals, medical aid, and a supportive learning environment under dedicated teacher care.



Upgrading rural school infrastructure in Wada block,
Palghar district, Maharashtra. The initiative includes solar power, digital classrooms, safe drinking water, sanitation, rainwater harvesting, and kitchen gardens





Renovating three minor irrigation tanks—Usilangulam, Vellambal. and Achatthambal— Kadaladi Block. Ramanathapuram District. This initiative enhances water retention in the semi-arid region. supporting agriculture postmonsoon while promoting water conservation and ecosystem restoration.



Healthcare support

Cuddles Foundation



Provided essential nutrition and dietary support to children undergoing cancer treatment in Varanasi (Uttar Pradesh), Vellore and Madurai (Tamil Nadu), and Bangalore (Karnataka).



Healthcare infra

Hand in Hand



Donating two Advanced Life Support ambulances to government hospitals in North Chennai and Ramanathapuram (Kadaladi Block), Tamil Nadu. As part of the Tamil Nadu Health Systems Project, the initiative aims to enhance emergency response and prehospital care in the community.

Thank you!

For any query, please contact:

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