



SG Finserve Limited

October 18, 2023

To
The Secretary
Listing Department
BSE Limited
Department of Corporate Services
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

Scrip Code: 539199

Sub: Earnings presentation and Press Release on unaudited Financial Results for the quarter ended September 30, 2023

In terms of Regulation 30 of the Listing Regulations read with Schedule III to the Listing regulations, please find attached Earnings Presentation and Press Release respectively made by the Company on unaudited Financial Results of the Company for the quarter & half year ended September 30, 2023.

This disclosure along with the enclosures shall be made available on the website of the Company viz. www.sgfinserve.com.

You are requested to kindly take the same on your records.

**Yours faithfully,
For SG Finserve Limited**

RITU
NAGPAL

Digitally signed by
RITU NAGPAL
Date: 2023.10.18
18:28:15 +05'30'

**Ritu Nagpal
Company Secretary & Compliance Officer
Memb. No. A38318**

Encl: a/a

SG Finserve Limited (Formerly known as Moongipa Securities Limited)

(CIN: L64990DL1994PLC057941)

Regd. Office: 37, Hargobind Enclave, Vikas Marg, East Delhi, Delhi-110092, Ph.: 011-41450121

Corporate Office: - 35, Second Floor, Kaushambi, Near Anand Vihar Terminal, Ghaziabad, Uttar Pradesh - 201010

E-mail: info@sgfinserve.com, Website: www.sgfinserve.com

SG Finserve Limited (SGFL)

(Formerly known as Moongipa Securities Limited)

FINANCIAL RESULTS FOR THE QUARTER & HALF YEAR ENDED 30th SEPTEMBER 2023

PROFIT AFTER TAX (PAT) | Q2FY24 – INR 17.49 crores| H1FY24 – INR 33.13 crores |

Ghaziabad, October 18, 2023: The Board of Directors of SGFL today announced the financial results for the quarter & half year ended 30th September 2023.

Q2FY24 Results

- ❑ Total Income for the quarter is INR 43.87 crores as against INR 34.84 crores in Q1FY24.
- ❑ Net Interest Income (NII) of INR 28.31 crores as against INR 23.51 crores in Q1FY24.
- ❑ The Company achieved PAT of INR 17.49 crores as against INR 15.64 crores in Q1FY24.

H1FY24 Results

- ❑ Total Income for the half year is INR 78.70 crores as against INR 1.97 crores in H1FY23.
- ❑ Net Interest Income (NII) of INR 51.82 crores as against INR 1.04 crores in H1FY23.
- ❑ The Company achieved PAT of INR 33.13 crores as against (negative) INR 0.26 crores in H1FY23.

Management's Message

We are pleased to announce quarterly & half yearly results of **SG Finserve Limited** for 30th September 2023. Company commenced lending business on 1st Sep' 2022 and 13 Months of our Journey (till 30th September 2023) into existence is summarized below.

Please find herewith investor presentation for further details.

Synopsis for Q1FY2024

Loan Book EOP- INR 1658 crores

- ❑ *Achieved Closing Loan Book of INR 1658 crores, up from INR 1243 Crores as on Q1FY24 i.e. addition of INR 415 crores; Growth of 33% Q-o-Q basis;*
- ❑ *Gross Disbursements of INR 4,343 crores via SGFL counter during Q1FY24;*

Income Growth

- ❑ *Total Income of INR 43.87 crores, vis a vis INR 34.84 Crores in Q1FY24- Growth of 26% Q-o-Q basis.*
- ❑ *Net Interest Income of INR 28.31 crores vis a vis INR 23.51 crores in Q1FY24- Growth of 20% Q-o-Q basis.*
- ❑ *Profit After Tax of INR 17.49 crores, vis a vis INR 15.64 crores achieved in Q1FY24- Growth of 12% Q-o-Q basis.*

Synopsis for H1FY2024

- ❑ **Loan Book EOP:** Achieved closing Loan Book of INR 1,658 crores;
- ❑ **Income Achievement**
 - ❑ Operating Income of INR 78.70 crores, vis a vis INR 1.46 Crores in H1FY23.
 - ❑ Net Interest Income of INR 51.82 crores, vis a vis INR 1.04 crores in H1FY23;
 - ❑ Profit After Tax of INR 33.13 crores, vis a vis (negative) INR 0.26 crores achieved in H1FY23;

For more information, contact

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COO & CFO
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Sorabh Dhawan
CEO
+91-120- 4041509



SG FINSERVE

Converting constraints into opportunities



A NEW-AGE COMPANY
CAPITALIZING ON A LARGE

OPPORTUNITY

SAFE HARBOUR

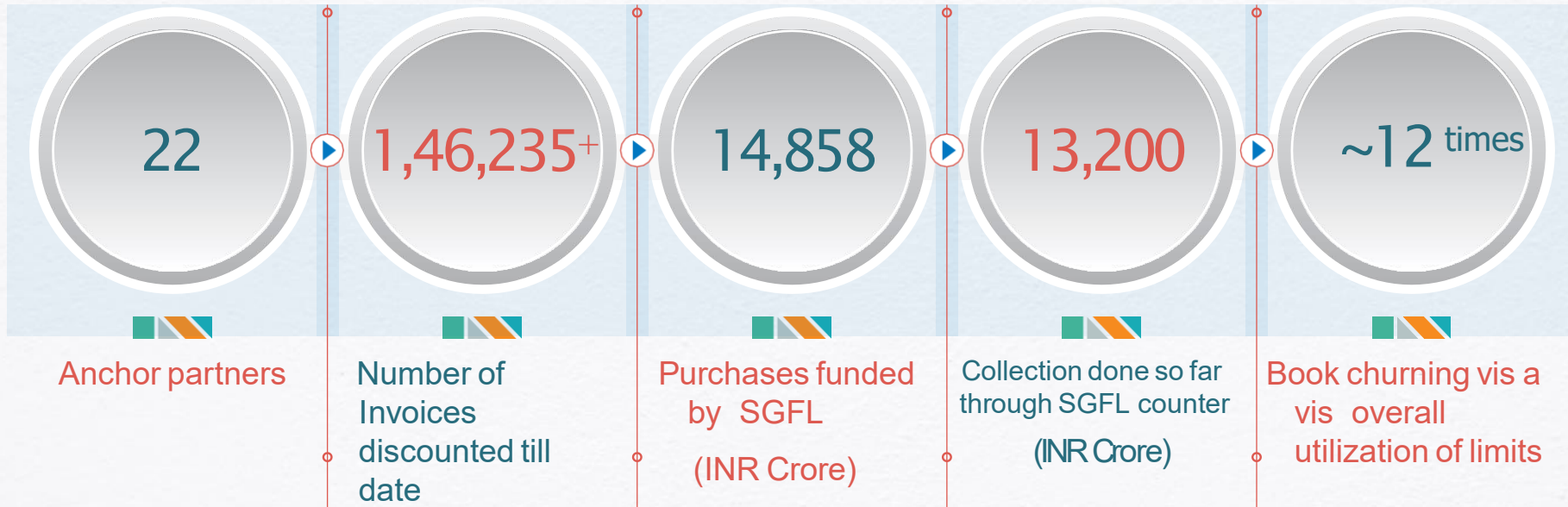
THIS PRESENTATION HAS BEEN PREPARED BY SG FINSERVE LIMITED (THE 'COMPANY') THE SOLELY FOR YOUR INFORMATION. BY ACCESSING THIS PRESENTATION, YOU ARE AGREEING TO BE BOUND BY THE TRAILING RESTRICTIONS. THIS PRESENTATION IS FOR INFORMATION PURPOSES ONLY AND SHOULD NOT BE DEEMED TO CONSTITUTE OR FORM PART OF ANY OFFER OR INVITATION OR INDUCEMENT TO SELL OR ISSUE ANY SECURITIES, OR ANY SOLICITATION OF ANY OFFER TO PURCHASE OR SUBSCRIBE FOR, ANY SECURITIES OF THE COMPANY, NOR SHALL IT OR ANY PART OF IT OR THE FACT OF ITS DISTRIBUTION FORM THE BASIS OF, OR BE RELIED UPON IN CONNECTION WITH, ANY CONTRACT OR COMMITMENT THEREOF. IN PARTICULAR, THIS PRESENTATION IS NOT INTENDED TO BE A PROSPECTUS OR OFFER DOCUMENT UNDER THE APPLICABLE LAWS OF ANY JURISDICTION, INCLUDING INDIA.

THERE IS NO OBLIGATION TO UPDATE, MODIFY OR AMEND THIS COMMUNICATION OR TO OTHERWISE NOTIFY THE RECIPIENT IF INFORMATION, OPINION, PROJECTION, FORECAST OR ESTIMATE SET FORTH HEREIN, CHANGES OR SUBSEQUENTLY BECOMES INACCURATE. HOWEVER, THE COMPANY MAY ALTER, MODIFY OR OTHERWISE CHANGE IN ANY MANNER THE CONTENT OF THIS PRESENTATION, WITHOUT OBLIGATION TO NOTIFY ANY PERSON OF SUCH CHANGE OR CHANGES THE FINANCIAL INFORMATION IN THIS PRESENTATION MAY HAVE BEEN RECLASSIFIED AND REFORMATTED FOR THE PURPOSES OF THIS PRESENTATION. YOU MAY ALSO REFER TO THE FINANCIAL STATEMENTS OF THE COMPANY AVAILABLE AT www.sgfinserve.com BEFORE MAKING ANY DECISION ON THE BASIS OF THIS INFORMATION. CERTAIN STATEMENTS CONTAINED IN THIS PRESENTATION THAT ARE NOT STATEMENTS OF HISTORICAL FACT CONSTITUTE FORWARD-LOOKING STATEMENTS. THESE FORWARD-LOOKING STATEMENTS INCLUDE DESCRIPTIONS REGARDING THE INTENT, BELIEF OR CURRENT EXPECTATIONS OF THE COMPANY OR ITS DIRECTORS AND OFFICERS WITH RESPECT TO THE RESULTS OF OPERATIONS AND FINANCIAL CONDITION OF THE COMPANY. SUCH FORWARD-LOOKING STATEMENTS ARE NOT GUARANTEES OF FUTURE PERFORMANCE AND INVOLVE RISKS AND UNCERTAINTIES, AND ACTUAL RESULTS MAY DIFFER FROM THOSE IN SUCH FORWARD-LOOKING STATEMENTS AS A RESULT OF VARIOUS FACTORS AND ASSUMPTIONS WHICH THE COMPANY PRESENTLY BELIEVES TO BE REASONABLE IN LIGHT OF ITS OPERATING EXPERIENCE IN RECENT YEARS BUT THESE ASSUMPTIONS MAY PROVE TO BE INCORRECT.

POTENTIAL INVESTORS MUST MAKE THEIR OWN ASSESSMENT OF THE RELEVANCE, ACCURACY AND ADEQUACY OF THE INFORMATION CONTAINED IN THIS PRESENTATION AND MUST MAKE SUCH INDEPENDENT INVESTIGATION AS THEY MAY CONSIDER NECESSARY OR APPROPRIATE FOR SUCH PURPOSE. THIS PRESENTATION AND ITS CONTENTS ARE FOR GENERAL INFORMATION PURPOSES ONLY, WITHOUT REGARD TO ANY SPECIFIC OBJECTIVES, FINANCIAL SITUATIONS OR INFORMATIONAL NEEDS OF ANY PARTICULAR PERSON AND SHOULD NOT BE DISTRIBUTED, PUBLISHED OR REPRODUCED, IN WHOLE OR PART, OR DISCLOSED BY RECIPIENTS DIRECTLY OR INDIRECTLY TO ANY OTHER PERSON.



OUR JOURNEY – 1 YEAR & 1 MONTH





THE QUARTER THAT WAS

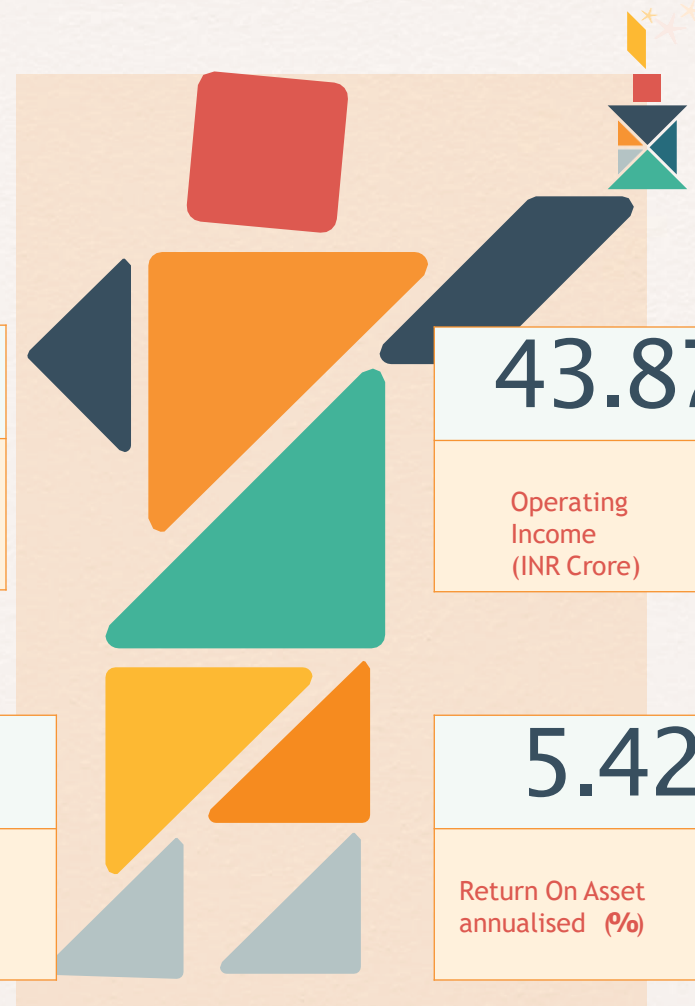
Q2 FY24 AT A GLANCE

4,343	415
Gross Disbursement (INR Crore)	Loan Book Added (INR Crore)

43.87	28.31	24.94
Operating Income (INR Crore)	Net Interest Income (INR Crore)	Profit Before Provision & Tax (INR Crore)

1,658	759	910
Loan Book EOP (INR Crore)	Equity EOP (INR Crore)	Net Debt EOP (INR Crore)

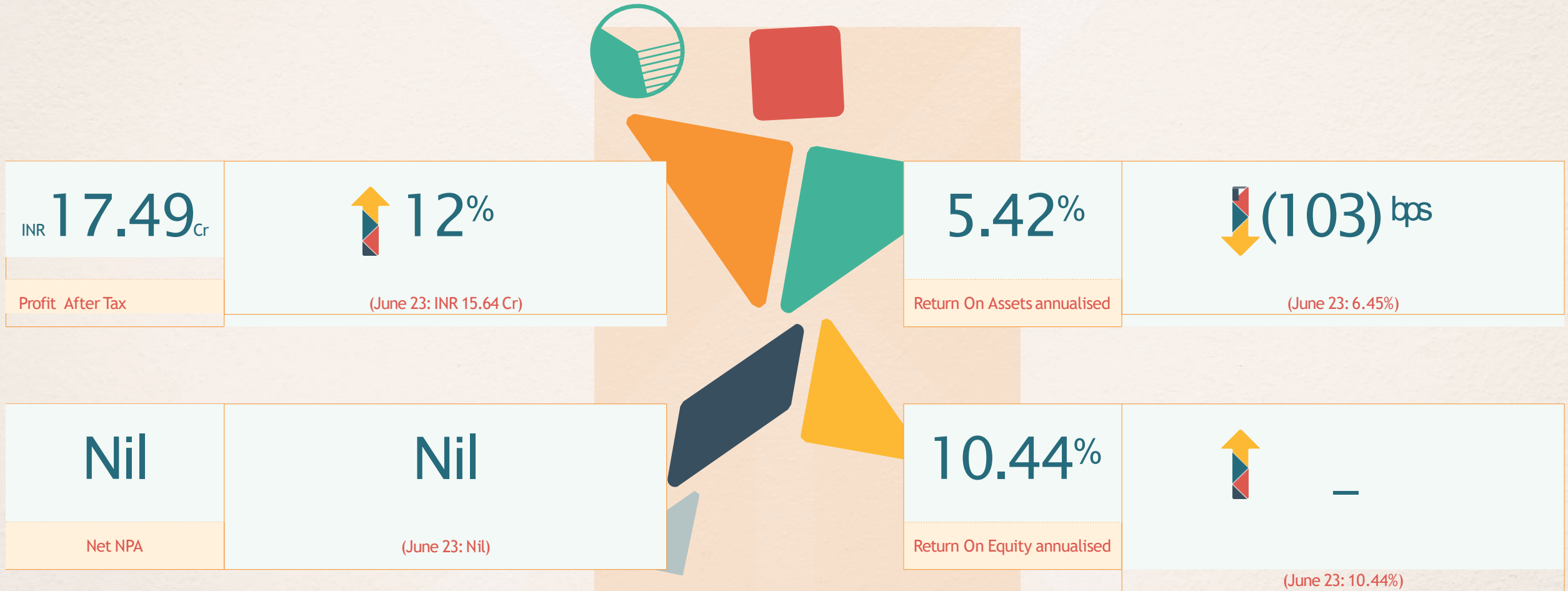
5.42	Nil	10.44
Return On Asset annualised (%)	Net NPA (%)	Return On Equity annualised (%)



Q2 FY24 vs Q1 FY24



Q2 FY24 vs Q1 FY24 (CONTINUED)



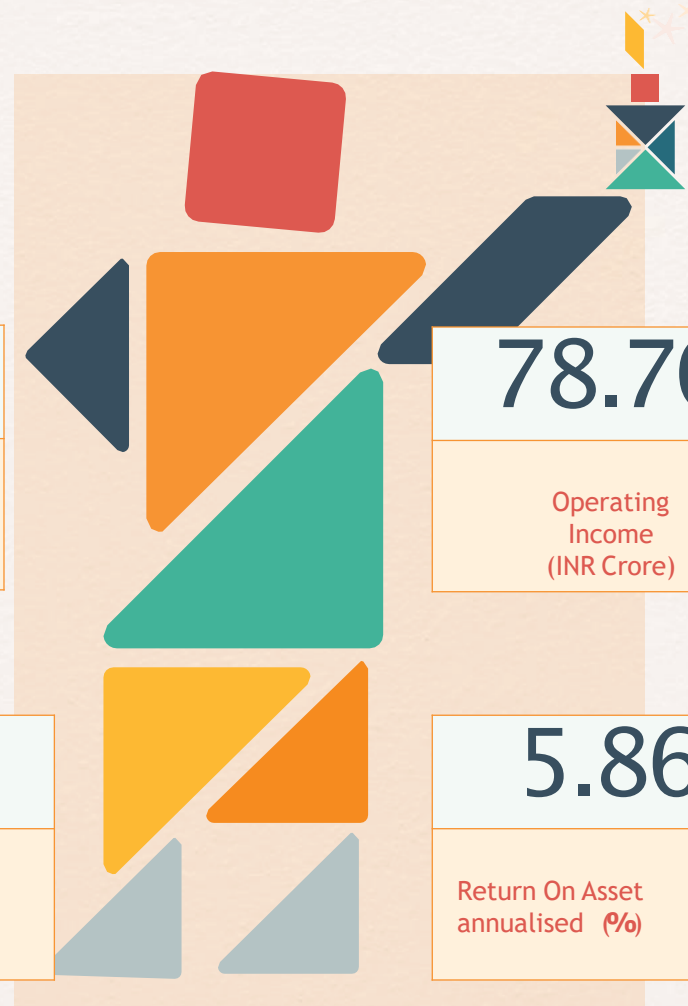
H1 FY24 AT A GLANCE

8,453	683
Gross Disbursement (INR Crore)	Loan Book Added (INR Crore)

78.70	51.82	46.91
Operating Income (INR Crore)	Net Interest Income (INR Crore)	Profit Before Provision & Tax (INR Crore)

1,658	759	910
Loan Book EOP (INR Crore)	Equity EOP (INR Crore)	Net Debt EOP (INR Crore)

5.86	Nil	10.44
Return On Asset annualised (%)	Net NPA (%)	Return On Equity annualised (%)





GROWING SEQUENTIALLY

AN IMPROVED PERFORMANCE

INR Crore

Particulars	Q2FY24	Q1FY24	Q-o-Q Change (%)	Q2FY23	H1FY24	H1FY23	Y-o-Y Change (%)	H1FY24- ROA Tree	FY23
Interest Income	42.91	34.07	26%	1.27	76.98	1.27	5978%	13.61%	40.25
Fee & Other Income	0.95	0.77		0.16	1.72	0.16			1.17
Dividend Income	0	0.00		0.03	0.00	0.03			0.03
Operating Income	43.87	34.84	26%	1.45	78.70	1.46	5295%	13.92%	41.45
Other non- operating Income	0.00	0.00		0.48	0.00	0.51			0.51
Total Income	43.87	34.84	26%	1.94	78.70	1.97	3892%	13.92%	41.96
Interest expenses	14.60	10.56		0.22	25.16	0.22			8.42
Net Interest Income	28.31	23.51	20%	1.04	51.82	1.04	4870%	9.16%	31.83
Operating expenses	4.33	2.31		0.87	6.64	1.79			4.62
Profit Before Provision & Tax	24.94	21.97	14%	0.84	46.91	-0.04	121621%	8.29%	28.92
Impairment on Financial Assets*	1.66	1.07	55%	0.00	2.73	0.00			3.90
Profit Before Tax	23.28	20.90	11%	0.84	44.18	-0.04	114548%	7.81%	25.02
Income Tax	5.79	5.26	10%	0.27	11.05	0.22			6.61
Profit After Tax	17.49	15.64	12%	0.56	33.13	-0.26	12876%	5.86%	18.41
Loan Book EOP	1658	1243	33%	334	1658	334	396%	-	973

* Provision on Standard Assets

SEQUENTIAL GROWTH

(Quarter on Quarter)

Gross Disbursements
(INR Crore)



Closing Book
(INR Crore)



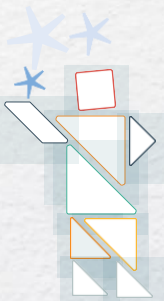
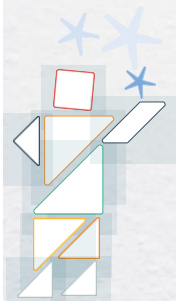
Net Interest Income
(INR Crore)



Profit Before Impairment & Tax
(INR Crore)



Profit After Tax
(INR Crore)



PROGRESS OVER THE CORRESPONDING QUARTER

(Q2/24 vs Q2/23)

Gross Disbursements
(INR Crore)



Closing Book
(INR Crore)



Net Interest Income
(INR Crore)



Profit Before Impairment & Tax
(INR Crore)



Profit After Tax
(INR Crore)



PROGRESS OVER THE CORRESPONDING HALF YEAR

(H1/24 vs H1/23)

Gross Disbursements
(INR Crore)



Closing Book
(INR Crore)



Net Interest Income
(INR Crore)



Profit Before Impairment & Tax
(INR Crore)



Profit After Tax
(INR Crore)





ABOUT THE COMPANY

INR 1,00,000 CRORE
+

OPPORTUNITY IN SUPPLY CHAIN FINANCING
FOR INDIAN MSMES



ROADBLOCKS FOR INDIAN MSMEs

For MSME segment, Supply Chain Financing is like oxygen for the businesses. MSMEs are reliant on traditional bank financing which is restricted owing to their:

- ▶ Low Risk Appetite/ seek Hard Collateral Security after certain threshold
- ▶ Lower Agility/ Flexibility on accepting Financials, Financial Ratios, Credit Rating etc.
- ▶ Speed of Financing: Lag adoption of newer technologies/ automation, and
- ▶ Lack of Deep Tier Financing to the lowest possible in the supply chain

As an alternate to fulfil the requirement, MSMEs end up in the hands of highly expensive unorganised money lenders.



AN EMERGING NEW-AGE

SG FINSERVE LIMITED (formerly known as *Moongipa Securities Limited*) is a catalyst in streamlining the supply chain and optimising the working capital cycle for Indian corporates.

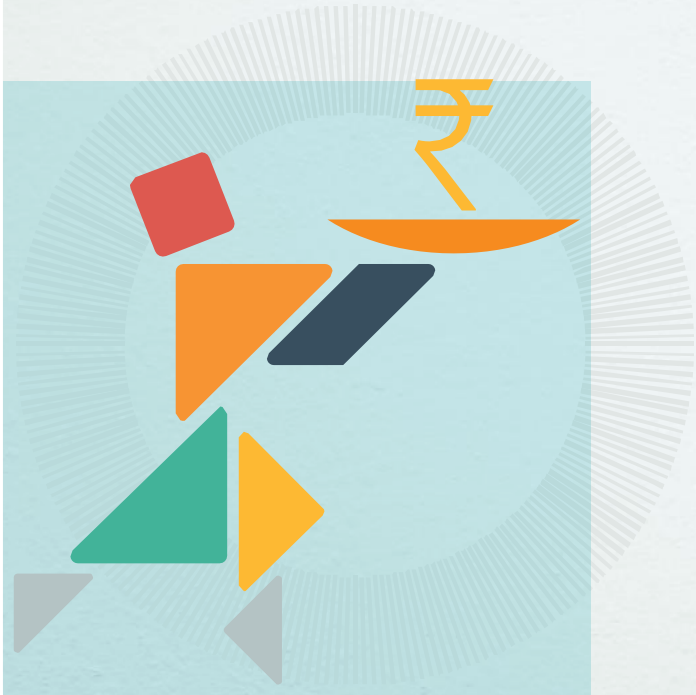
Based in Delhi-NCR, India, the Company provides financing solutions to channel partners of Indian Corporates at competitive rates to grow their business and that of their business partner.

SGFL is accredited with CRISILAA rating for its long term debt and A1+ for its short term debt & commercial paper, making it a strong and reliable financial institution.

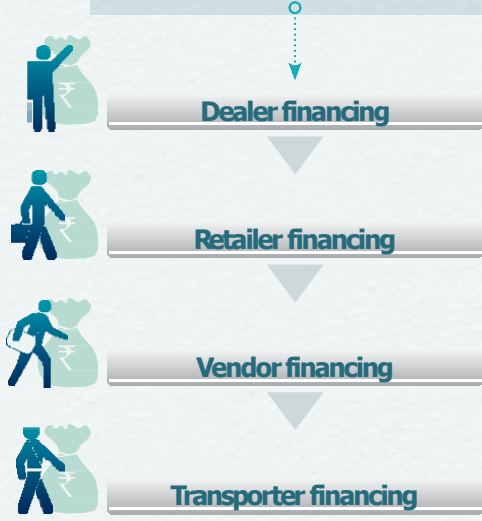
Visit us at: www.sgfinserve.com



OUR ONE-STOP SOLUTION



PRODUCTS & SOLUTIONS



PLATFORM

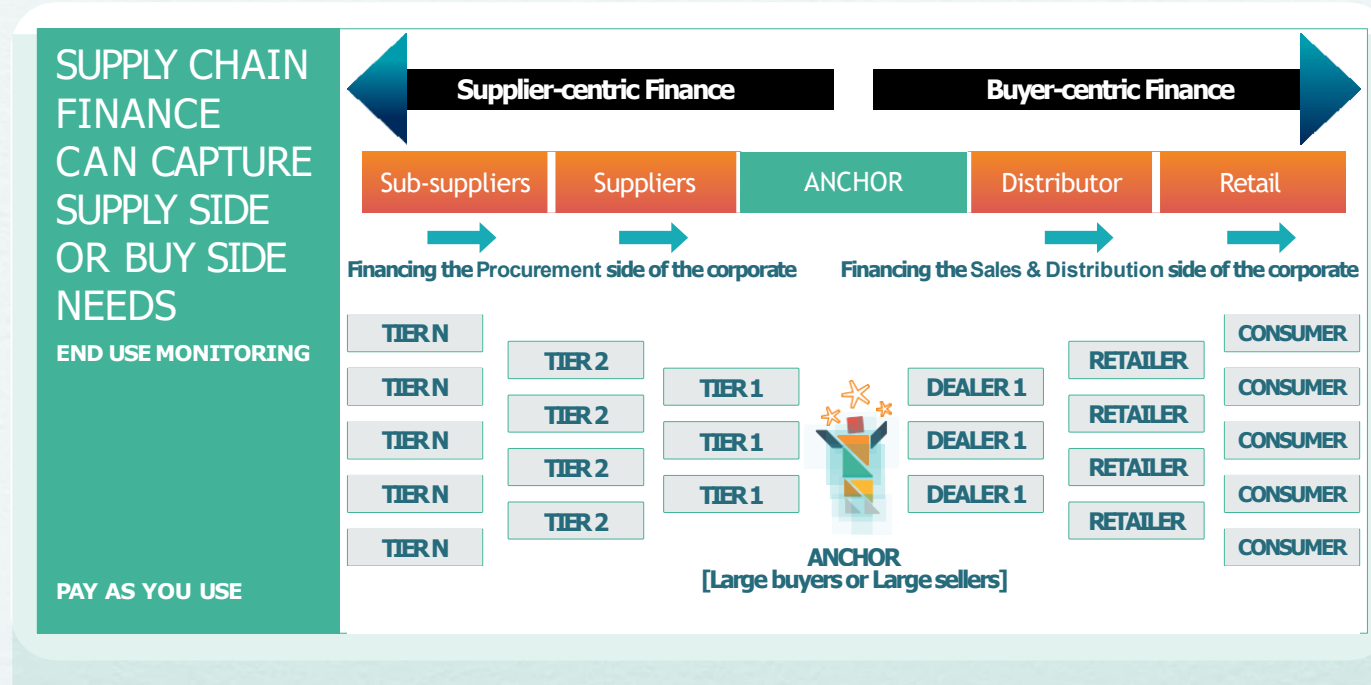


One-stop solution in the form of SG Finserve Ltd.

We are catering to the financing needs of all the parties involved in entire supply chain.

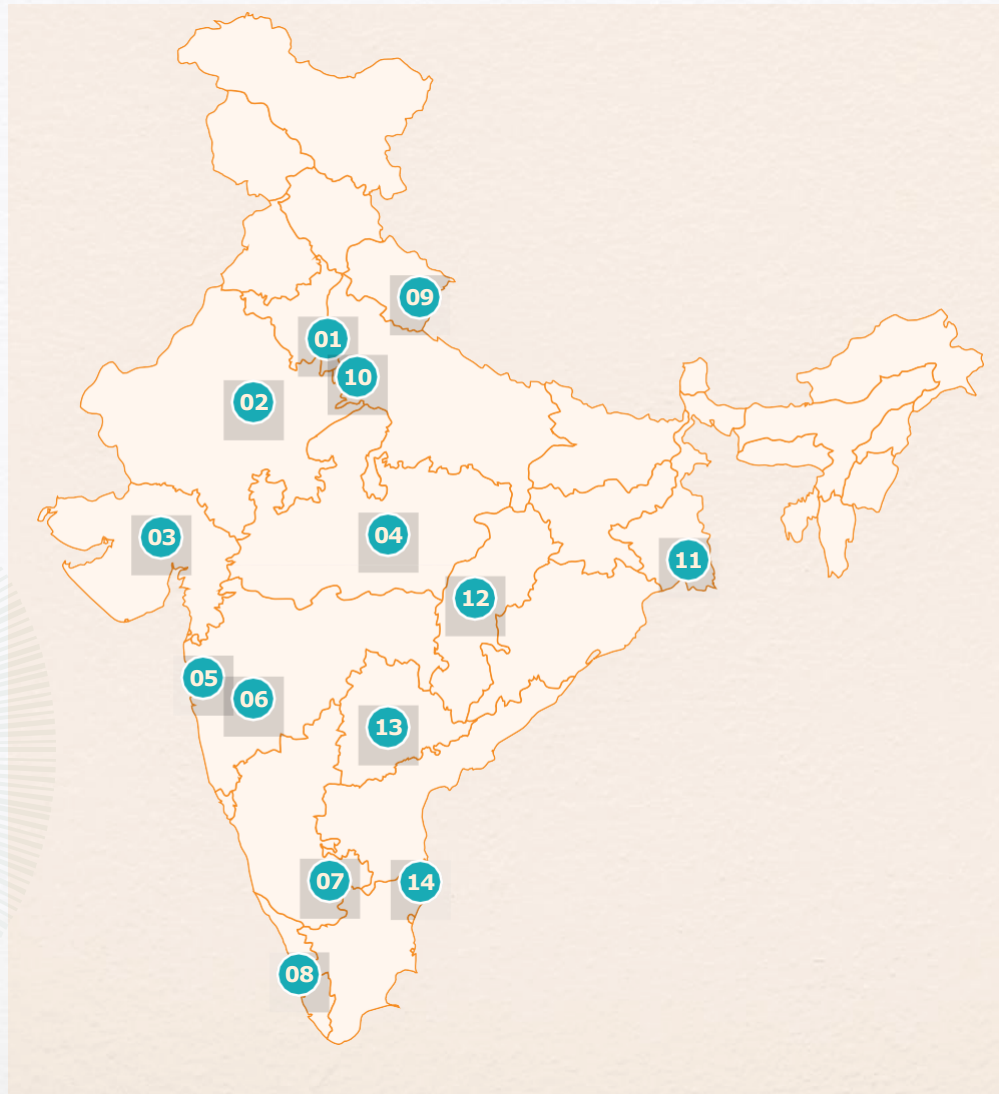
Build a robust platform with the gradual introduction of products, with a strong B2B core

OUR COMPREHENSIVE SOLUTION



ABOUT THE COMPANY
OUR PRESENCE

We cover all the major Indian states and continue to expand further.

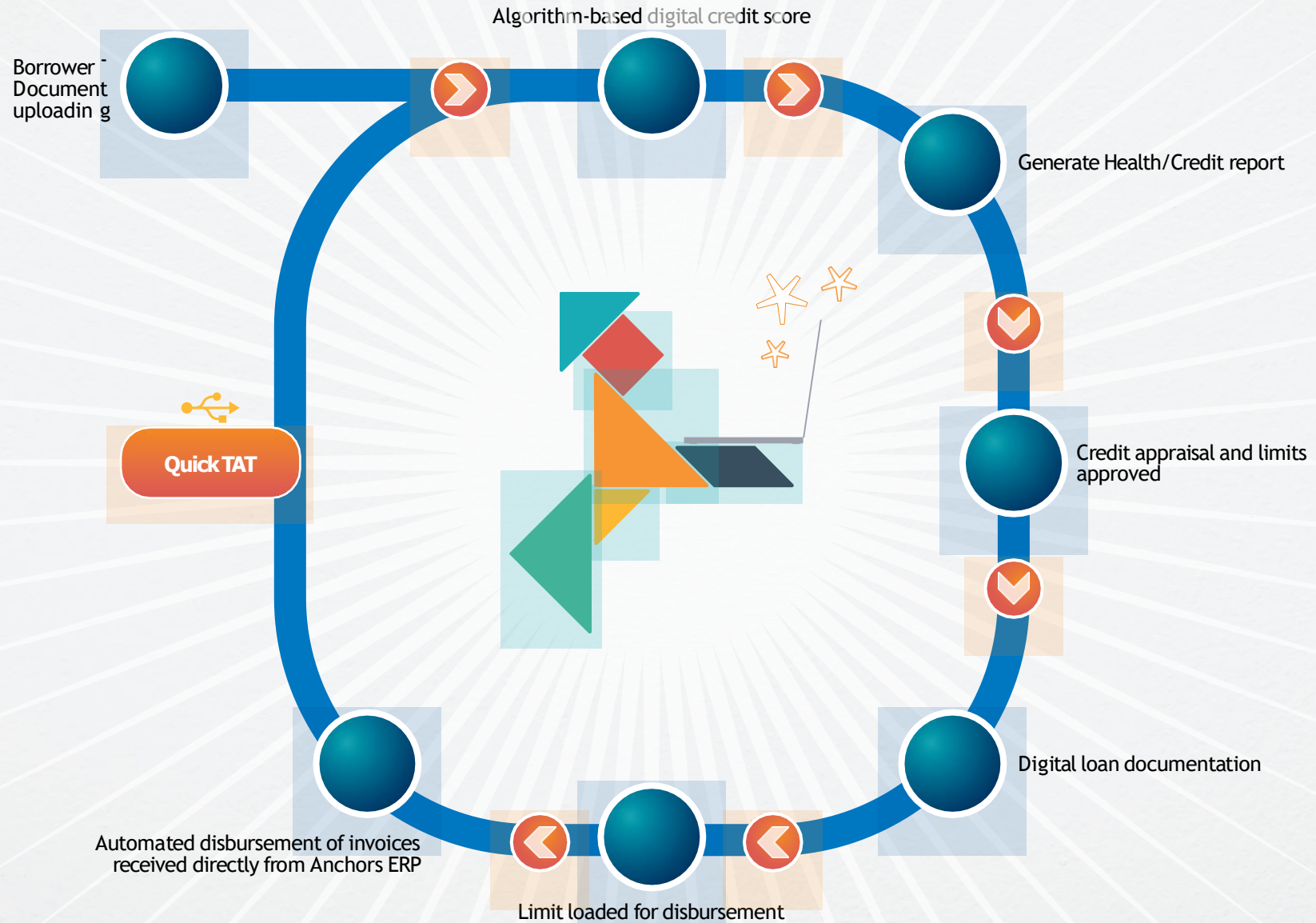


1. Delhi/NCR
2. Jaipur
- 03 Ahmedabad
- 04 Indore
- 05 Mumbai
6. Pune
7. Bangalore
- 08 Cochin
- 09 Dehradun
- 10 Ghaziabad
- 11 Kolkata
- 12 Raipur
- 13 Hyderabad
- 14 Chennai



OUR EDGE IN THE SPACE

OUR EDGE IN THE SPACE
A 100% DIGITAL PLATFORM



OUR EDGE IN THE SPACE
AI-BASED CREDIT SCORING MODEL



Credit bureau reports (CIBIL, Experian, etc.)



Self declarations & Confirmations (Non financial parameters)



Income Tax Returns- 3 years



GST Return- 12 months



Banking statement- 12 months

OUR EDGE IN THE **SPACE**
OUR EXPERIENCE BANDWIDTH



SORABH DHAWAN
 Chief Executive Officer
 17 years in Corporate Banking, Ex Kotak, HDFC & Aditya Birla Finance



ABHISHEK MAHAJAN
 Chief Risk Officer
 18 years in Credit CA- 2000, Ex IDBI, ICICI & Kotak



VIVEKANAND TIWARI
 Head of Credit Operations & Monitoring
 13 years in Operations, Ex ICICI, Axis & IndusInd



RENU RAI
 Chief People Officer
 15 years in HR & Admin, Ex APL, Fedders Lloyds & Advaitam Tech



SAHIL SIKKA
 COO & CFO
 15 years in Corporate Banking Ex HDFC, Kotak & Aditya Birla



ANKUSH AGGARWAL
 Chief Experience Officer
 17 years in Client servicing, Operations & Digital Transformation, Automation, Ex-Kotak, IndusInd



RITU NAGPAL
 Company Secretary & Compliance Officer
 Law Graduate & PostGraduate (M.com), 10 years in Compliance of NBFC-SI & Non-SI



ARVIND VATSA
 Chief Compliance Officer
 35 years in Credit Operations, Ex Barclays, Kotak, GE Capital, Standard Chartered

OUR EDGE IN THE **SPACE**

OUR BUSINESS PARTNERS



HINDUSTAN ZINC
Zinc & Silver of India



SHALIMAR PAINTS



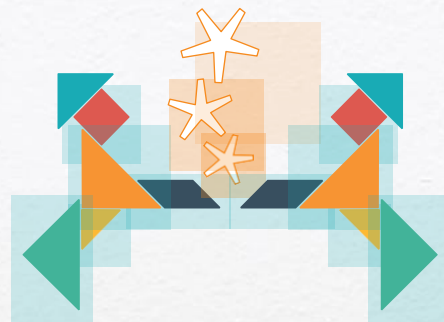
SHARVARI STEEL LIMITED



SG Mart



THE HIGHLIGHTS
OUR FUNDING PARTNERS





SG FINSERVE

Converting constraints into opportunities



THANK YOU



SORABH DHAWAN
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