



**BERAR**  
**FINANCE LIMITED**

Partnership for Prosperity



# CORPORATE PRESENTATION

March, 2024



Deposit taking two-wheeler financier for the last 3 decades (est. in 1990) and based in Nagpur



Company headed by a second-generation entrepreneur, Mr. Sandeep Jawanjal who has been in the business for 18+ years.



Credit rating of BBB / Stable

## Berar Finance Limited



- Founded in 1990, it is one of the oldest and largest vehicle financing NBFCs in Central and West India.
- Network of 116 branches across the states of Maharashtra, Chhattisgarh, Madhya Pradesh, Telangana, Gujarat and Karnataka.
- Primarily dealing in Two wheeler, followed by Refinance, Personal Loan, Car Loan and Secured MSME.



- Promoted as a Private Limited Company by Mr. M. G. Jawanjar, Chairman a first-generation entrepreneur who visualized the future of auto finance.
- In 2006, Mr. Sandeep Jawanjal, the son of the founder, officially joined the company, bringing with him a wealth of expertise and enthusiasm.



- Deposit Taking NBFC backed up by two equity investors Amicus Capital and Maj Invest.
- Only NBFC\* in India that has successfully completed second equity infusion with different equity investor.



## 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

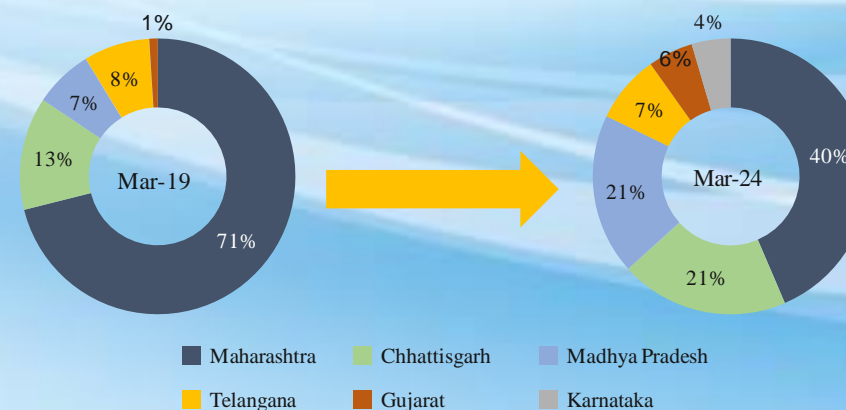
To be at the forefront in providing financial assistance to the financially excluded communities in semi-urban and rural India.

## Six States | 116 Branches



- Presence in 6 States of the Country with 116 Branches as on 31<sup>st</sup> March, 2024.
- Based out of Nagpur, Maharashtra.
- It has expanded contagiously across Western and Central India with focus on rural and semi urban areas.
- Portfolio concentration in Maharashtra was 71% in March 2019 which is currently at 40% as on March 2024, because of geographical expansion in neighboring states.

### Reducing concentration risk





## Asset Products



### Two Wheeler



INR 1064.17 Crs.  
(94.67%)\*



### Refinance



INR 35.06 Crs.  
(3.12%)\*



### Car Loan



INR 8.12 Crs.  
(0.72%)\*



### Personal Loan



INR 6.16 Crs.  
(0.55%)\*



### Secured MSME



INR 10.60 Crs.  
(0.94%)\*

## Liability Product



### Retail Public Deposits



INR 203 Crs.  
(21%)\*\*

- Out of few NBFCs, Berar is one of the NBFC holding Public Deposit License.

\*% of total AUM as on March 31, 2024 has been considered.

\*\*% of total borrowings as on March 31, 2024 has been considered.



## Technological Advancements

01

### **Finnone Neo**

The business has successfully transitioned to the state-of-the-art loan management system, Finnone Neo. This Nucleus Software system is designed to improve our lending and financial services processes by providing a complete loan management solution. Finnone Neo is the product of Nucleus Software which manages the loan book of Rs. 40 Lakh Crores and hence it is widely used and accepted software in the industry.

02

### **Oracle Netsuite**

The company's successful transition to Oracle Netsuite (ERP) software represents a major turning point in our efforts to streamline operational effectiveness and corporate procedures. Oracle NetSuite, which is renowned for its scalability, flexibility, and real-time insights, is well-positioned to improve our organization's performance and provide us with the tools we need to handle the ever-changing business environment.

03

### **Autonom8 LOS**

The state-of-the-art, end-to-end LOS from Autonom8 has completely transformed our lending procedures. Designed with scalability, automation and efficiency in mind, this system will further streamline our loan origination, processing, and management operations.

**AUM \*** (₹ in Crs.)

31.03.2024	→	1124.11
31.03.2023	→	964.33

**Net Worth** (₹ In Crs.)

31.03.2024	→	296.21
31.03.2023	→	275.23

**Net Profit After Tax (%) (YoY)** (₹ In Crs.)

31.03.2024	→	22.18
31.03.2023	→	17.08

**Number of Employees** (Numbers)

31.03.2024	→	2636
31.03.2023	→	2213

**Net Profit before Tax (YoY)** (₹ In Crs.)

31.03.2024	→	29.95
31.03.2023	→	21.73

**Cost of Borrowings** (%)

31.03.2024	→	11.47%
31.03.2023	→	12.57%

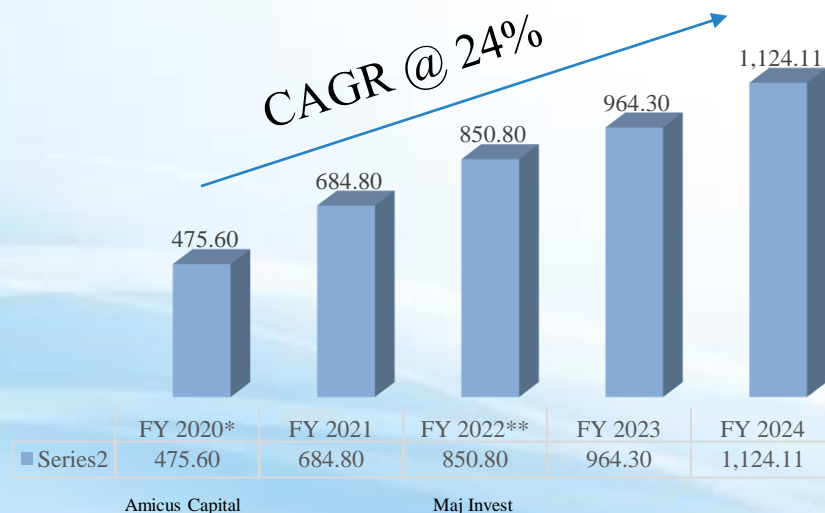
**CRAR ~**  
 24.95%

**ROA ~**  
 2.21%

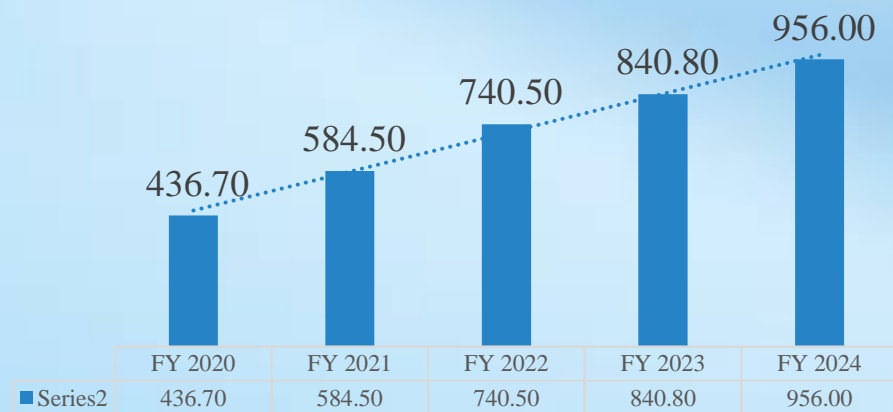
**PAR 90~**  
 2.82%

\* This is Gross AUM as per portfolio report; which will be reported in balance sheet after INDAS adjustment.

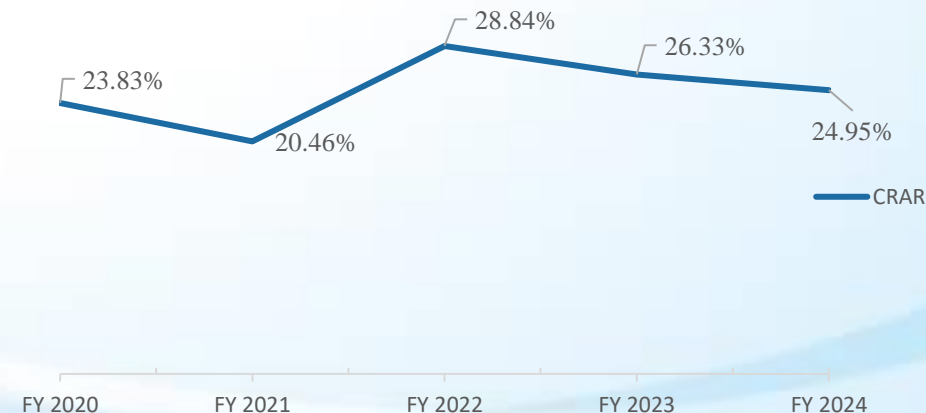
## AUM Growth INR In Crs.



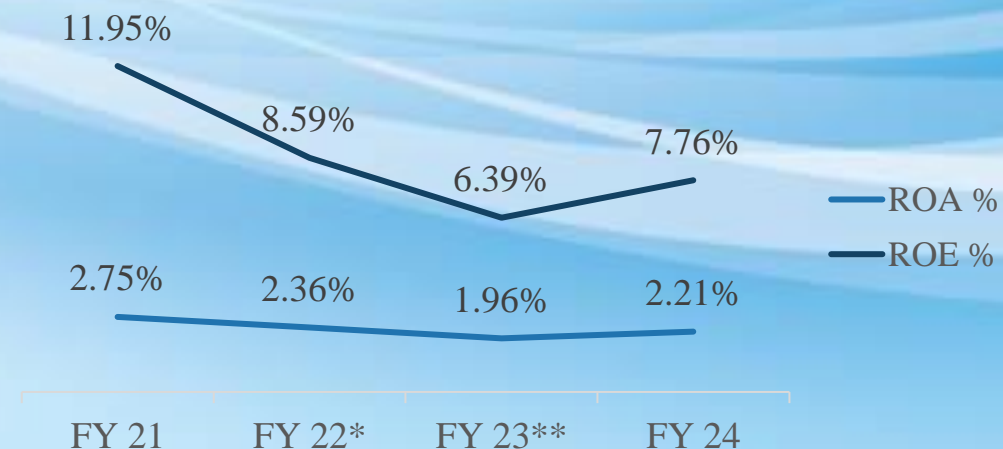
## Disbursements Growth INR in Crs.



## CRAR



## ROA and ROE



\*In FY 22 the company has infused equity of Rs. 100 crores.

\*\* In FY 23 the company has taken one time hit of Rs. 18 Crores due to change in various policies.



## Declining PAR 90%



## Metrics indicate true credit position



In-house collection

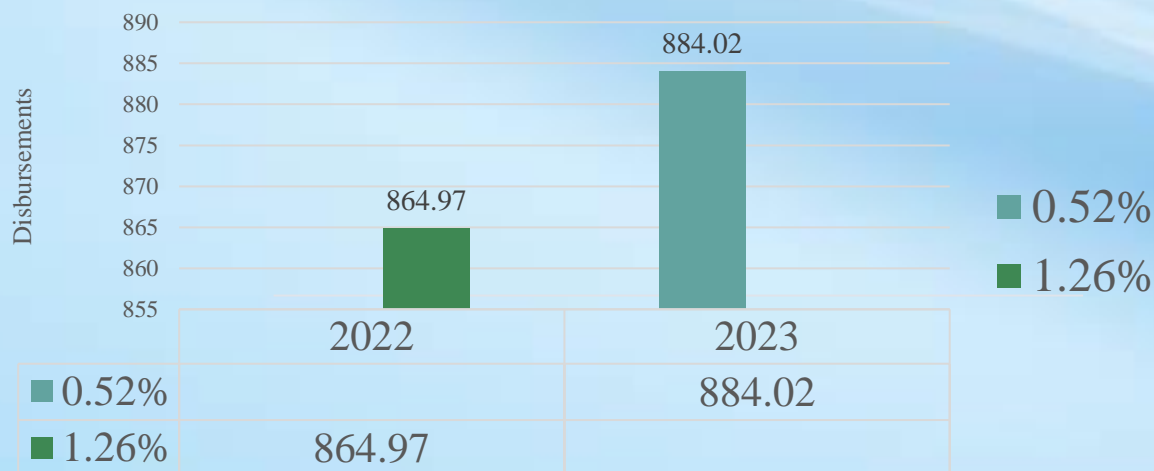


No Restructuring and  
Sale to ARC



Adequate provisioning  
@ 40% to cover losses  
on repo vehicles

## Improved Sourcing Quality (Par 90%)

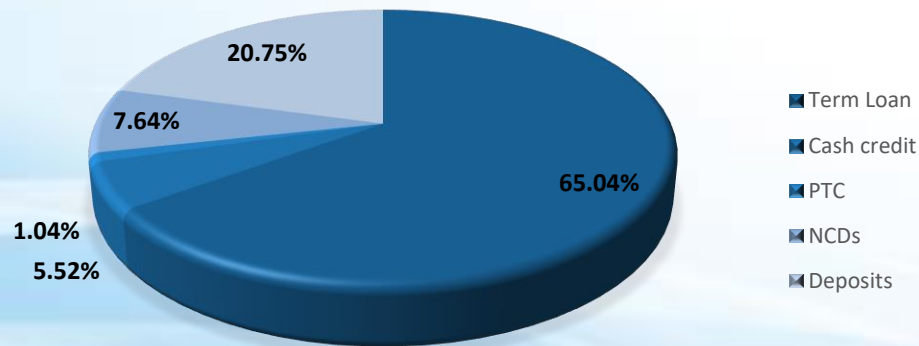


## Key Changes in Collection Mechanism:

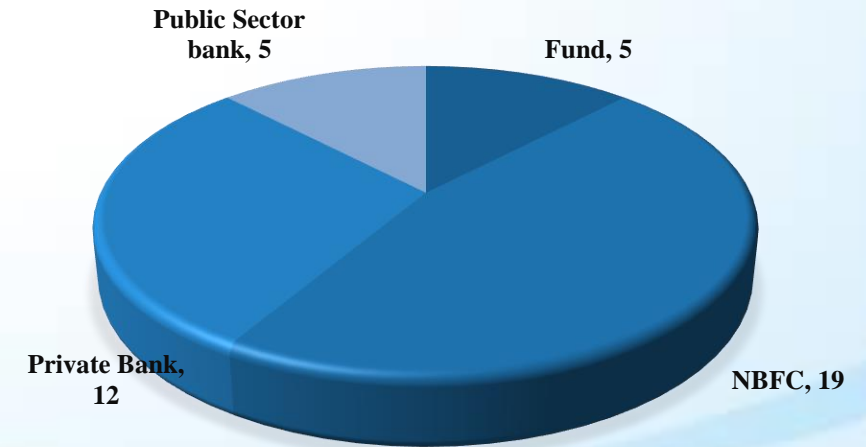
- **Increased Non – Cash Collection:** Non- Cash collection accounts for 60% of total collections which is one of the best in the companies operating in rural and semi-rural area.
- **Implementation of M-Collect:** Directly delivering E-receipts to Customers.
- **Finnone Neo collection Module:** Allocate overdue cases to recovery staff and agents.



## Borrowing Mix as on March 2024



## Diversified Liability Profile



## Quality lenders onboarded across diverse categories



Public Sector Banks



Private Sector Banks

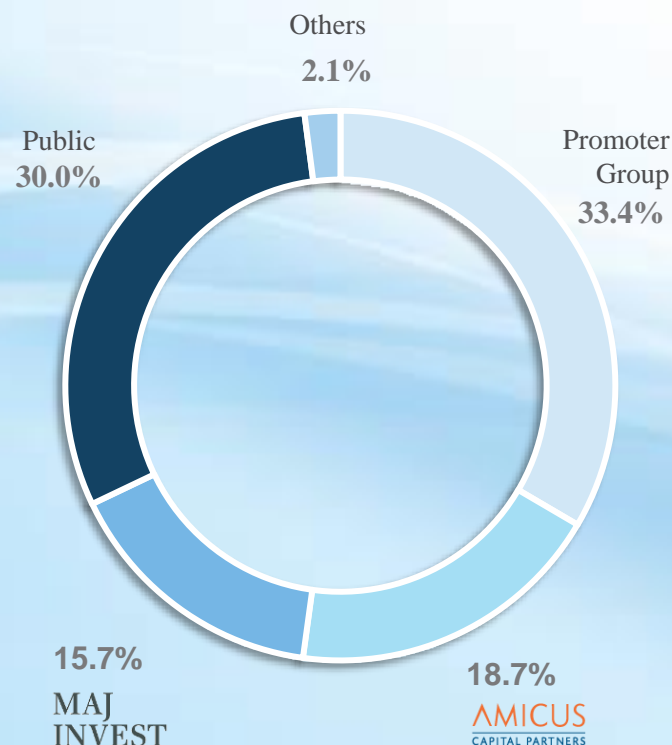


Small Finance Banks



NBFCs and Funds and many more...

## Shareholding Pattern (FY24)



## Experienced Board with Independent and Non-executive Directors

**Sandeep Marotrao Jawanjal**  
*Managing Director*

- 17+ years of experience
- B.Com.

**Maroti Gendaru Jawanjar**  
*Promoter Director/ Executive Chairman*

- 40+ years of experience
- M.Com, LLB & Company Secretary

**Shantaram Krishnarao Mahakalkar**  
*Non-Executive Director*

- 35+ years in academics
- M.Com, B.Ed.

**Harishchandra Namaji Sukhdeve**  
*Non-Executive Director*

- 37+ years in Banking
- MSc.,LLB & CAIIB

**Avishek Gautam Addy**  
*Non-executive / Nominee Director*

AMICUS  
CAPITAL PARTNERS

- 16+ years in financial services sector
- B.Com, PGDBM (IIM- Ahmedabad), CA

**Siva Chidambaram Vadivel Alagan**  
*Non-Executive/ Nominee Director*

MAJ  
INVEST

- 10+ years of experience
- BA Economic (Hons.) from SRCC

**Atul Dilip Sarda**  
*Independent Director*

- 15+ years as a practicing CA
- Chartered Accountant

**Vishwas Bhaskarrao Pathak**  
*Independent Director*

- 35+ years in academics
- M.A., B.Ed.

**Himanshu Joshi**  
*Independent Director*

- 40+ Years Banking experience
- B.Com., CAIIB Diploma in Treasury, Investment & Risk Management, Ex- ED of Oriental Bank of Commerce.

**Rashmi Sagar Mitkary**  
*Independent Director*

- 12+ years overall experience
- MSc., Company Secretary

# Key Management Personnel

**Maroti Gendaru Jawanjar**

33+

*Promoter Director*

- 40+ years of experience
- M.Com, LLB & Company Secretary

**Sandeep Marotrao Jawanjar**

18+

*Managing Director*

- 18+ years of experience
- B.Com.

**Ravindra Dorle**

&gt;1

*CFO*

- 12+ years of experience
- B.COM, CA and CS (Inter)

**Deepali Balpande**

20+

*Company Secretary & Head Compliance*

- 20+ years of experience
- Company Secretary from The Institute of Company Secretaries of India

**Mahesh Thakre**

13+

*VP- Two Wheeler Sales*

- 13+ years of experience
- Graduate in B.A

**Abhijeet Mahajan**

9+

*Head- Collection & Recovery*

- 9+ years of experience
- B.E from Nagpur university

**Vikas Mane**

&lt;1

*AVP – Credit and Digital Onboarding*

- 13+ years of experience
- B.Sc CS from Savitribai Fule University

**Asavari Karve**

20+

*Head- Operations*

- 20+ years of experience
- M.COM from University Nagpur

**Rahul Lonkar**

10+

*Head- Accounts & Liabilities*

- 10+ years of experience
- B. Com & M.Com, Nagpur University

**Yogesh Tahalyani**

3+

*VP- Treasury*

- 5+ years of experience
- Chartered Accountant

**Satish Pohadare**

&lt;1

*VP- Risk*

- 18+ years of experience
- B.A completed from SSSUTMS University

**Avinash Menon**

&gt;1

*VP- Human Resources*

- 15+ years of experience
- B.E (Electronics), M.B.A (HR)

**Amar Helonde**

3+

*CTO*

- 21+ years of experience
- Masters in IT, Ex TCS

**Satish Gupta**

2+

*Head- Internal Audit*

- 16+ years of experience
- Chartered Accountant



# Key Financial Numbers and Ratios

Particulars	FY 21	FY 22	FY 23	FY 24
<b>Key Financial Snapshot (In Crs.)</b>	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>	<b>Actual</b>
Networth	146.42	259.14	275.24	296.21
Loan Assets (AUM)	671.81	831.98	947.05	1,117.62
Revenue from Operations	131.49	171.89	212.24	251.36
Profit After Tax	15.38	17.42	17.08	22.18
Profit Before Tax	20.56	22.37	21.73	29.95
Finance Cost	67.53	90.21	99.95	103.86
EBITDA	89.99	114.96	125.64	133.82
<b>Ratios (In % or times)</b>				
Yield on Gross Loan Book	23.49%	23.25%	24.37%	24.15%
Cost of Borrowings	11.64%	12.14%	12.57%	11.47%
NIM (On Average Loan Assets)	9.31%	8.84%	11.55%	11.34%
Debt/ Equity	4.98	2.91	3.00	3.30
TOL/ Networth	5.09	3.03	3.15	3.44
Return on Equity	11.95%	8.59%	6.40%	7.76%
Return on Assets	2.12%	1.80%	1.56%	1.81%
Return on Loan Assets	2.75%	2.36%	1.96%	2.21%
CRAR	20.46%	28.84%	26.33%	24.95%
Gross PAR 90%	2.52%	2.16%	3.27%	2.82%
Net PAR 90%	1.76%	1.37%	1.64%	1.05%
Total Debt/ total Assets	81.72%	72.96%	72.90%	74.36%
Provision Coverage Ratio	30.96%	26.12%	36.18%	39.53%

\*In FY 23, post implementation of Finnone Neo Software, the receipt allocation logic has been changed, resulting into slightly higher PAR 90 trend.

# Thank You

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