



BERAR
FINANCE LIMITED

Partnership for Prosperity

CORPORATE PRESENTATION

March, 2023

BERAR FINANCE LIMITED- Overview



Founded in 1990, Berar is one of the oldest and largest vehicle financing NBFCs in Central and West India with a network of 110+ branches across the states of Maharashtra, Chhattisgarh, Madhya Pradesh, Telangana, Gujarat and Karnataka.



The Company was promoted as a private limited company by Mr. M. G. Jawanjar, Chairman a first-generation entrepreneur who visualized the future of auto finance.



We specialize in providing two-wheeler loans, car loans, personal loans, refinance and LAP Loans on flexible repayment terms with focus on quick turnaround and customer convenience. Our aim is to partner with our customers in the realization of their ambitions.



VISION

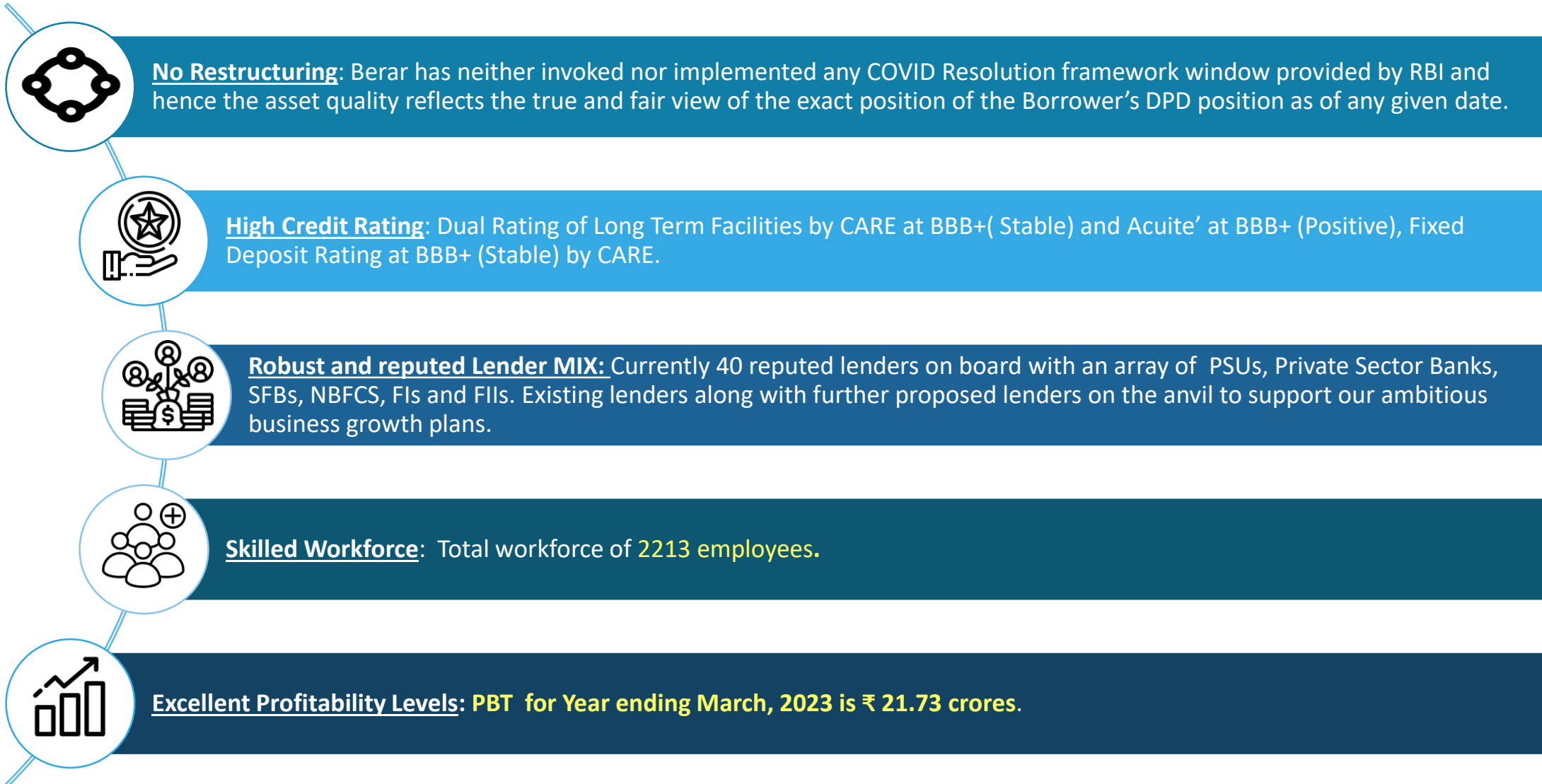
To be a catalyst in transforming lives of masses in semi-urban and rural India by providing them access to mobility and enriching their standard of living.

MISSION

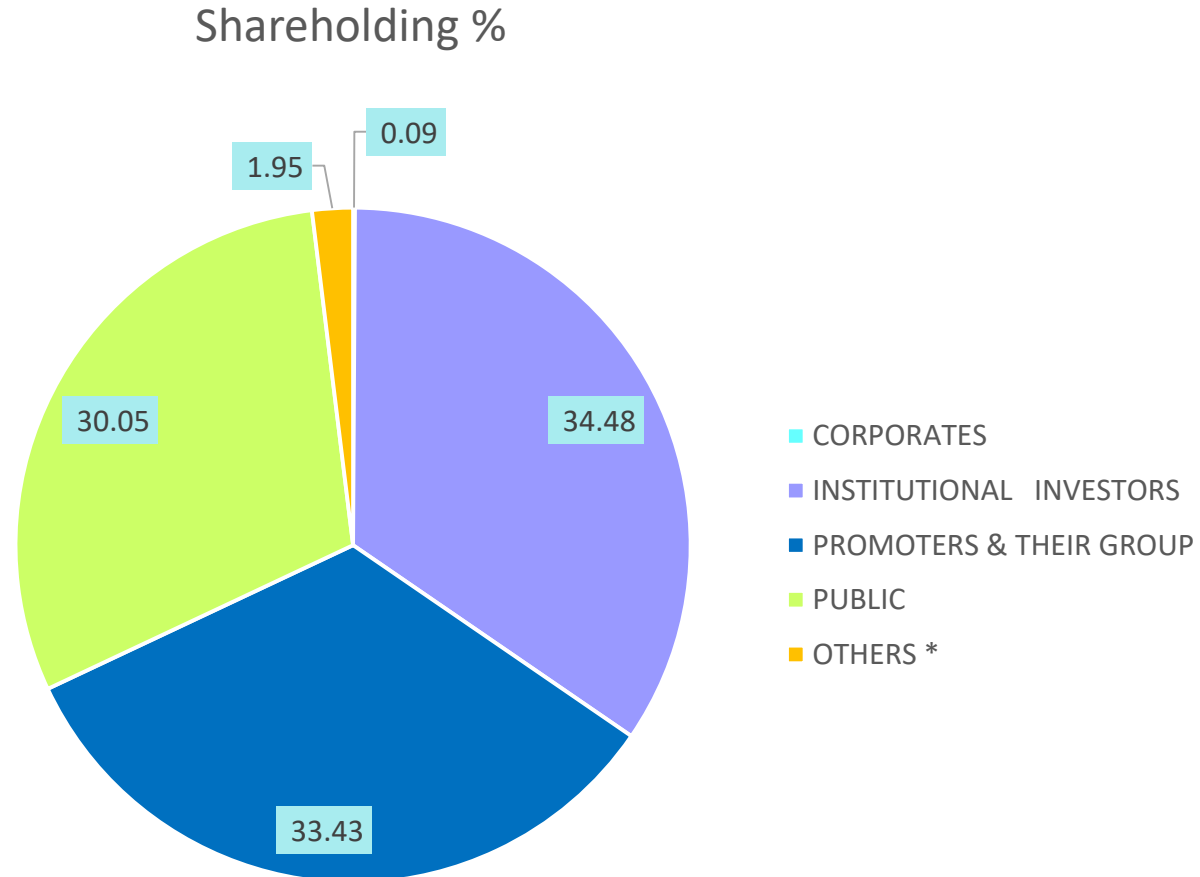
To be at the forefront in providing financial assistance to the financially excluded communities in semi-urban and rural India.



Key Organizational Highlights



Shareholding Pattern March, 2023



Category	No. of Equity Shares
CORPORATES	11,750
INSTITUTIONAL INVESTORS	43,36,846
PROMOTERS & THEIR GROUP	42,04,300
PUBLIC	37,79,400
OTHERS *	2,44,550
TOTAL NO. OF EQUITY SHARES	1,25,76,846

* Includes 4,550 number of shares transferred to Investors Education and Protection Fund and 2,40,000 options outstanding as part of Berar Employee Stock Option Plan 2019]

Board of Directors

CS. Maroti Jawanjar, Executive Chairman

He is a Company Secretary by qualification and has prior experience in Academics as well as in Finance industry. He is the Chief Promoter of the company.

Mr. V.B. Pathak, Independent Director

He is one of the founding directors. He holds a Masters in Arts and has a wide experience of over 35 years in academics.

Mr. A.D. Sarda, Independent Director

Chartered Accountant by profession. He has a rich experience of over 15 years in Direct and Indirect Taxes.

Ms. Rashmi Mitkary, Independent Director

A practicing Company Secretary has expertise in various field such as Finance, corporate law, legal, secretarial Compliance. She has completed her masters in science in field of biotechnology and also qualified in ICAR ARS NET.

Mr. Harishchandra Sukhdeve, Non-Executive Director

Having vast experience of 37 years in Banking sector. He retired as Deputy General Manager from Bank of Maharashtra, Pune. He was also Chairman (CEO) in Marathwada Gramin Bank. He is a Certified Associate of Indian Institute of Bankers (CAIIB) and has also completed Masters in Agriculture and Bachelor in Law.

Mr. Sandeep Jawanjal, Managing Director

Joined the company in 2006 after completing graduation in the faculty of Commerce. Looks after the overall management with key focus areas being Collections, Systems & Funding.

Mr. S.K. Mahakalkar, Non-Executive Director

He is one of the founding directors, holds a Masters in Commerce with a wide experience of over 35 years in academics majorly Economics and Commerce.

Mr. Avishek Addy, Non-Executive Director

Mr. Avishek is Vice president at Amicus Capital. He is a Chartered Accountant (ACA) (All India Rank 30) and a post-graduate in management from the Indian Institute of Management, Ahmedabad.

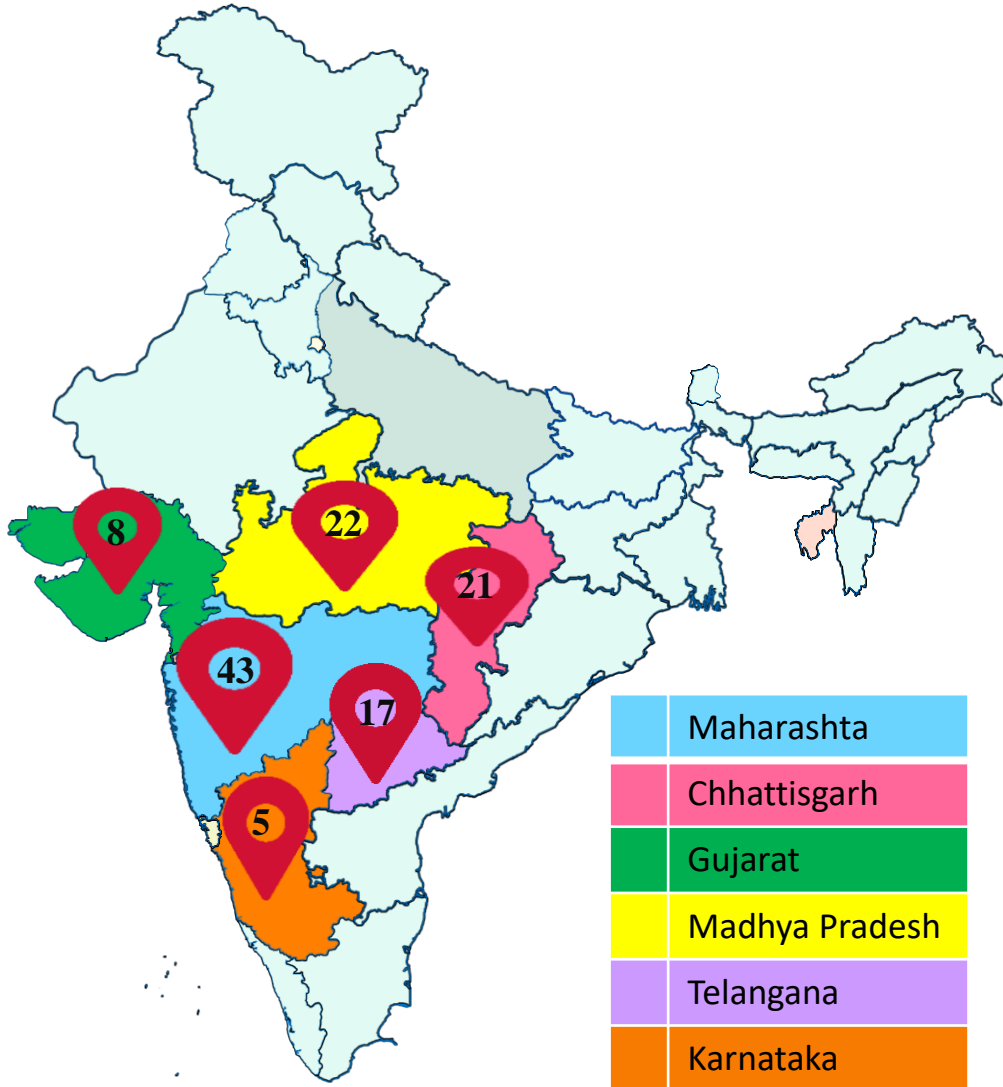
Mr. Siva Vadivel Alagan, Non-Executive Director

He is B.A.(H) Economics from Shri Ram College of Commerce, Delhi University, India. He holds 10+ years of experience as an Investment principal.

Mr. Himanshu Joshi, Independent Director w.e.f May 30, 2023

Having over four decades of hands-on banking experience across India and retired in 2018 as the sole Executive Director of Oriental Bank of Commerce (now Punjab National Bank). Since April 2021, he has been working as a Strategic advisor for a financial services group, with the goal of creating value-creating subsidiaries for the Group. As General Manager of PNB, he headed the bank's treasury department. Further, he was also appointed as PNB's Chief Compliance Officer.

Branch Network March, 2023



- Presence in 6 States of the Country with 116 Branches as on 31st March, 2023.
- Based in Nagpur and approach is to cover the surrounding states with strong presence in Central India
- Company is further expanding the branch network in the established States
- Maharashtra accounts for 45% of the total portfolio
- Planning of opening 15 new branches in FY 2023-24.

Partners In Growth:

Private Equity



Indian private equity firm that finances fast-growing middle-market businesses



Asset management and private equity are the core business activities of the Denmark based asset management company. They offer guidance on managing and allocating assets strategically for securities listed on regulated marketplaces.

Debt Funding

BANKS



State Bank of India
Bank of Maharashtra
Indian Overseas Bank
Punjab National Bank
IDBI Bank Limited
DCB Bank Limited
AU Small Finance Bank
Federal Bank
Capital Small Finance Bank Limited
IDFC First Bank Limited
Ujjivan Small Finance Bank Limited
Jana Small Finance Bank
IndusInd Bank Limited
Suryodaya Small Finance Bank
ESAF Small Finance Bank
Utkarsh Small Finance Bank
HDFC Bank Limited
Kotak Mahindra Bank Limited
Bandhan Bank Limited

NBFCs



Hinduja Leyland Finance
Northern Arc Capital Limited
Vivriti Capital Private Limited
MAS Financial Services
Sundaram Finance Limited
IKF Finance Limited
Incred Financial Services
Ambit Finvest Pvt Ltd
Nabsamruddhi Finance Limited
STCI Finance Limited
Profectus Capital Finance Pvt Ltd
Oxyzo Financial Services
Moneywise Financial Services Pvt Ltd
Kisetsu Saison Finance Limited
Bajaj Finance Ltd
Electronica Finance Ltd
Cholamandalam Invest & Finance
Tata Capital Financial Services
A K Capital Finance Limited

Funds & FIIs



Creations Investments FPI LLC
Unifi AIF

Deposits:

- Berar has an active NBFC Deposit taking license where retail depositors can make the investments in the form of FD.
- As on 31st March 2023, the retail deposit base has crossed 185 Crores.

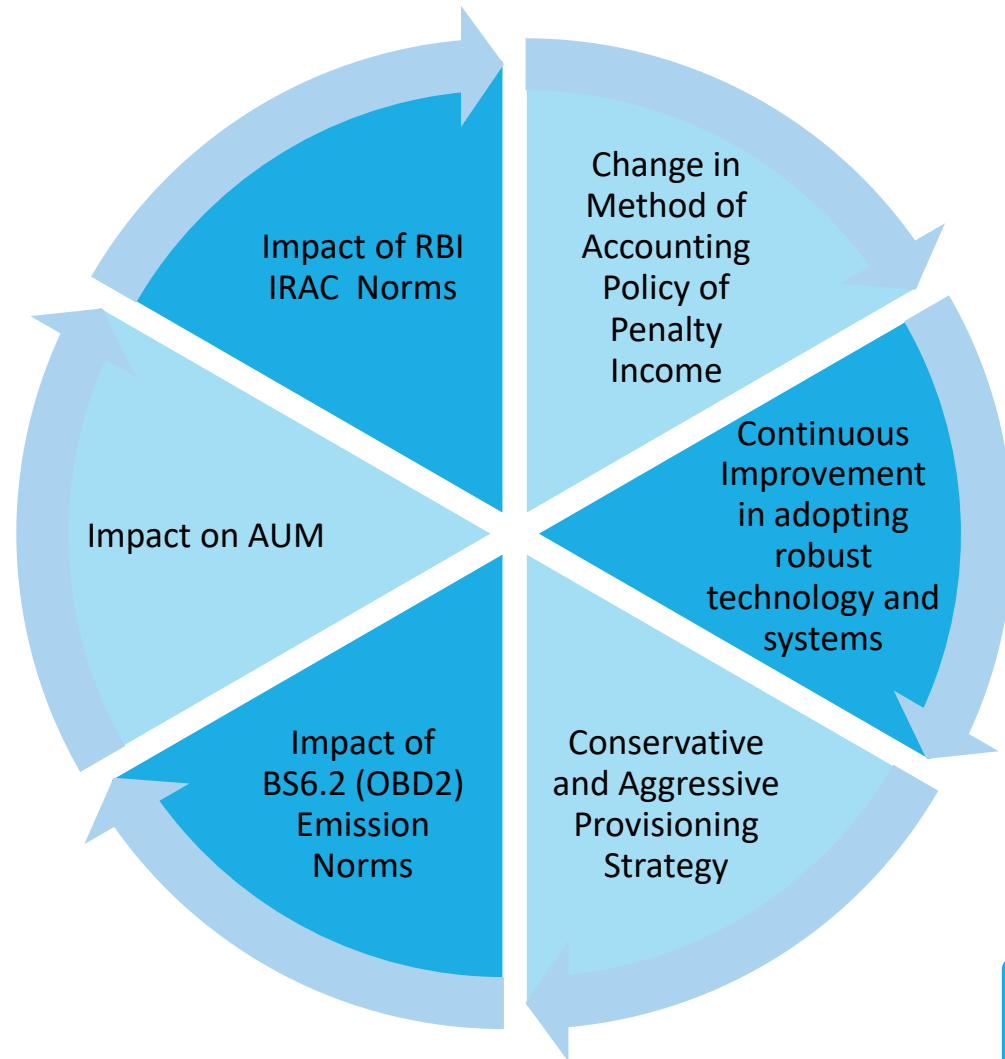
Key Financial Indicators

(Amount in ₹' Crores, wherever applicable)

METRICS	Mar-20	Mar-21	Mar-22	Dec-22 (9 Mon)	Mar-23
Key Financial Metrics:					
AUM*	475.65	684.75	850.82	1,000.24	964.33
DISBURSEMENT	436.70	584.51	740.48	668.40	836.36
EQUITY INFUSION DURING THE PERIOD	30.00	20.00	100.00	-	-
TOTAL NETWORTH	118.09	146.42	259.14	275.80	275.24
TOTAL BORROWINGS (INCLUDING FIXED DEPOSITS)	419.39	721.88	753.53	850.14	831.90
FIXED DEPOSITS	92.52	119.78	154.80	181.61	185.65
TOTAL INCOME	114.19	134.86	175.60	158.52	217.96
PROFIT BEFORE TAX	22.58	20.56	22.37	21.26	21.73
Key Operating Metrics:					
NO. OF STATES	6	6	6	6	6
NO. OF BRANCHES	66	91	102	116	116
ACTIVE LOAN ACCOUNTS	1,43,513	1,76,584	2,09,459	2,43,301	2,36,521
ACTIVE DEPOSITOR BASE	1,577	1,887	2,140	2,352	2373
Key Ratios:					
DEBT EQUITY RATIO (NO. OF TIMES)	3.89	4.98	2.92	3.08	3.02
TOTAL CRAR %	23.83%	20.46%	28.84%	24.81%	26.33%
CURRENT COLLECTION EFFICIENCY RATIO (%)	69.39%	84.23%	90.33%	88.11%	88.37%
TOTAL COLLECTION /CURRENT DEMAND - EFFICIENCY RATIO (%)	85.61%	116.81%	119.95%	110.88%	117.59%
GNPA (ON PAR 90 BASIS)	2.60%	2.50%	2.16%	4.18%	3.27%
NNPA (ON PAR 90 BASIS)	2.35%	1.72%	1.36%	2.49%	1.64%
PCR %	13.77%	31.75%	28.37%	31.77%	36.18%

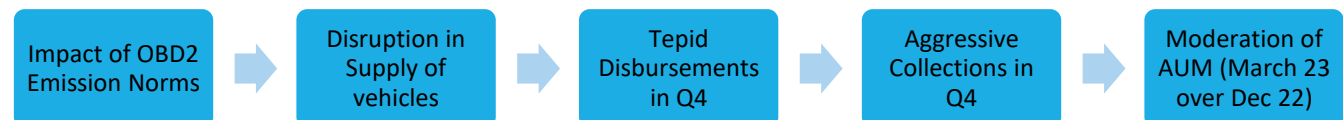
*AUM is pre INDAS Adjustment.

Impact Analysis- FY 2023

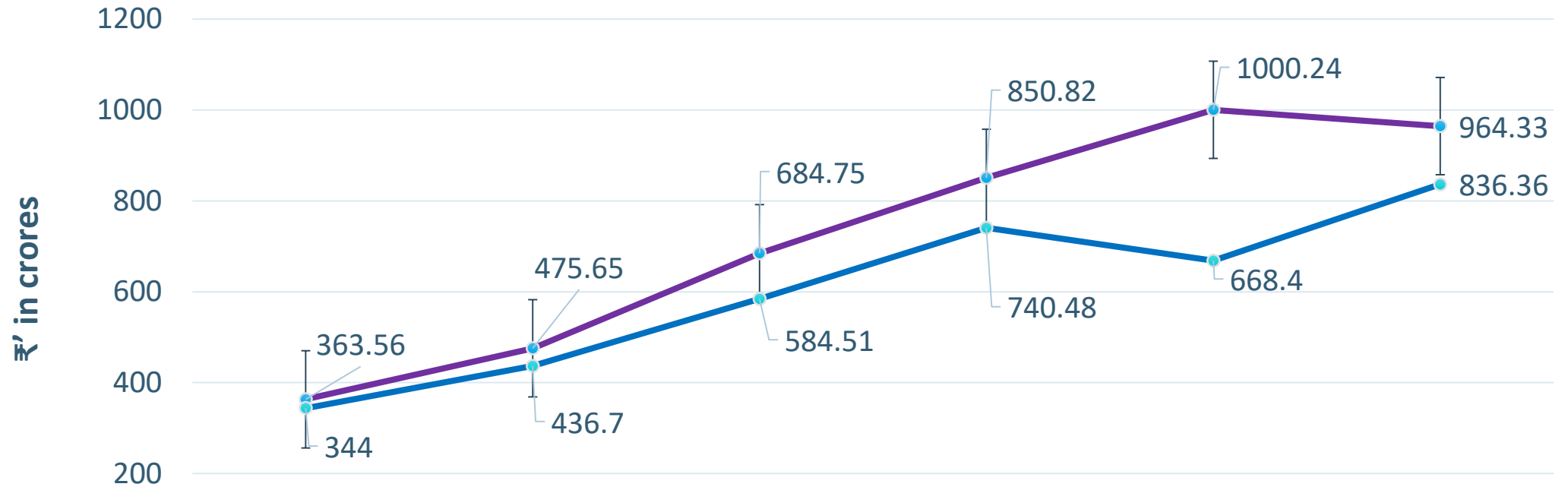


SL. No	Particulars	PBT Decreases By (INR Crs.)
1)	Change in Method of Accounting of Penalty Charges from Accrual to Cash Basis	11.00
2)	IT Expenses on account of adoption of robust state of art technology	1.38
3)	Increase in ECL Provisioning on account of RBI IRAC norms	3.63
4)	Increase in ECL due to conservative and aggressive Provisioning Norms resulting in enhanced PCR during FY 22-23	4.33
5)	First Time adoption of Bad Debts Policy	6.00
	Overall Impact on P&L on account of the aforesaid critical parameters during FY 22-23	26.34

Impact on AUM

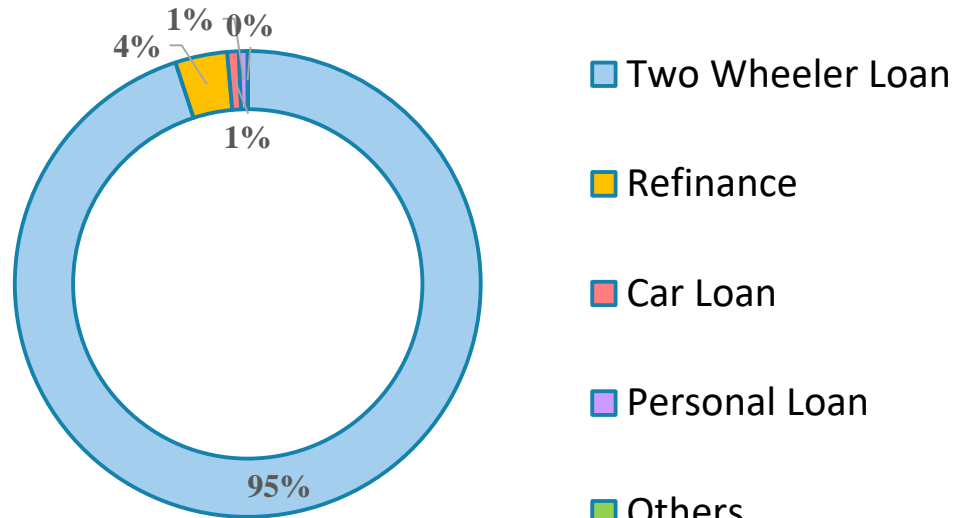


AUM and Disbursements

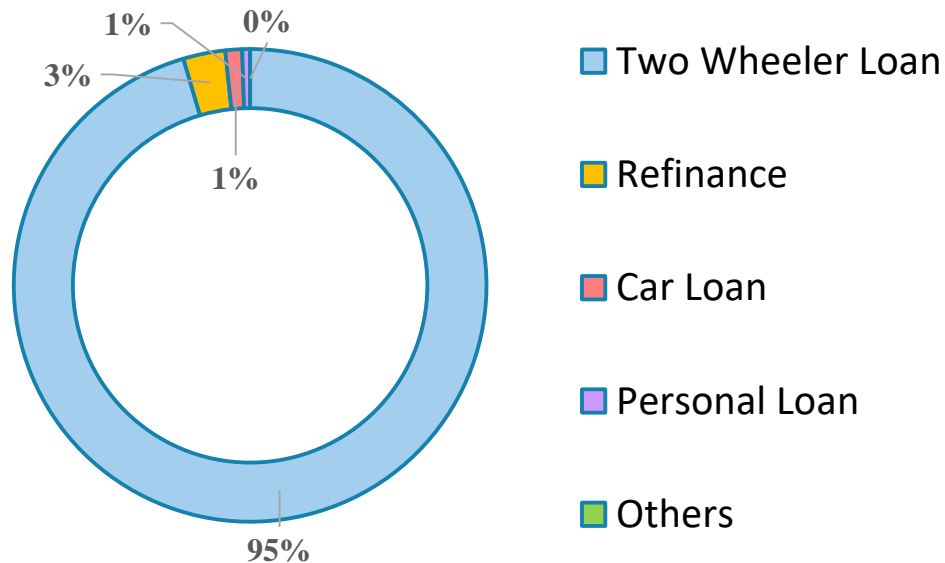


	FY 2019	FY 2020	FY 2021	FY 2022	9 M ended FY 2023	FY 2023
AUM(₹'crores)	363.56	475.65	684.75	850.82	1000.24	964.33
Disbursements(₹'crores)	344	436.7	584.51	740.48	668.4	836.36

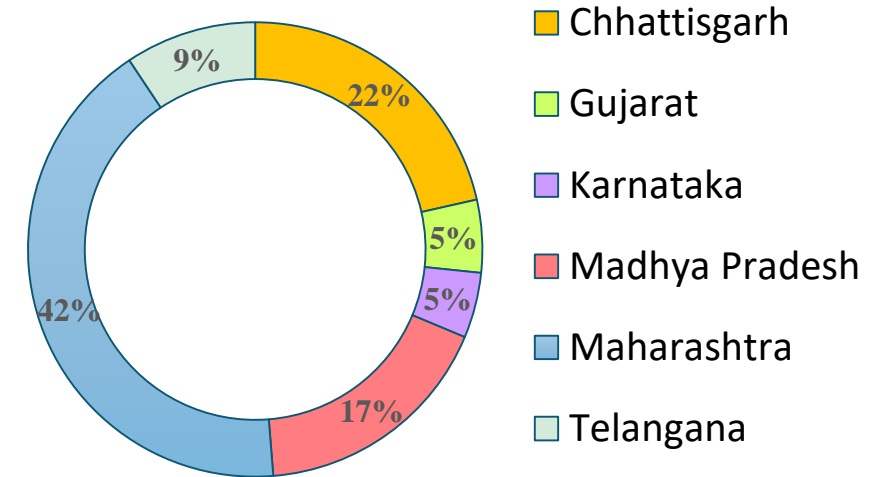
Product Wise Disbursement



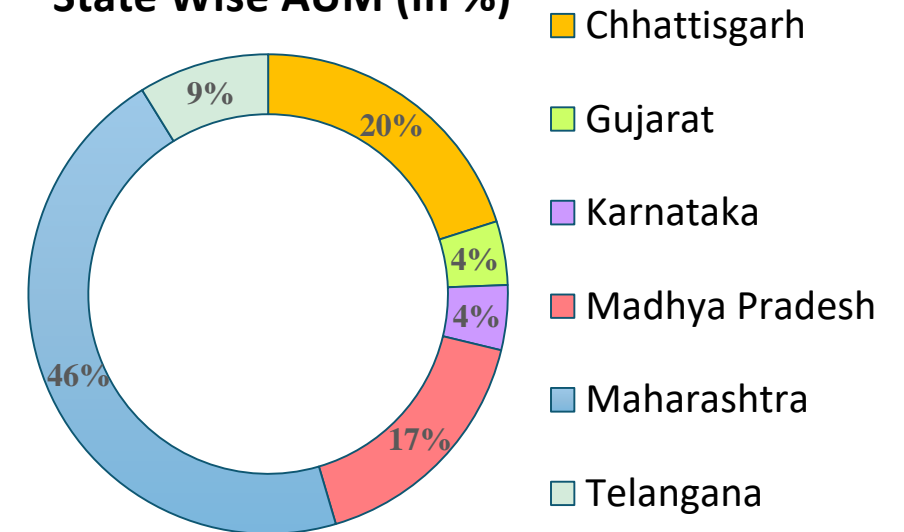
Product Wise AUM (In %)



State Wise Disbursement



State Wise AUM (in %)



Lead Creation

- 6 States
- 116 Branches
- 1500+ Dealer Tie-ups
- Reach to Remote location through sub dealer networks
- Local Geography Knowledge

Lead Conversion

- Dedicated Executive Serving dealer locations
- Attractive Sales Promotion Schemes
- Well placed credit staff at the branches
- In House Field Investigations
- Efficient tele verification through Address DE dupe

Disbursement

- Revolving Trade Advance Facility to dealers
- Reduction in TAT of Disbursement through dedicated branch support

Unique Selling Points:

- * Working on a branch setup model to gain the trust of Dealers and Customers.
- * Flexible Trade Advance policies to solve the working capital issues of Dealers so as to get the more leads per dealer
- * Multiple Repayments modes to customer so as to give the comfort to the customer behavior

Thank You