



26th July, 2025

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

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

Sub: Investor Presentation

Dear Sir/Madam,

In furtherance to our letter dated 23rd July, 2025 intimating about Earnings Conference Call, please find enclosed the investor presentation which will be referred during the earnings call scheduled to be held today i.e Saturday, 26th July, 2025 at 04:00 P.M. (IST) with investors in connection with the financial results of the Company for the quarter ended 30th June, 2025.

The presentation would also be available on website of the Company at <https://www.sbfc.com/investors>.

We request you to take this on record.

Thanking you,

Yours faithfully,
For **SBFC Finance Limited**



Namrata Sajnani
Company Secretary & Chief Compliance Officer

Encl: as above

SBFC Finance Limited

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



Investor Presentation

Q1 FY 2026



Safe Harbor

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

Executive Summary

1

Profitability

Profit after tax grew 28% YoY to ₹101 crore for the quarter

2

Growth

AUM grew 30% YoY to ₹9,351 crore

3

Credit Quality

Gross NPA at 2.78% with PCR of 44.38%

4

Operating Efficiency

Cost-to-AUM ratio improved by 21bps YoY to 4.59%

5

Return Ratios

RoA of 4.50% and RoE of 13.53%

SBFC – Q1 FY26 Performance

Size and Growth	Distribution	Granular Book	Asset Quality	Liability Profile	Profitability
 9,351 AUM YoY +30% QoQ +7%	 215 # Branches	 100% % Secured	 2.78% GNPA YoY +18 bps QoQ +4 bps	 3,039 Tangible Net worth	 101 PAT YoY +28% QoQ +7%
 7,744 Secured MSME AUM YoY +30% QoQ +7%	 4,503 Employees	 9.38* 1.13* Average Ticket Size: Secured MSME / LAG (Lakh)*	 1.57% NNPA YoY +6 bps QoQ +6 bps	 CRAR 34.3% Capital Adequacy	 4.50% Return on AAUM YoY -6 bps QoQ -2 bps
 809 Secured MSME Disbursal Value YoY +51% QoQ +6%	 16 States & 2 UTs Pan India presence	 1,76,447 # live customers	 1.11% Credit Cost YoY +25 bps QoQ +11 bps	 9.32% Cost of Borrowing YoY -3 bps QoQ -3 bps	 17.99% Yield YoY +41 bps QoQ +11 bps
 8,619 Secured MSME Disbursal Volume YoY +48% QoQ +9%	 100% in-house Sourcing	 LTV 42.2% / 63.4% Secured MSME / LAG	 44.38% PCR	 AA- (Stable) Credit rating	 8.67% Spread YoY +44 bps QoQ +14 bps

Note: All values in ₹ Cr unless stated otherwise, All metrics as of / for Q1 FY26 unless stated otherwise;

Executive Summary



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



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



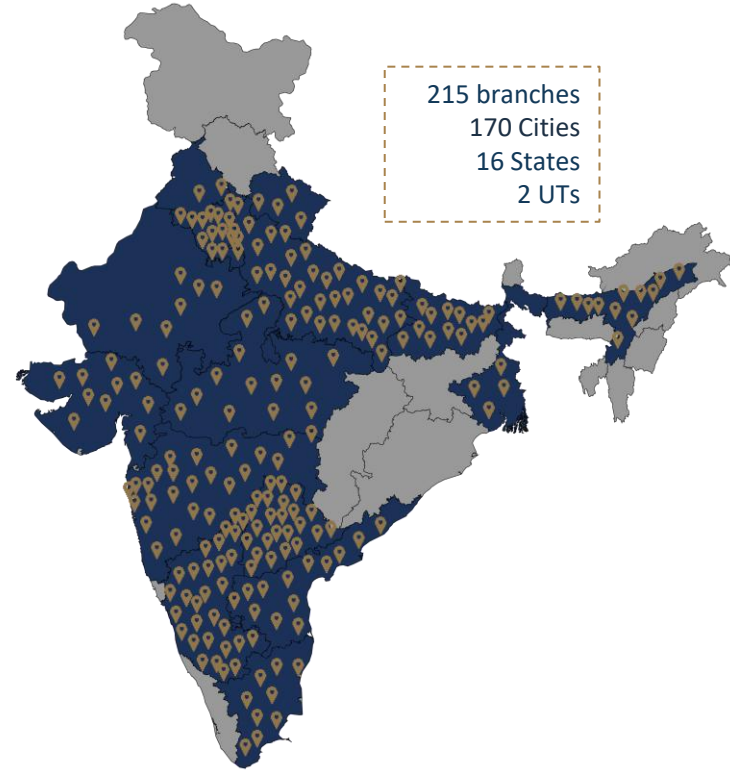
Opportunity: Market size (₹5 lakh - ₹30 lakh MSME financing) of ₹4¹ lakh crore, growing at 24%²



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



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



¹ As of Mar-25 (Source – CRIF Data);

² CAGR period over FY18 to FY25 (Source – CRIF Data)

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

Large segment within MSME of ₹4 lakh cr and growing at CAGR 24%

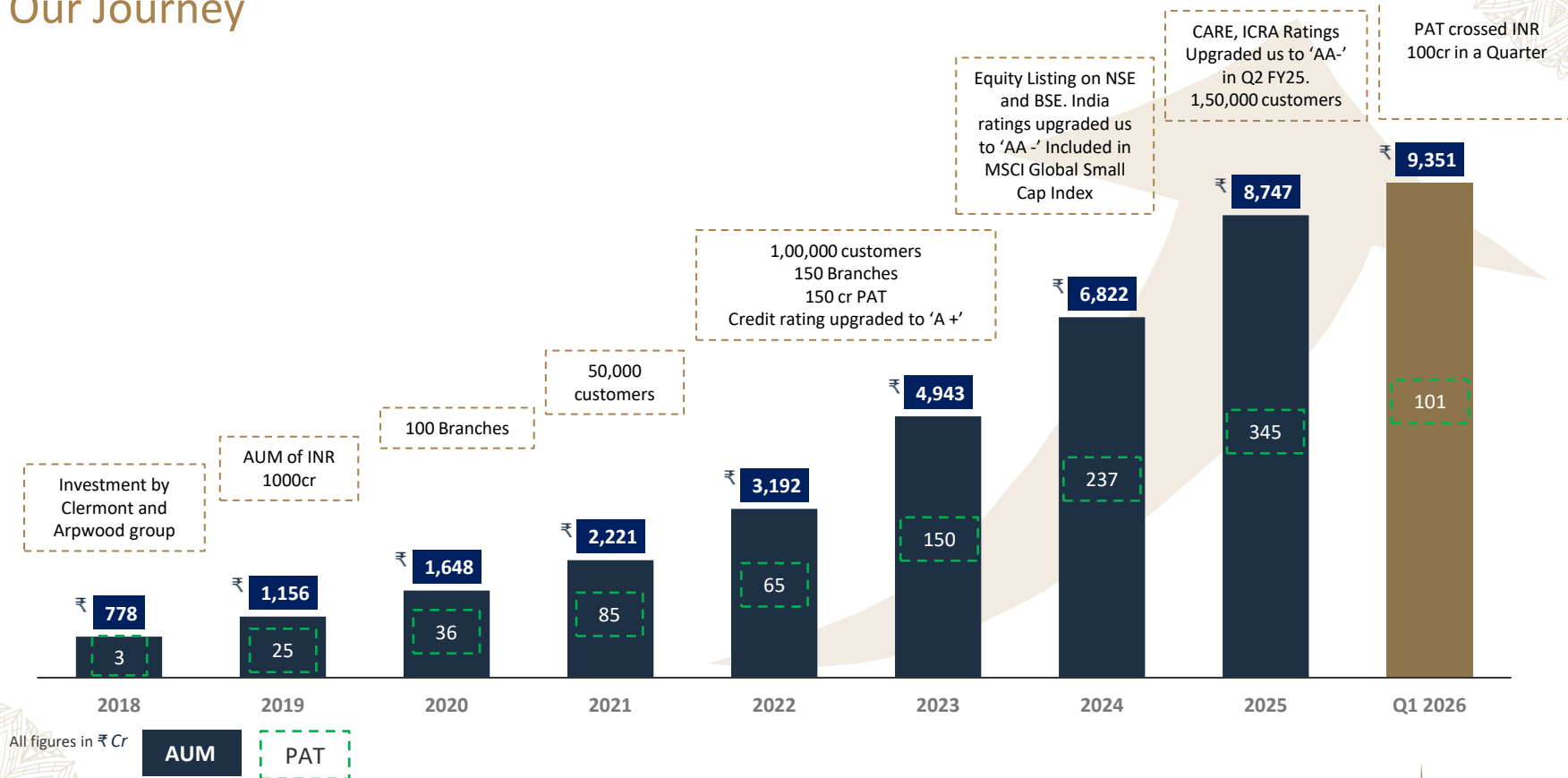
Segment	Market Size ¹ (₹ tn)	CAGR ² (%)	
>₹0.3 cr	9.7	19.4%	
₹0.05– 0.3 cr	4.0	24.4%	Focus Segment
<₹0.05 cr	0.7	25.8%	
Total	14.4	18.5%	

Source: CRIF Data;

¹ As of Mar-25;

² CAGR period over FY18 to FY25

Our Journey



Management

Experienced, cycle-tested, professional management



Aseem Dhru

MD & CEO



Mahesh Dayani

Executive Director



Narayan Barasia

Chief Financial Officer



Sanket Agrawal

Chief Strategy Officer,
Analytics & IR



Rajiv Thakkar

Chief Risk Officer



Ganesh Vaidya

Chief Technology Officer



Sai Prashant Menon

Chief Collection Officer



Sumeet Ghai

Chief Human Resource Officer



Namrata Sajjani

Chief Compliance Officer & CS



Agnivesh Kumar

Head - Operations

Board of Directors

Strong corporate governance backed by long term investors

Independent



Neeraj Swaroop

Chairman of the Board
Ex CEO – SCB, Singapore



Rajesh Agrawal

Jt. Managing Director,
Ajanta Pharma



Surekha Marandi

Ex Executive Director,
RBI



Ravi Venkatraman

Ex Executive Director &
CFO,
Mahindra & Mahindra
Financial Services



Koni Uttam Nayak

Ex Senior Vice President,
Visa Direct Organization
at Visa



John Mescall

Managing Director
Clermont Group



Jonathan Tatur

Senior Vice President
Clermont Group



Leroy Langeveld

Assistant General Counsel
Clermont Group



Executive Directors



Aseem Dhru

MD & CEO



Mahesh Dayani

Executive Director

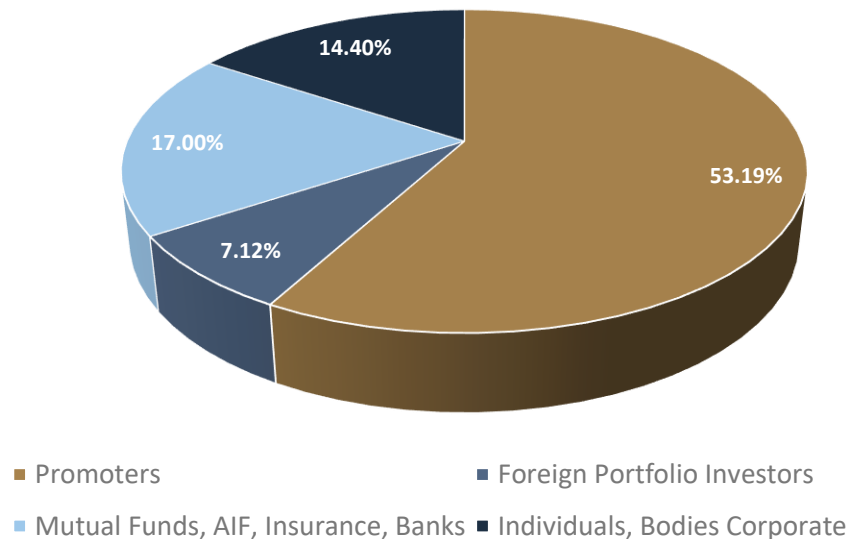
Shareholding

Category of Shareholders	% Share [#]
Promoter	
Clermont Group	53.19%
Other Major Shareholders	
SBI Mutual Fund	8.51%
Amansa Capital	4.07%
Malabar Funds	3.91%
Aditya Birla Sun Life	3.16%

Management & Employees hold 7.7% of diluted share capital

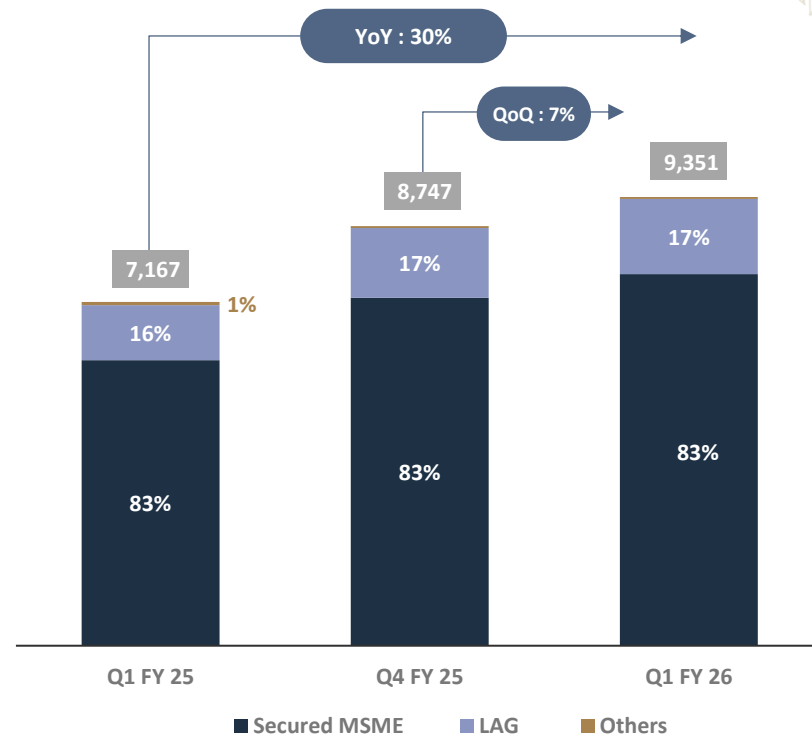
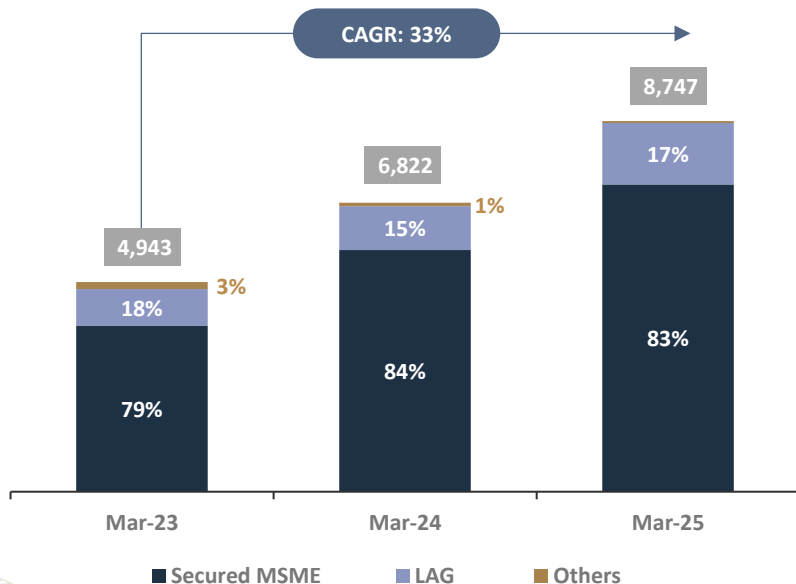
Non-diluted Status as on June 30, 2025

Shareholding Pattern



Business Momentum

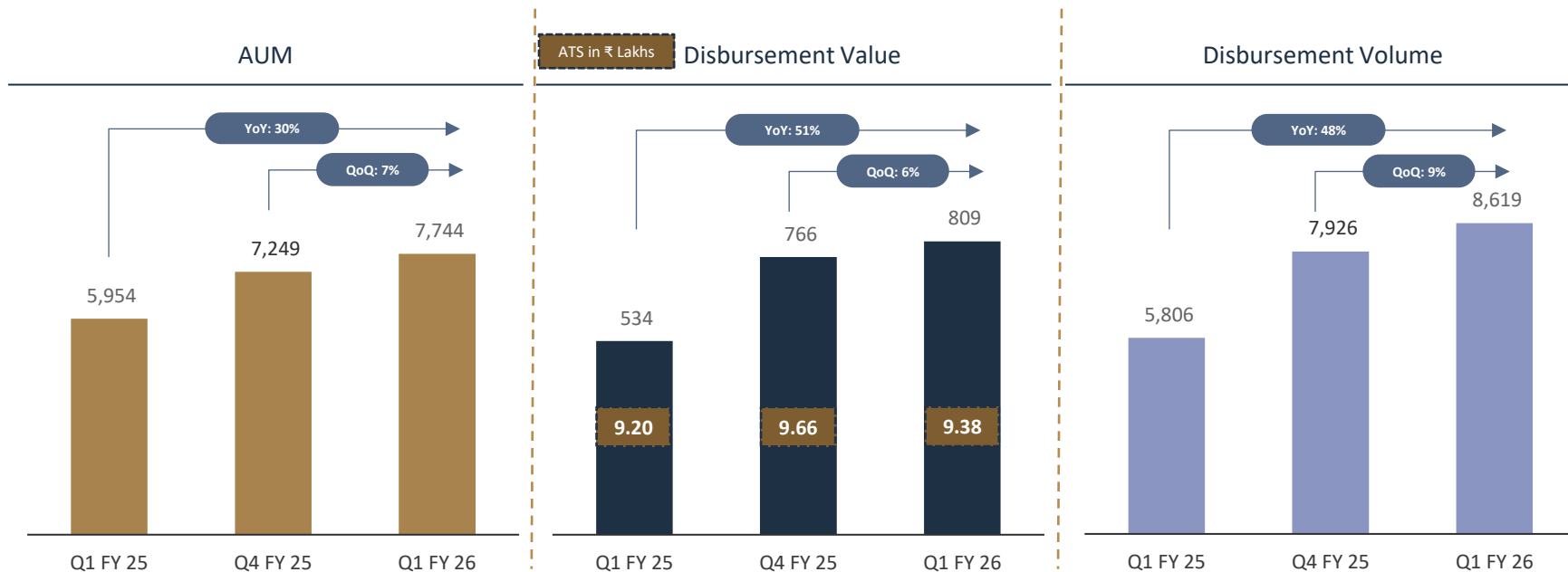
Delivering Consistent AUM Growth



All figures in ₹ Cr.

AUM

Business Momentum – Secured MSME

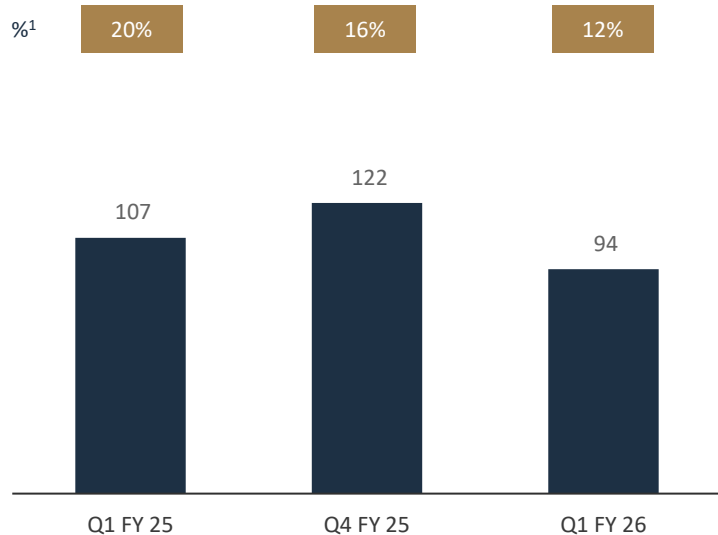


AUM Secured MSME
All figures in ₹ Cr

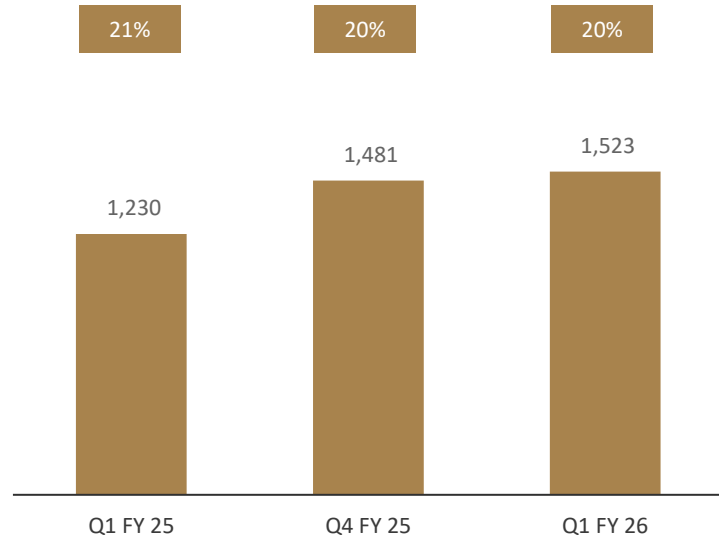
Business Momentum

Co-origination – Validates our profitable origination

Co-origination Disbursement (₹ Cr)



Co-origination AUM (₹ Cr)

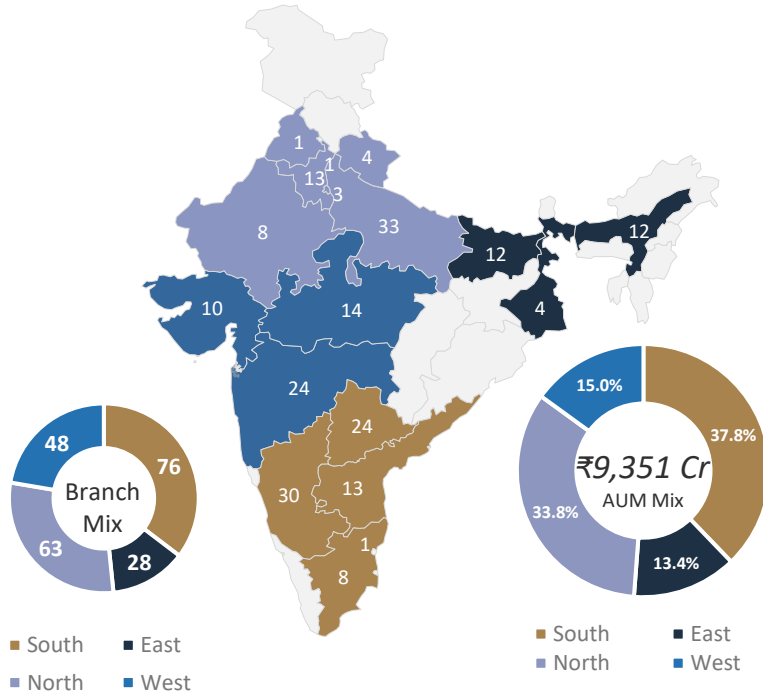


¹Percentage is on Total Secured MSME Loans

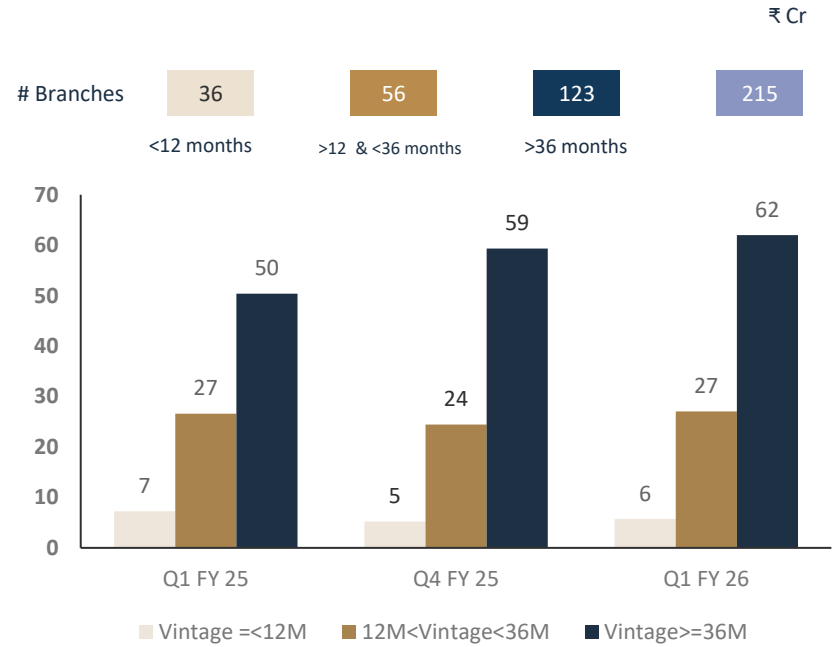
Business Momentum

No concentration risk & well distributed growth

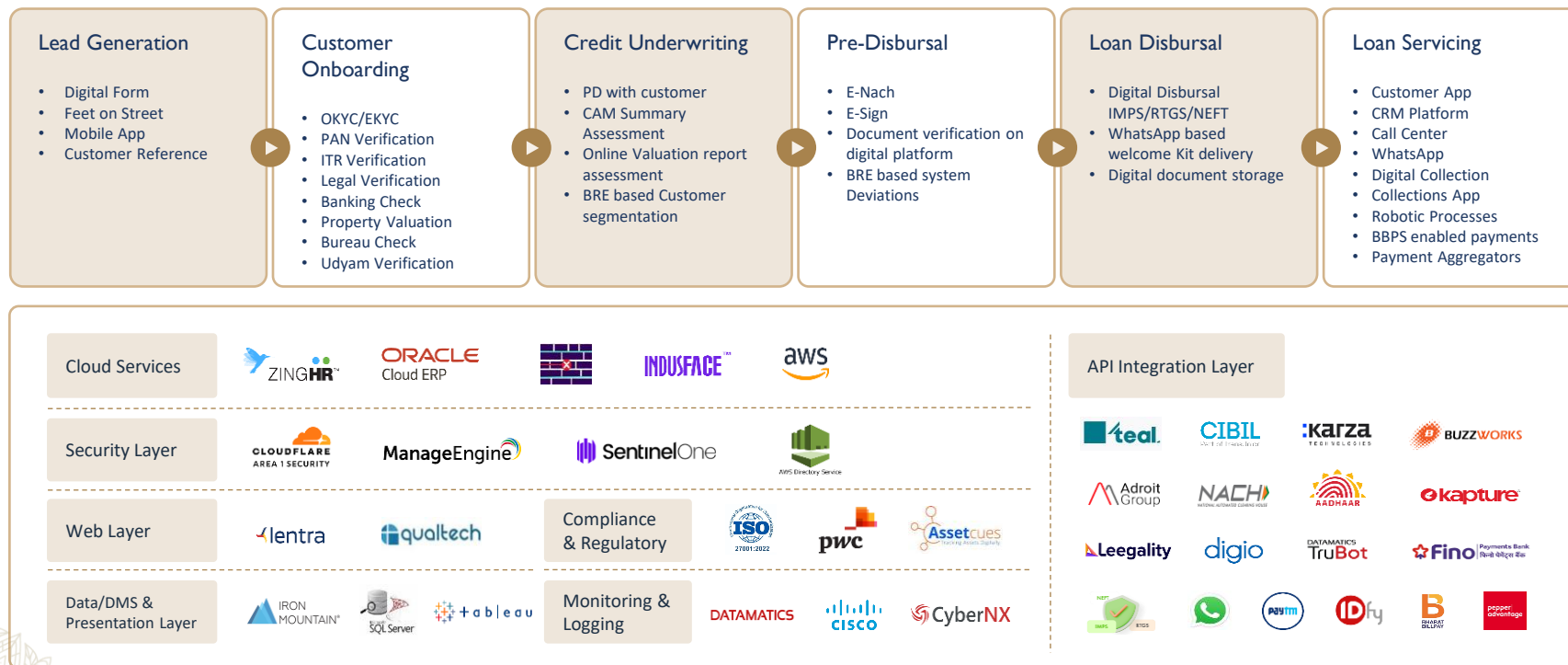
Present in 16 states, 2 UTs covering 170 cities via 215 branches



Driven by steady rise in AUM per branch



Technology Landscape



Credit Underwriting

Tailored to service underserved, underbanked informal customers

Most small businesses in India have challenges



Partial Income Proof



Limited Commercial Credit History



Collateral with local nuances



Bank Statements with Limited Transactions



Small scale businesses lack resilience

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

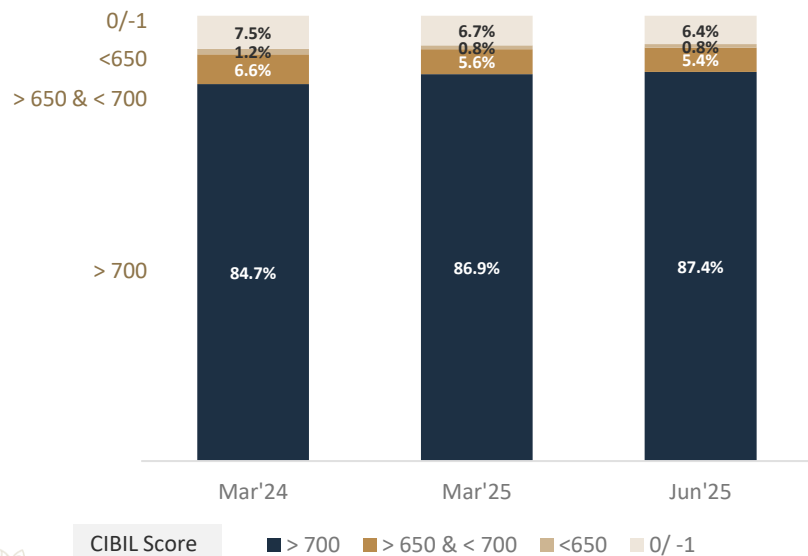
- Credit officer spends time to understand income & cash flow (documented + non-documented) at family level
- Evaluation of historical asset creation
- SBFC customers are often first-time commercial borrowers with past consumer loans
- Reference check from the neighbourhood, locality and their customer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

Deep understanding of customer behavior & strong knowledge of local markets

Credit Underwriting

Quality borrowers with credit score above 700

Over 85% AUM from customers with CIBIL >700¹

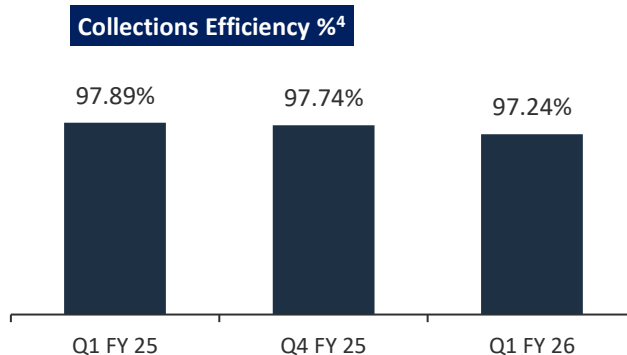
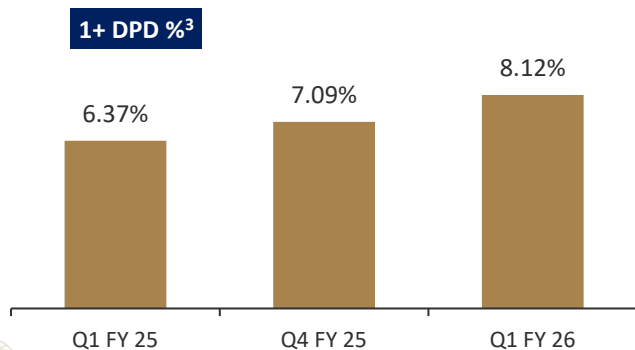
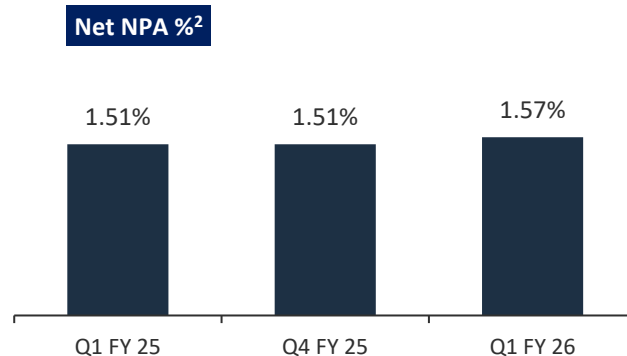
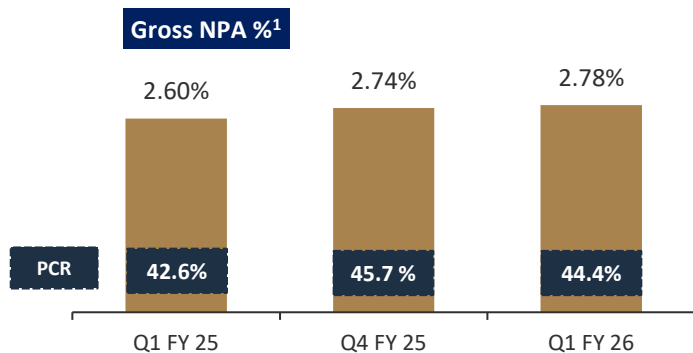


¹Pertains to secured MSME Loans

Granular loan book with high quality collateral¹

93% AUM secured by self occupied residential / commercial property	42.2% LTV
100% co-borrower Spouse, parent acting as one	95% women Borrowers / co-borrowers
No industry >10% Sector exposure not more than 10% of our loan portfolio	

Credit Indicators



Note:

1. Gross NPA% (Stage 3%) as per IND AS (including EIR adjustment).

2. Net NPA% is as per IND AS.

3. 1+ DPD % is for secured MSME at AUM level

4. Collections efficiency defined for Standard Secured MSME loans as "amount of EMI received during the month, restricted to a max of 1 EMI per loan divided by EMI demand for the current month"

ECL Provisions Summary

As on June 30, 2025	Stage 1	Stage 2	Stage 3	Total
Gross Loans Outstanding	7,672	308	228	8,208
ECL Provision	30	18	101	149
Net Loans Outstanding	7,642	290	127	8,059
ECL Provision %	0.38%	5.88%	44.38%	1.81%

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

As on June 30, 2024	Stage 1	Stage 2	Stage 3	Total
Gross Loans Outstanding	5,833	231	162	6,226
ECL Provision	34	12	69	115
Net Loans Outstanding	5,799	219	93	6,111
ECL Provision %	0.58%	5.37%	42.63%	1.85%

All figures in ₹ Cr

Collections Approach

In-house, on-ground collections teams – **99%** collected digitally

On-ground Teams



quick attention to customer issues

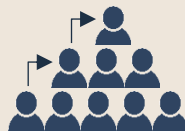
In-house legal team

Backed By Tech

Analytics early warning

E-Collect for focused efforts

Scalable Structure



Independent collection vertical dedicated to ensure collection efficiencies



Tele Calling



Field Collection



Legal collection



Real-time mobile tracking



Call centre - autodial

Adaptable collection strategy as per loan stage

Loan Stage



Normal



- Call center autodial



Initial stages of delinquency



- Soft collections + SMS reminders
- Initiate recovery in case of default



NPA



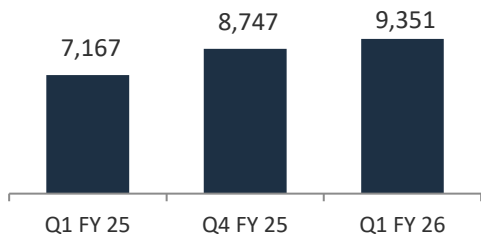
- Legal action if unable to recover

Financial Performance

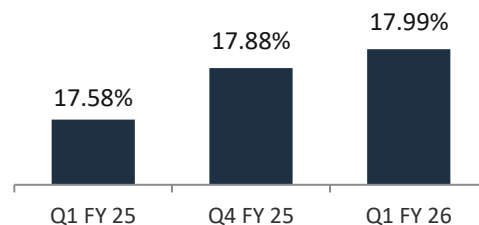
Quarterly Trends in KPIs

AUM

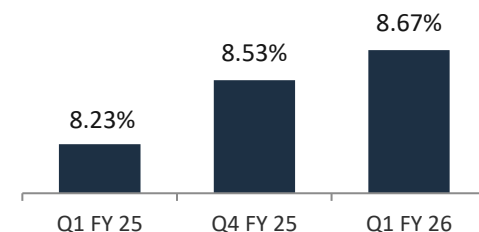
(₹cr)



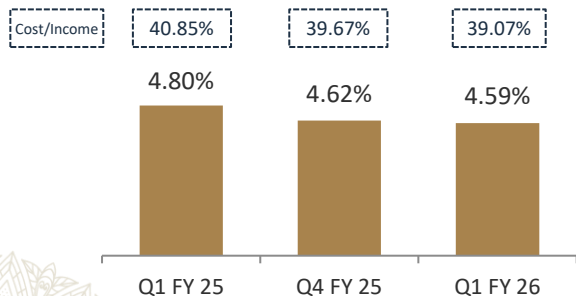
Yield



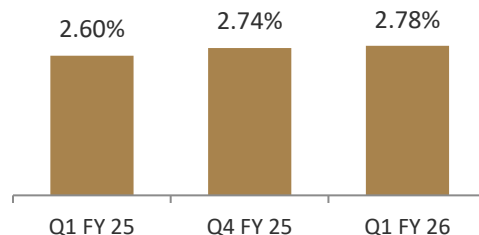
Spread



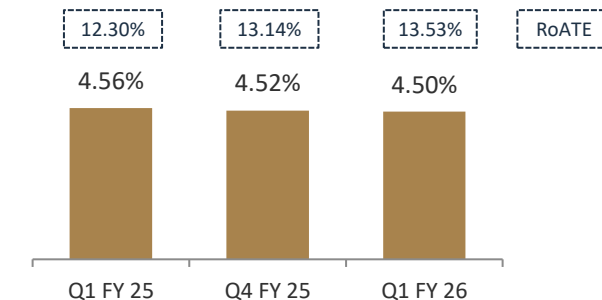
Opex to AAUM



Gross NPA

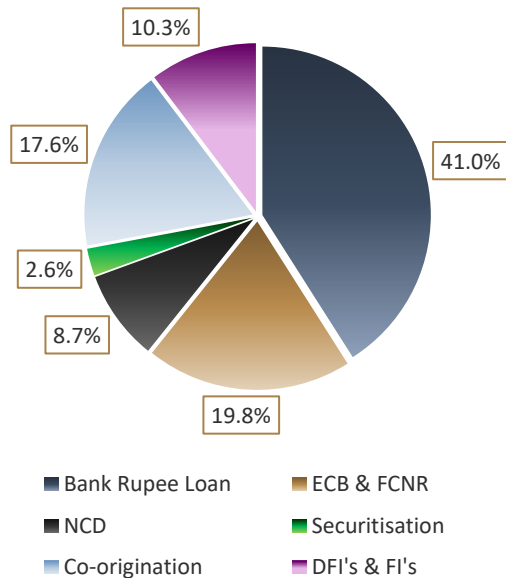


RoAAUM



Sources of Borrowing

Diversified Borrowing Mix – Q1 FY26



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

AA- (Stable)

India Ratings
& Research
A Fitch Group Company

CareEdge
RATINGS

ICRA
A MOODY'S INVESTORS
SERVICE COMPANY

Lenders to the Company

Public Sector Banks



Private Sector Banks



Financial Institutions (FIs)



Foreign Banks



Development Financial Institutions (DFIs)

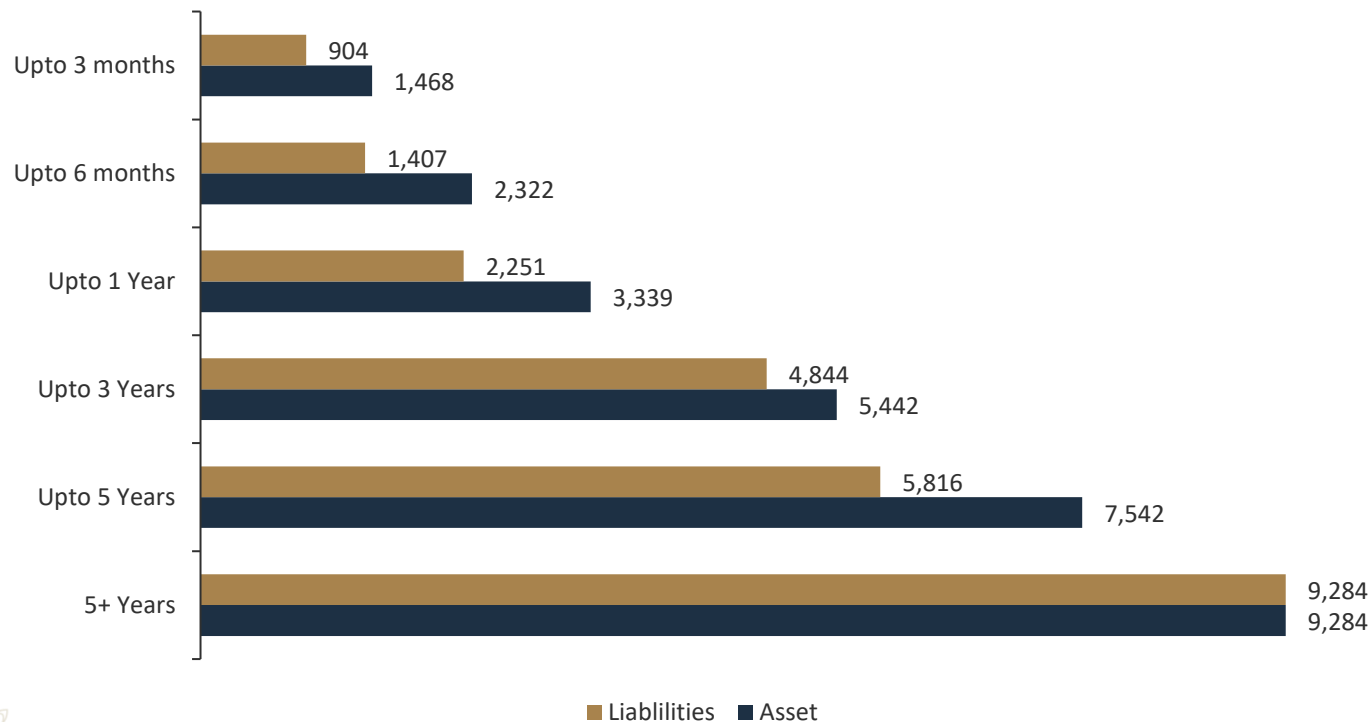


NCD



SBFC

ALM – June 2025



Surplus

564

915

1,087

598

1,726

All figures in ₹ Cr

Summary Financial Statements – Profit & Loss Statement for Q1 FY26

Particulars	Quarter Ended			Growth (%)	
	June 2025	March 2025	June 2024	Q-o-Q	Y-o-Y
Interest Income on Loans	350	322	263	8.5%	33.2%
Interest Income other than on Loans	5	7	8		
Fee & Other Income	34	32	27		
Total Income	389	361	298	7.6%	30.6%
Finance Cost	125	118	95		
Operating Expenses	103	96	83		
Pre-Provisioning Operating Profit	161	147	120	9.5%	33.8%
Credit Cost	25	21	15		
Tax Expense	35	32	26		
Profit after Tax	101	94	79	6.9%	28.1%
Basic EPS (Not Annualized)	0.93	0.87	0.73		
Diluted EPS (Not Annualized)	0.91	0.86	0.72		

All figures in ₹ Cr

ROE Tree

Ratios	Q1 FY26	Q4 FY25	Q1 FY25	FY25	FY24
Interest Income on Loans/ Average Loan Book	17.99%	17.88%	17.58%	17.75%	17.08%
Fee & Other Income/ Average AUM	1.50%	1.52%	1.53%	1.44%	1.77%
Borrowing Cost/ Average Borrowings	9.32%	9.35%	9.35%	9.33%	9.38%
Spread	8.67%	8.53%	8.23%	8.42%	7.70%
Net Interest Margin/ Average AUM	10.25%	10.12%	10.22%	10.20%	9.91%
Operating Expenses/ Average AUM	4.59%	4.62%	4.80%	4.65%	5.34%
Credit Cost/ Average AUM	1.11%	1.00%	0.86%	0.97%	0.82%
Profit after Tax/ Average AUM	4.50%	4.52%	4.56%	4.53%	4.14%
Leverage (Avg AUM/ Avg Tangible Equity)	3.01	2.90	2.70	2.81	2.72
RoATE	13.53%	13.14%	12.30%	12.72%	11.28%

Balance Sheet

Particulars	As On	
	June 2025	March 2025
Assets		
Cash and Bank Balances	258	429
Receivables	26	15
Loan Assets	8,059	7,504
Investments	479	327
Other financial assets	4	3
Current & Deferred tax assets (Net)	6	3
Property, Plant and Equipment etc.	310	309
Other non-financial assets	6	5
Total Assets	9,148	8,595
Liabilities and Equity		
Derivative Instrument	18	10
Payables	14	10
Borrowings	5,723	5,264
Other financial liabilities	76	112
Non-Financial Liabilities	18	9
Equity & Reserves	3,299	3,190
Total Liabilities and Equity	9,148	8,595

All figures in ₹ Cr



THANK YOU!

For further information, please contact

Mr. Sanket Agrawal
(Chief Strategy Officer & IR)
Email - sanket.agrawal@sbfc.com