

October 21, 2024

To,

**Department of Corporate Relationship
BSE Ltd.**

Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai – 400 001.
Scrip Code: 539177

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400051
NSE Symbol – AIIIL

The Calcutta Stock Exchange Limited

7, Lyons Range, Murgighata, Dalhousie,
Kolkata, West Bengal - 700 001.
Scrip Code: 011262

Dear Sir/Madam,

Subject: Business Update and Corporate Presentation

Please find attached the Business Update and Corporate Presentation for Authum Investment & Infrastructure Limited.

Kindly take the same on your record.

Thanking you,

For **Authum Investment & Infrastructure Limited**

Amit Dangi
Whole Time Director
DIN: 06527044

Encl: As above



AUTHUM

MAKING THE BIG LEAP

**AUTHUM INVESTMENT & INFRASTRUCTURE
LIMITED**

October 21, 2024

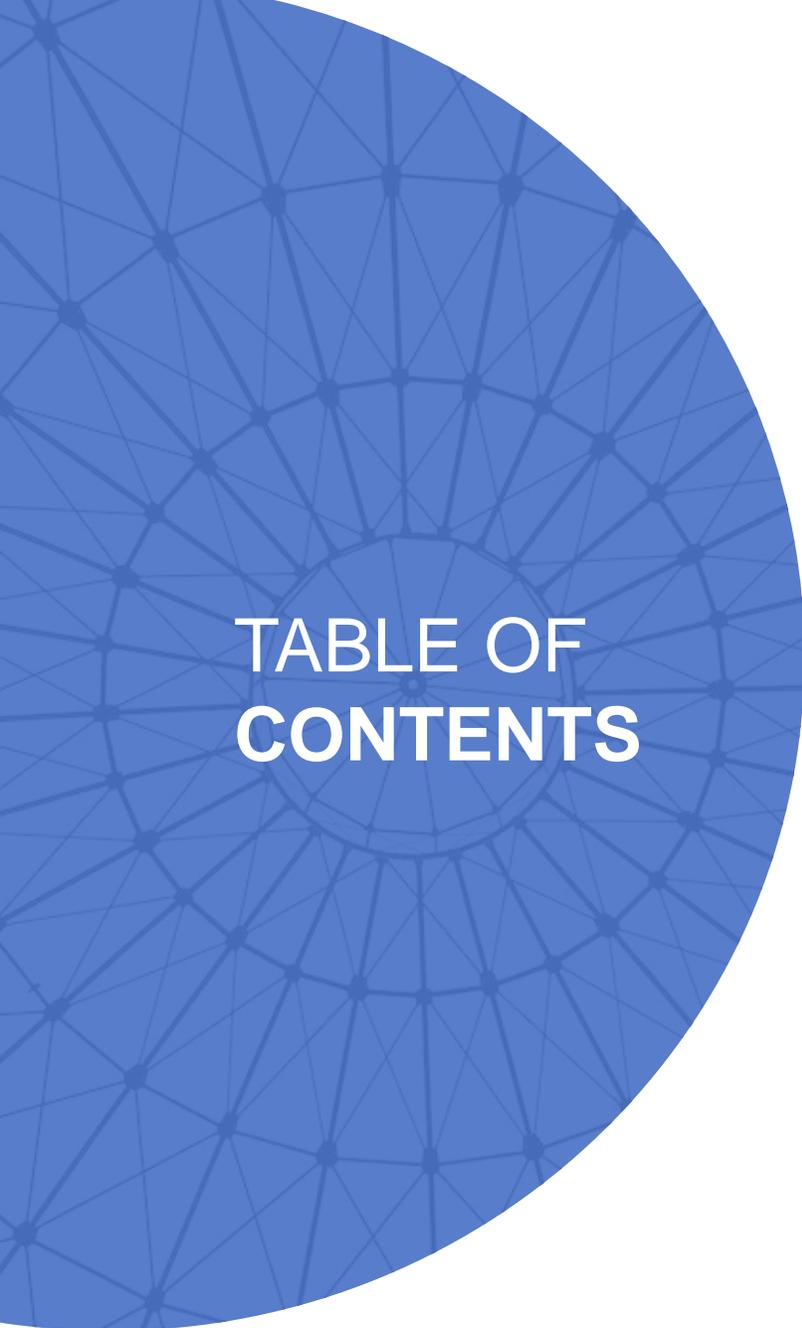


TABLE OF CONTENTS

PART ONE

Overview 03

PART TWO

Summary: Investment Business 07

PART THREE

Summary: Credit Business 12

PART FOUR

Q2 FY2025 Financial Synopsis 14

PART FIVE

Strategic Way Forward 21

PART SIX

Governance & Management 26



PART ONE
OVERVIEW

Who we are



Background

Incorporated in **1982**

Acquired by **Alpana Sanjay Dangi** in **FY2020**.

Authum is a registered NBFC with core business operations focused on investing and lending.



Business

Engaged in long term equity investment across listed and unlisted space.

Recently diversified into building a fully integrated Credit Platform.



Footprint

Headquarters: Mumbai

No. of Branches: ~25

No. of People: ~450+



Strategy

Value Investor – Long Term View

Flexible and Patient Capital

Engaged Investor – Value Creation Focus



Shareholding pattern

Promoter & Promoter group – 74.95%

Public – 25.05%



Leadership

Enterprising Promoter Group with strong track record of Value Creation

Professional team with deep domain expertise



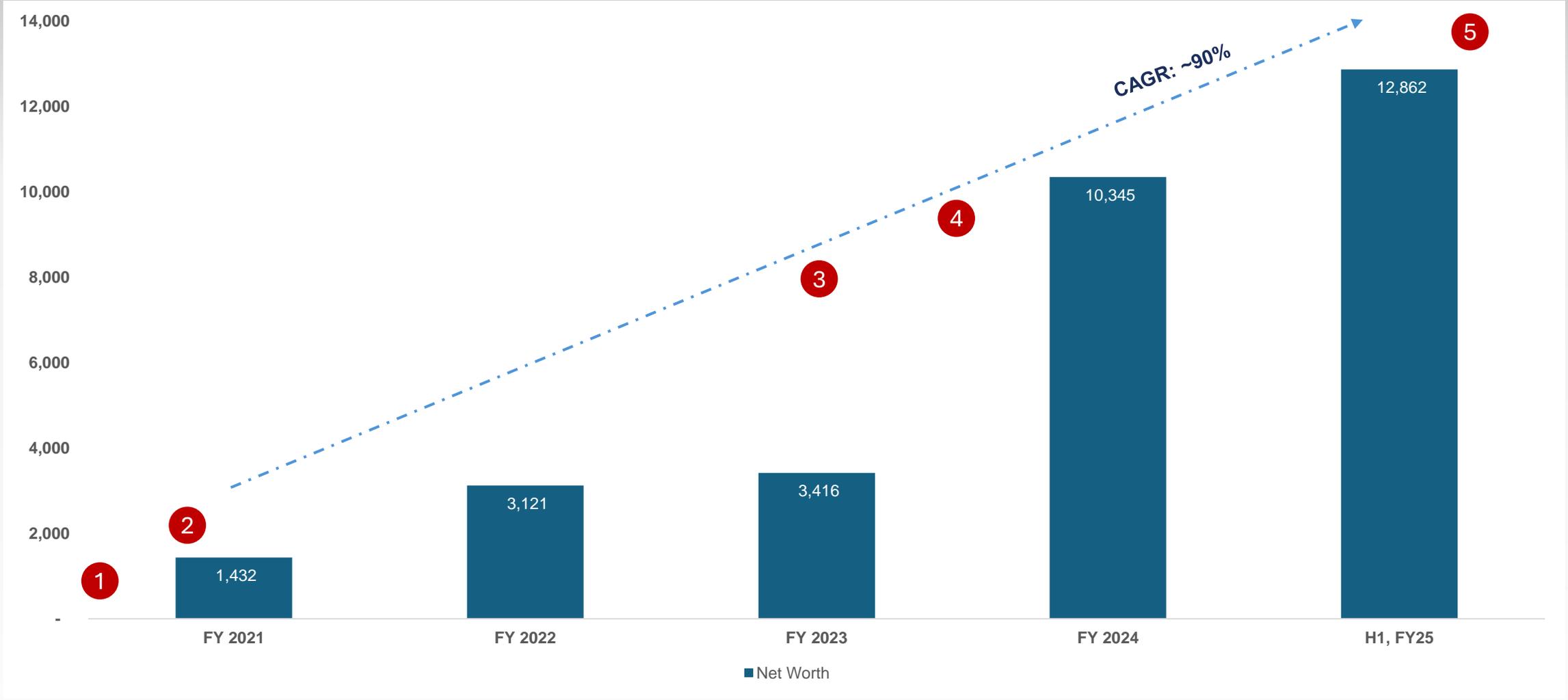
Sound Balance Sheet

Net worth (Sep 30, 2024) – Rs. 12,862 crore

Market Capitalization (Oct 20, 2024) ~Rs. 32,000 crore

Net leverage - **ZERO**

Business Evolution and Net-worth Accretion (in Rs. crore)



- 1 Acquisition of Authum (FY2020)
- 2 Investment Business: Scale-up (FY2021 onwards)
- 3 Acquisition of RCFL & RHFL (FY2023)
- 4 Credit Business: Scale-up (H2 FY2024 onwards)
- 5 Credit Business: Platformization (H2 FY2025 and beyond)

*Past track record is not indicative of future performance

Authum's growth across the years

(Rs. crore)

Particulars (Liabilities)	Sep-24	Jun-24	Mar-24	Mar-23
Net worth	12,862 #	10,931	10,345	3,416
Borrowings & other payables	1,125 *	923	1,277	3,484
Total Liabilities	13,987	11,854	11,622	6,900

Particulars (Assets)	Sep-24	Jun-24	Mar-24	Mar-23
Investments	10,317	8,899	8,779	3,543
Credit & Credit Substitutes	2,353	1,916	1,681	2,253
Cash & cash equivalents	493	436	455	631
Others	824	603	707	473
Total Assets	13,987	11,854	11,622	6,900

Net worth increased from Rs. 10,345 Cr as of Mar-24 to Rs. 12,862 Cr as of Sep-24 on account of realisation of profits on investments and strong recovery in the credit business.

* Detailed break up of Borrowings & Other payables is provided in Slide 14.

Profit & Loss

(Rs. crore)

Particulars	Q2, FY 25	Q1, FY 25	FY 23-24	FY 22-23
Revenue	2,068	1,314	4,393	458
Finance Cost	14	10	65	281
Other cost	37	58	160	112
Profit before Tax	959	1,246	4,226	4,351
Profit after Tax	843	1,096	4,285	4,304



PART TWO

Summary: Investments Business

Value Creation Framework



Our MOAT

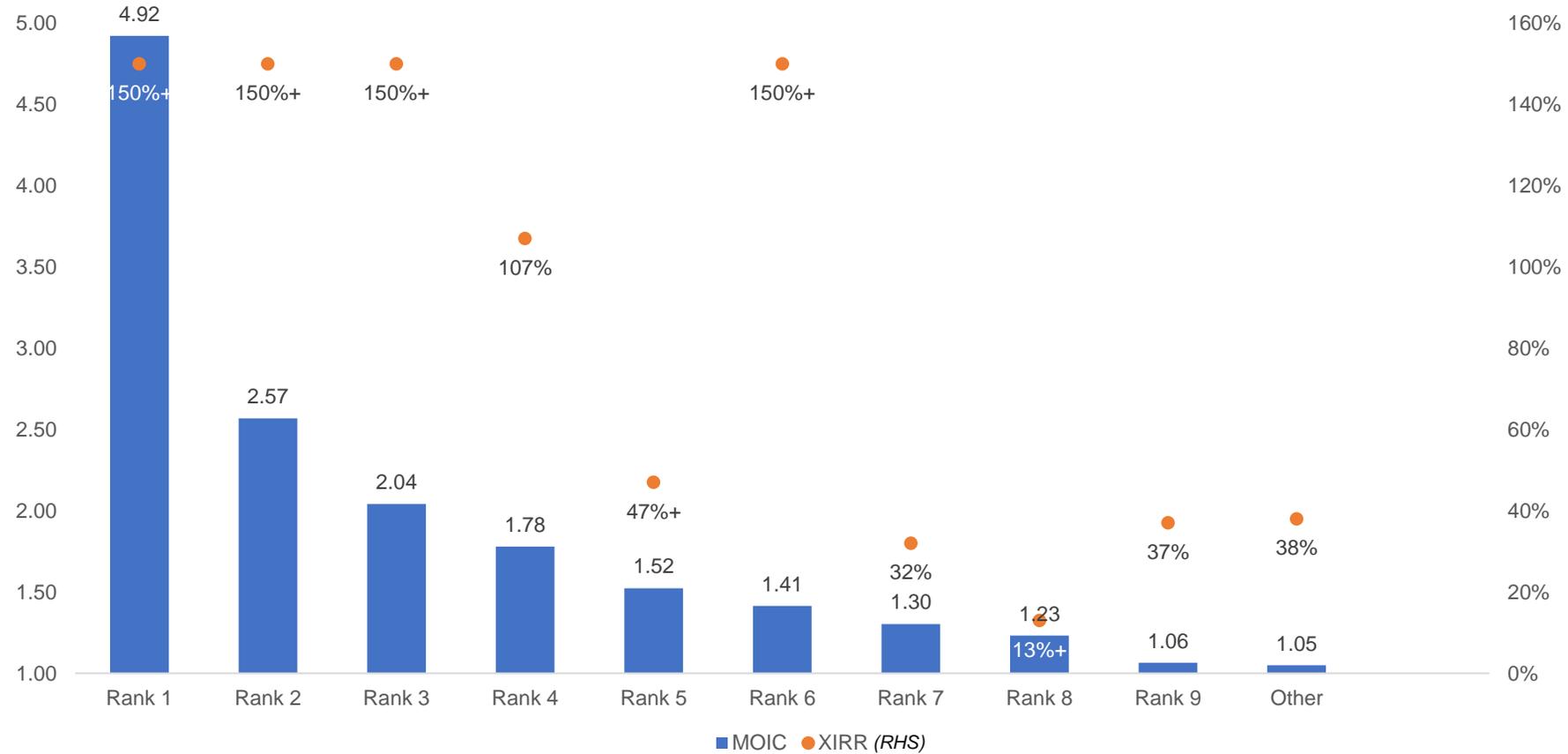
~12,860 Cr of Propriety Equity AUM

Deep Market Expertise & Revered Reputation

Disciplined yet Enterprising Management

Strong Research Team

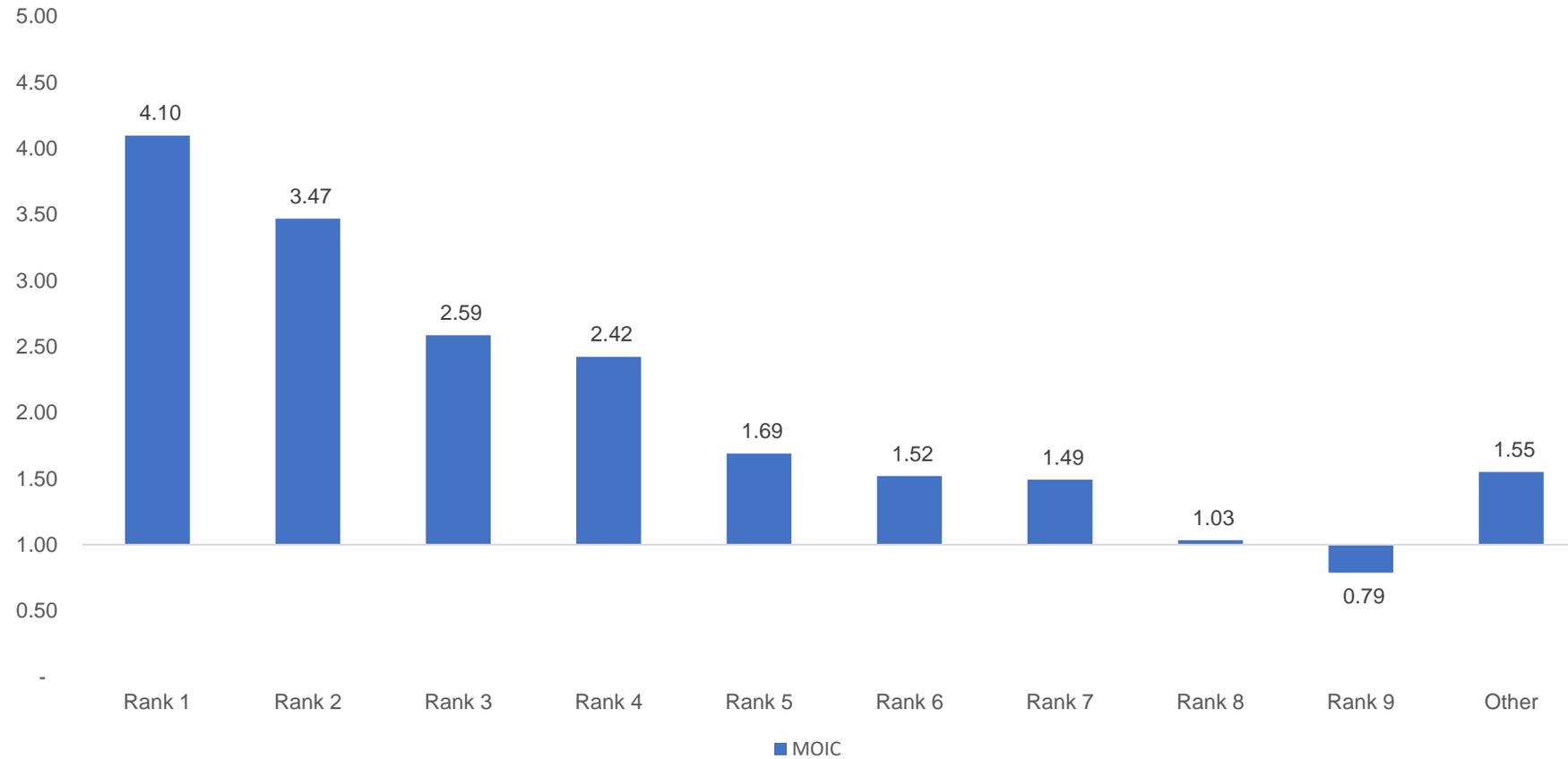
MOIC and IRRs of Exited Investments in Q2, FY2025



Note 1: Top 9 exits by MOIC are ranked 1 to 9. Others are clubbed

Note 2: IRRs capped at 150% despite being higher, for representation

MOIC of existing portfolio (notional basis, assuming portfolio is divested on September 30, 2024)



Note 1: Top 9 investments by MOIC are ranked 1 to 9. All other investments are clubbed as 10th rank
Note 2: Assuming current portfolio is divested on September 30, 2024

| Key Update: Strategic Investment in Prataap Snacks



Deal Overview

- ✓ 42.31% stake in Prataap Snacks acquired on **September 27, 2024**, from Sequoia Capital for a cash consideration of **Rs. 846 crore**
- ✓ Price of **₹746 per share** (a 29% discount to prevailing share price).

- ✓ Open offer launched to acquire an additional **26%** stake at a price of **₹864 per share** (potential outlay: ~Rs 544 crore).

- ✓ Strategic acquisition which aligns with the **long-term objective** of investing in stable businesses with strong growth potential.



Company Overview

- ✓ Prataap Snacks is one of **India's leading** manufacturers and distributors of snack foods.
- ✓ Over **150 SKUs** across savory and sweet snacks under the Yellow Diamond & Rich Feast brands.

- ✓ Strong distribution network (**2.5 million** retail outlets across India)
- ✓ **15 manufacturing** facilities
- ✓ Daily sales of **~14 million units** across all channels.

- ✓ Market leader in rings and **extruded snacks**
- ✓ **Top five** in Western savory snacks.

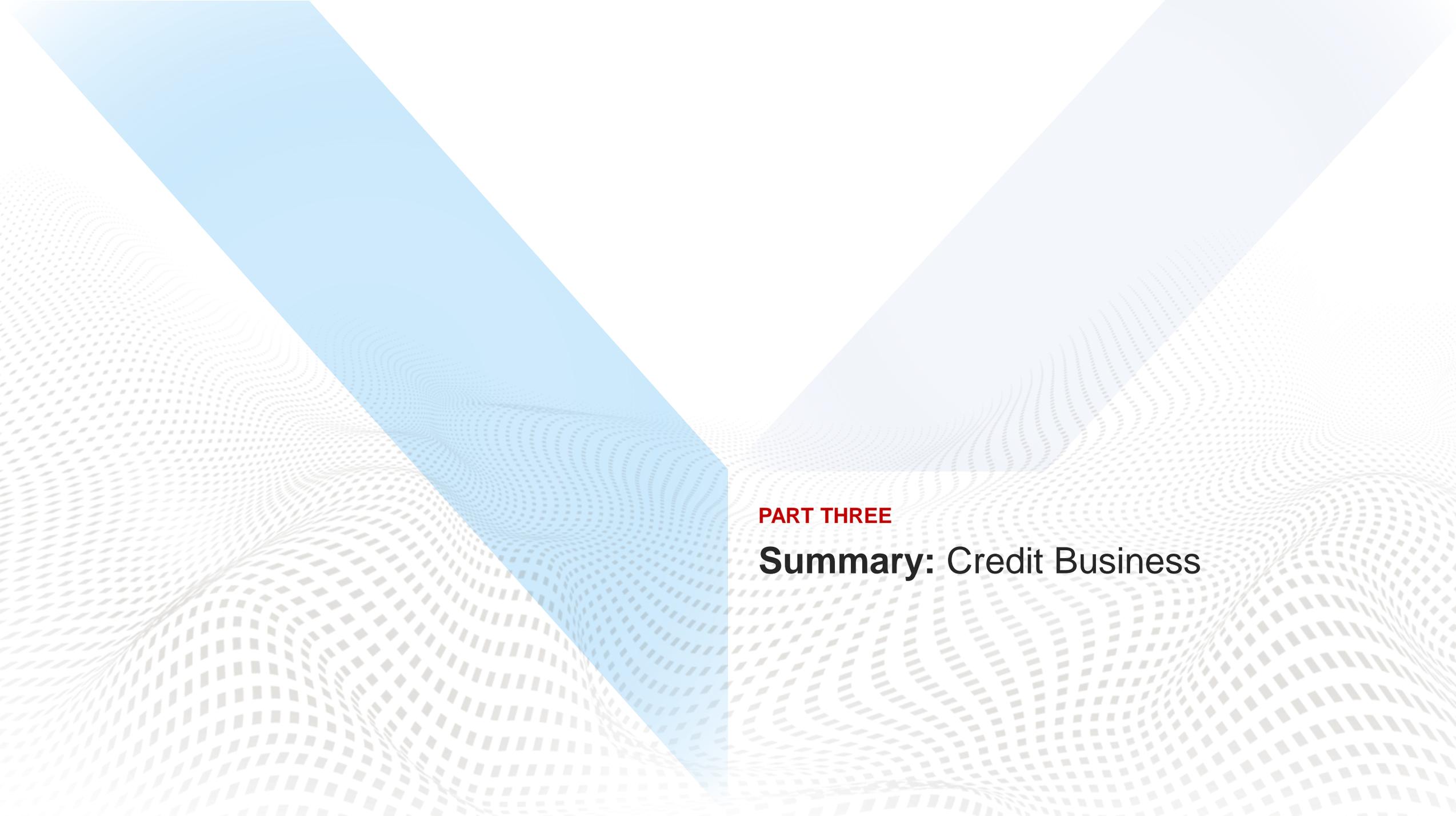


Future Growth and Profitability Improvement

- ✓ Product Premiumisation
- ✓ Expand the namkeen footprint (contributes **~16%** of revenue in spite of **~44%** of overall industry size)

- ✓ Implement **sales force automation**
- ✓ Enter modern trade and quick commerce sector.

- ✓ Expand capacity in target markets
- ✓ Leverage opportunities from Production-Linked Incentive (**PLI**) benefits

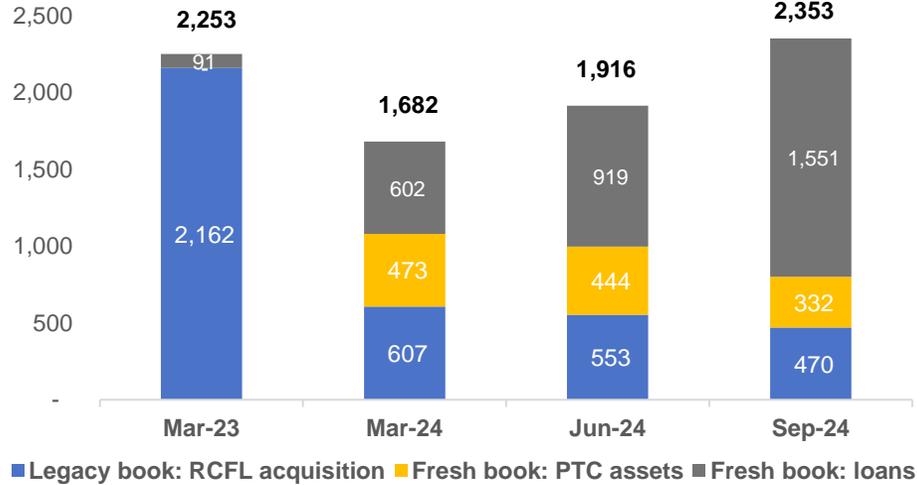
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PART THREE

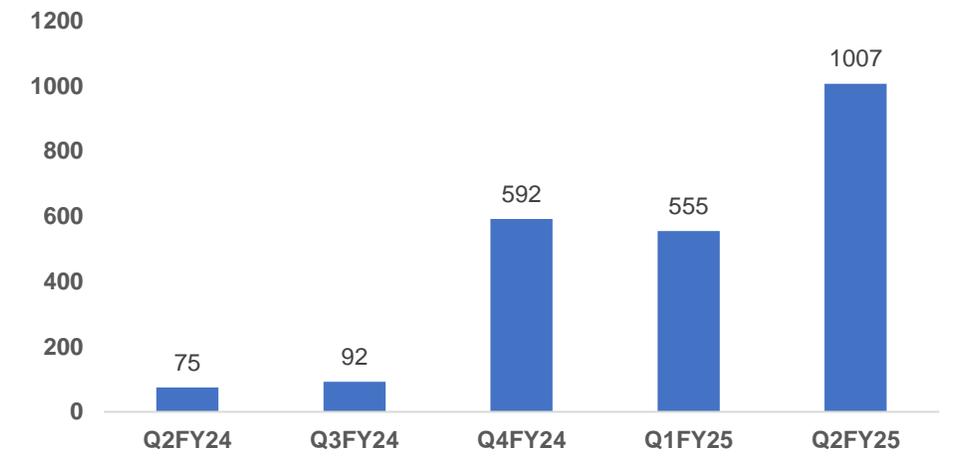
Summary: Credit Business

Credit Business Overview

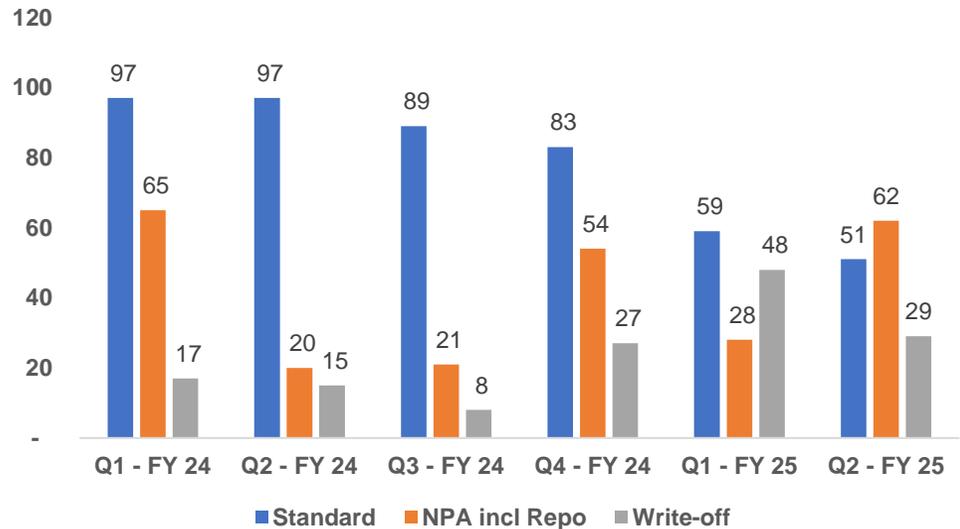
Loan book movement (Rs. crore)



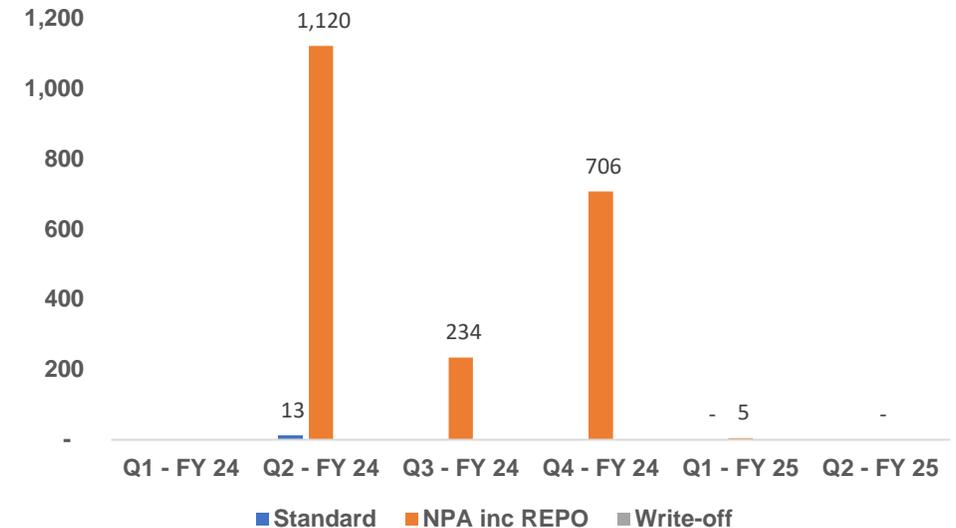
Fresh deployment (Rs. crore)



Recoveries from legacy acquired book: Retail Segment (Rs. crore)



Recoveries from legacy acquired book: Corporate Segment (Rs. crore)





PART FOUR

Q2 FY2024-25 Financials Synopsis

Balance Sheet Highlights

Liabilities (~Rs. crore)

Liabilities: Details	Sep-24	Jun-24	Mar-24	Mar-23
A. Networth	12,862	10,931	10,345	3,416
B. Borrowings & Payables	1,125	923	1,276	3,484
-PTC borrowings	375	503	492	1,040
-Dissenting creditors	178	178	177	734
-Third-party credit line	314	37	352	768
-Redeemable pref. shares	30	30	107	202
-Other payables	228	175	148	739
Grand Total (A+B)	13,987	11,854	11,621	6,900

Notes:

1. Dissenting creditors (~ 16% of total creditors) includes lenders of RCFL who did not assent to the Resolution Plan; consideration as per plan has been set aside for these.
2. Other Payable has increased to **Rs. 228 cr in Sep-24** as compared to **Rs. 148 cr** Mar-24. This is on account of provision of current tax liabilities of 161 Crs.

Balance Sheet Highlights

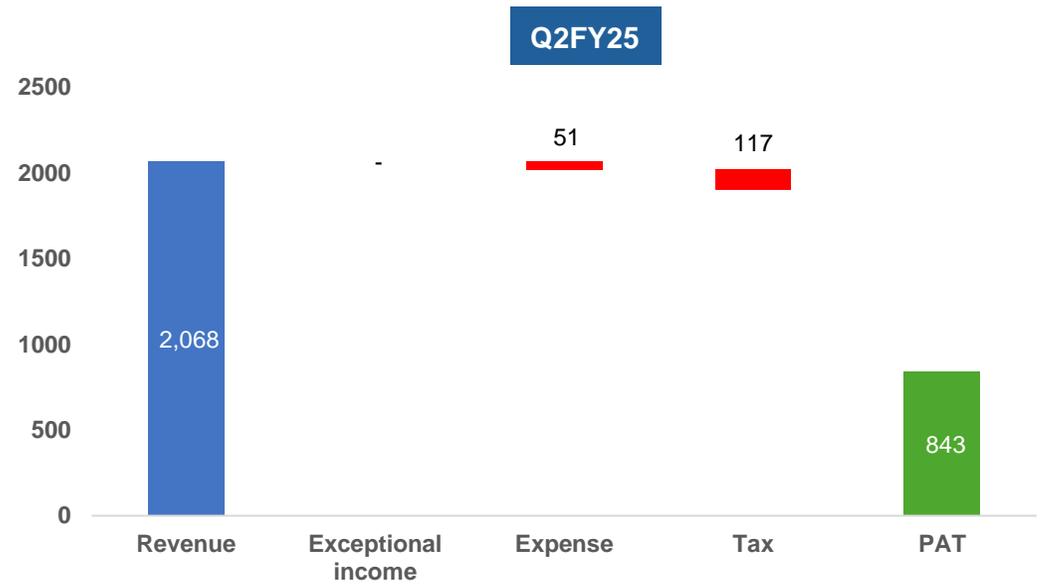
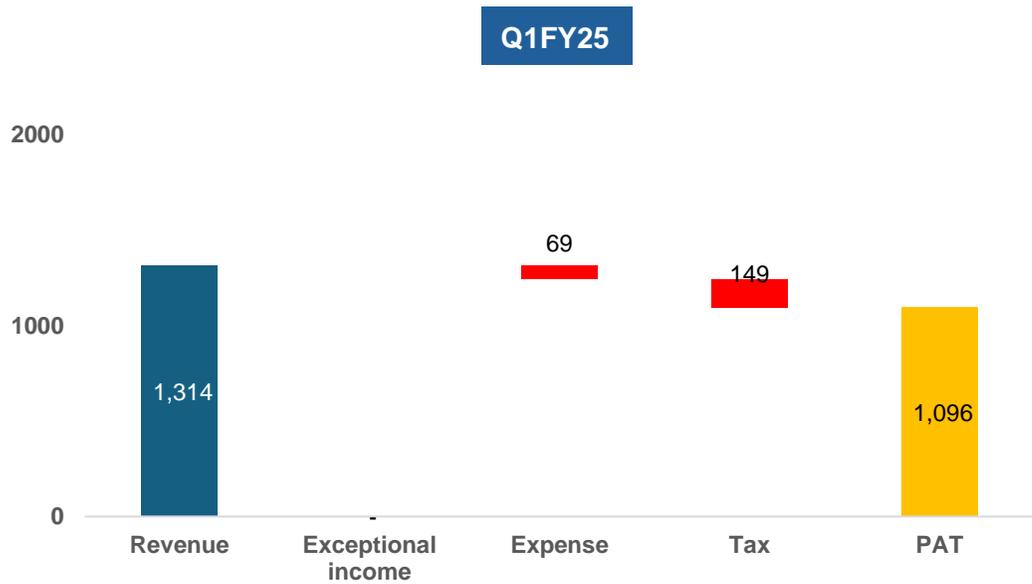
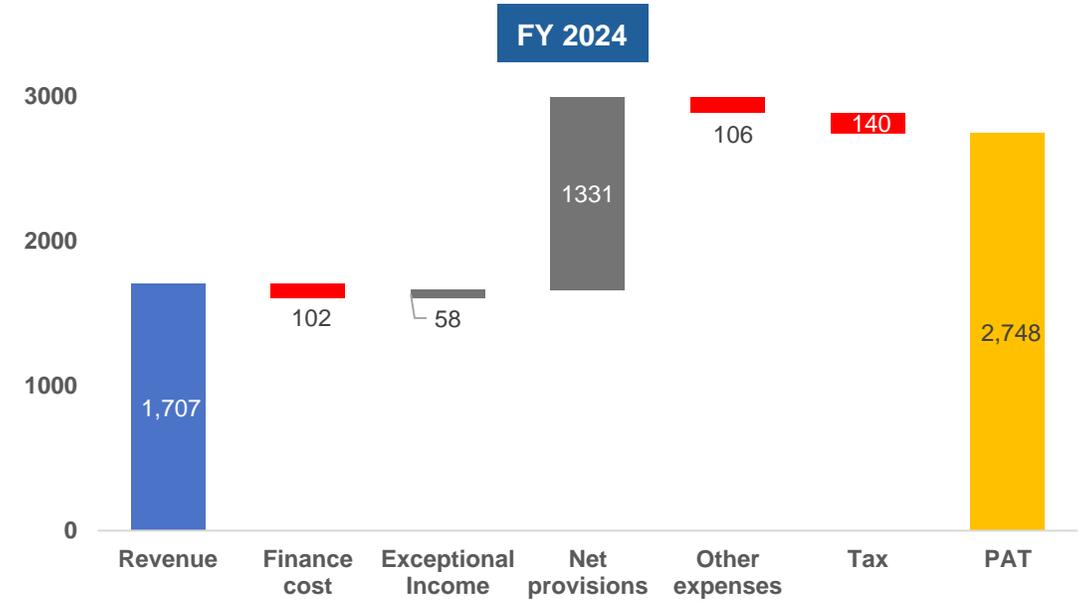
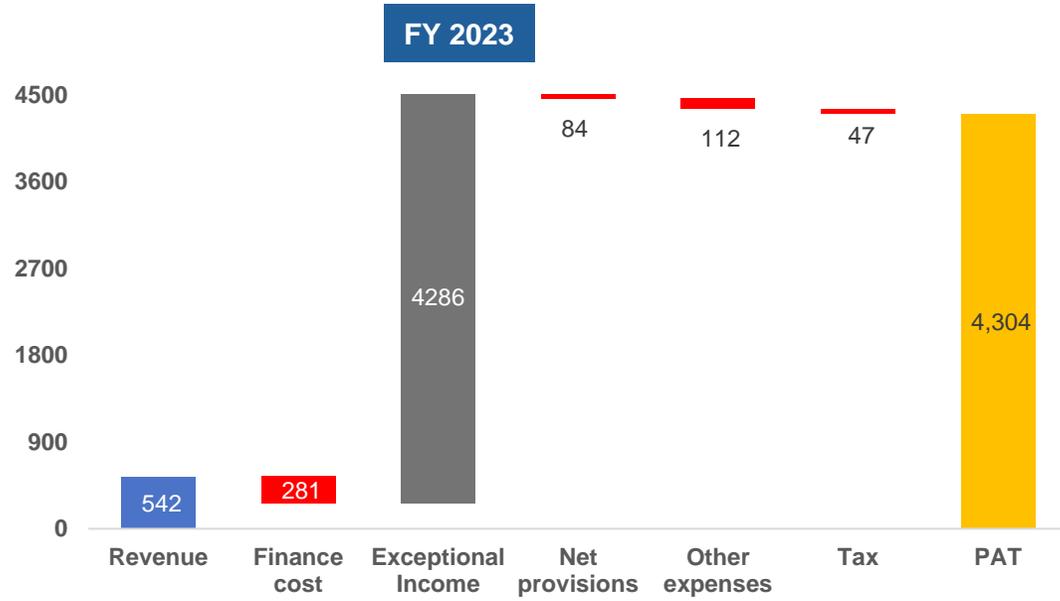
Assets (~Rs. Cr)

Assets: Details	Sep-24	Jun-24	Mar -24	Mar-23
A. Investments	10,317	8,899	8,779	3,543
B. Loans / credit substitute	2,353	1,916	1,681	2,253
-Legacy book from RCFL	470	553	607	2,162
-PTC assets	332	444	473	-
-Fresh business o/s	1,551	919	602	91
C. Other assets	1,317	1,039	1,161	1,104
-Cash & cash equivalents	493	436	455	631
-Fixed assets	419	410	356	315
-Receivables & misc.	405	193	350	158
Grand Total (A+B+C)	13,987	11,854	11,621	6,900

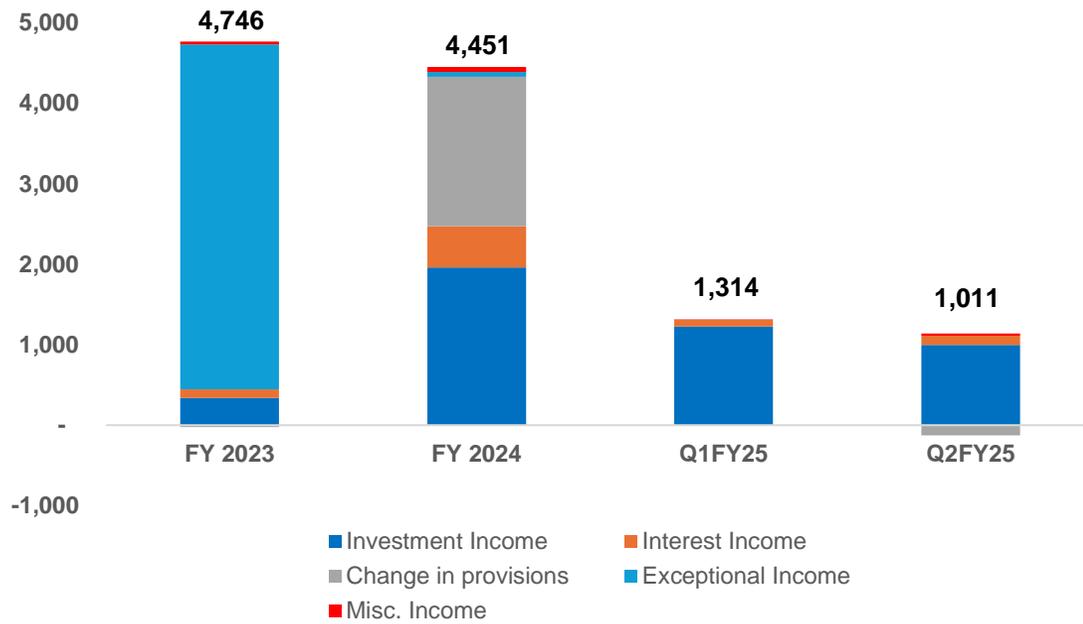
Notes:

1. Investments include stocks held for sale, other tradable securities and Mutual funds.
2. Legacy book from RCFL means the acquired business portfolio of RCFL and RHFL
3. Fixed assets include Property, Plant & Equipment (PPE), Investment property.
4. Receivables include balance with Govt authorities (GST / Income Tax), and other assets including interest accruals on investments, Receivables against securitisation, security deposit etc.

P&L Statement Highlights (Rs. Cr)



Revenues Mix (Cr)



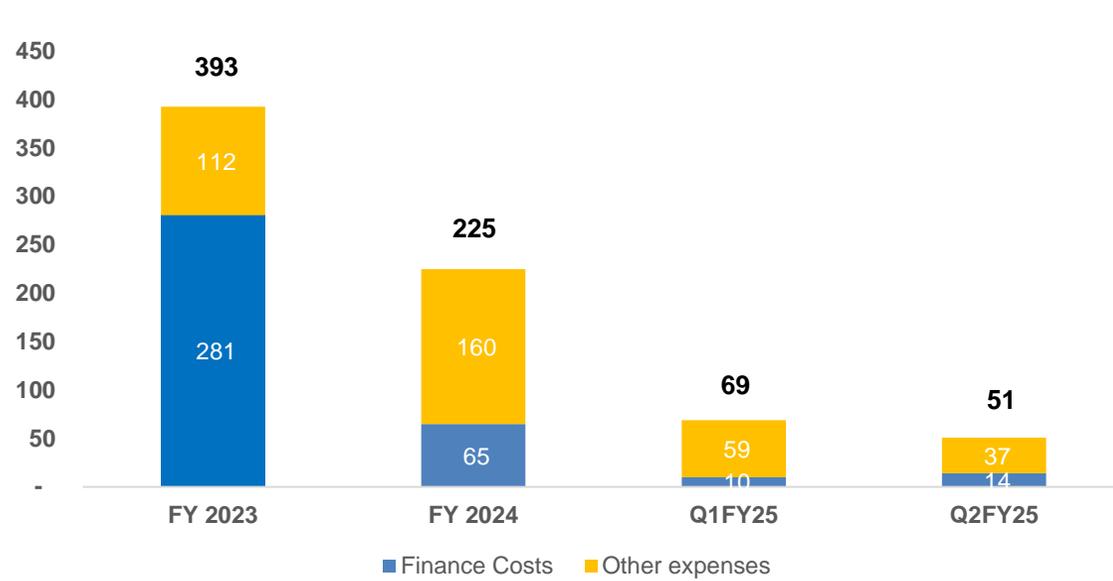
(Rs. Cr)

Revenues Detail (Cr)	FY2023	FY2024	Q1 FY2025	Q2 FY2025
Investment Income	339	1,959	1,225	998
Interest Income	107	513	86	114
Change in provision & bad debts recovery	-23	1,860	1	-127
Exceptional Income	4,286	58	-	-
Miscellaneous Income	37	61	2	27
Total	4,746	4,451	1,314	1,011

Notes:

1. Revenues are reflected net of provisions inclusive of exceptional income.

Expenses Mix (Rs. Cr)



(%)

Expenses split (%)	FY2023	FY2024	Q1FY25	Q2FY25
Finance costs	71%	29%	14%	35%
Other expense	29%	71%	86%	65%
Total	100%	100%	100%	100%

Notes:

1. Other Expenses includes Employee Benefit cost, IT cost and Operational expenses.

Assets Breakdown

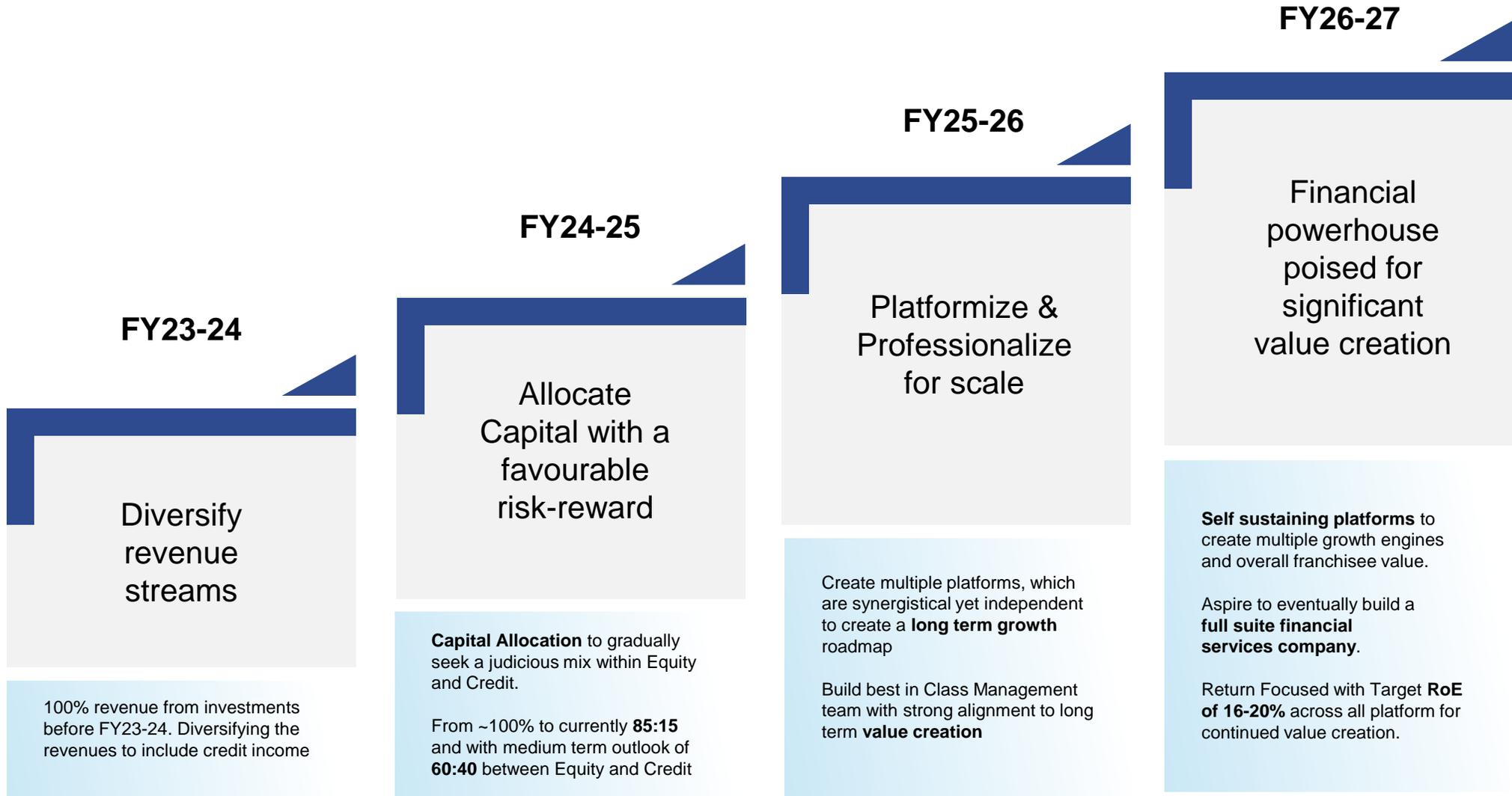
Particulars	Amount	Remarks
✓ Investments in equity shares	✓ ~Rs. 10,317 cr	<ul style="list-style-type: none"> ✓ Market value of listed shares: ~7,304 cr ✓ Book value: unlisted / MFs: ~3,013 cr
✓ Loans & credit substitutes: standard	✓ Rs. 2,021 cr	✓ ~25% is from legacy RCFL / RHFL and the rest is from fresh disbursal including credit substitutes.
✓ Loans & credit substitutes: NPA	<ul style="list-style-type: none"> ✓ Gross NPA - Rs. 251 cr ✓ Net NPA – Nil 	<ul style="list-style-type: none"> ✓ 100% provision created for legacy book ✓ 90% of this book is mortgage backed
✓ Property Investments	✓ Rs. 411 cr	✓ Acquisition price: Rs. 403 cr
✓ Other assets	✓ ~Rs. 1,251 cr	✓ Includes PTC assets (~Rs. 332 cr) cash & cash equivalents & others
Total: ~Rs. 13,987 cr		
✓ Off-balance sheet assets (100% <u>written off</u> retail mortgage loans)	✓ ~Rs. 436 cr	✓ Mortgage-backed book
✓ Off-balance sheet assets (100% <u>written off</u> retail other loans)	✓ Rs. 2,048 cr	✓ Includes vehicle, CV, other loans with low recoverability
✓ Off-balance sheet assets (100% <u>written off</u> corporate loans)	✓ Rs. 6,835 cr	✓ Negligible security available



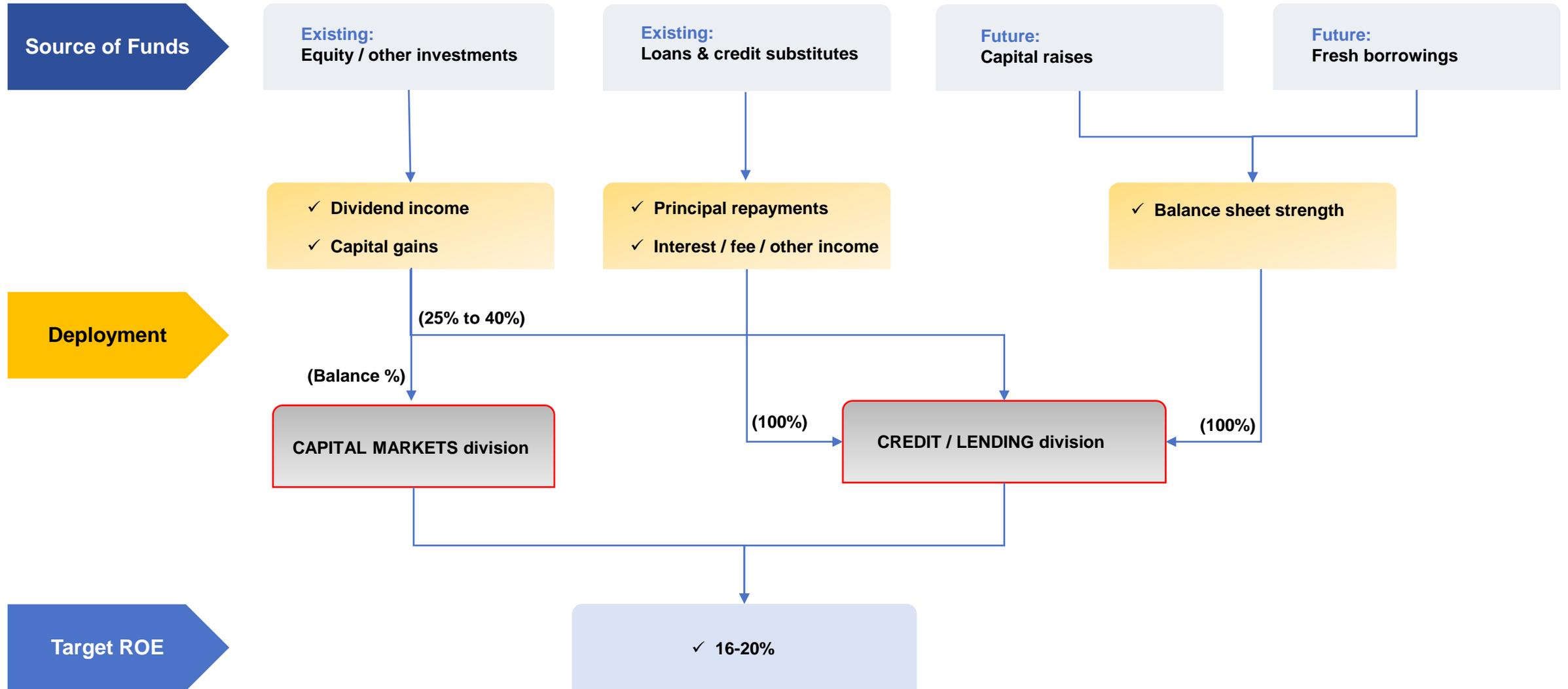
PART FOUR

STRATEGIC WAY FORWARD

Strategic Way Forward



Proposed Capital Allocation to Business Divisions in the Coming Years

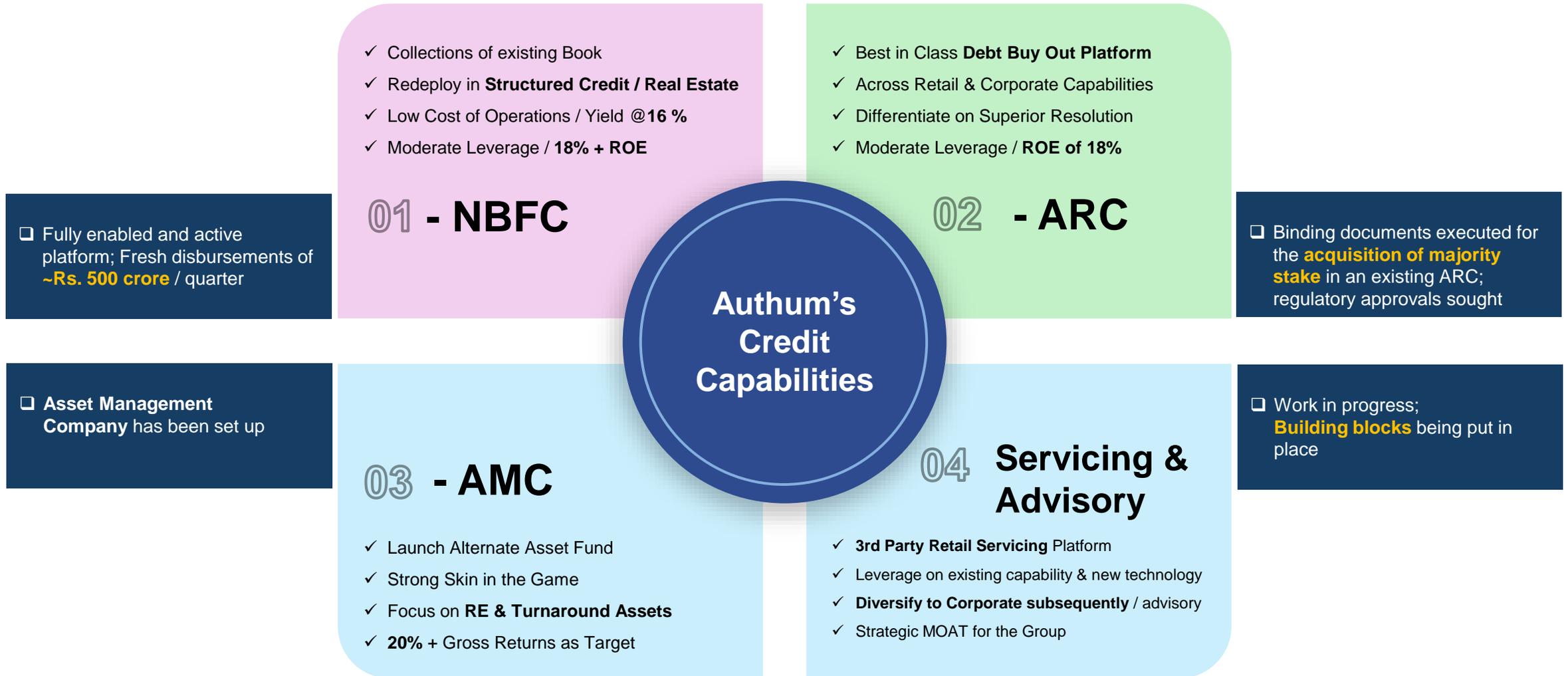


Note 1: 25% to 40% of returns generated from existing investments (equity / other) to be re-deployed into the Lending division. The balance amount to be re-deployed in equities

Note 2: 100% of collections from existing loans & credit substitutes + fresh capital raise, if any, to be re-deployed into the Lending division.

Note 3: Above picture is indicative, subject to change based on opportunities

Platforms: Integrated Credit and Alternative Assets Business



| Authum 3.0: Value Creation through Diversification

As at March 31, 2022

Investment Book size:
Rs.3,185 crore



FY2020 - FY2022

As at March 31, 2024

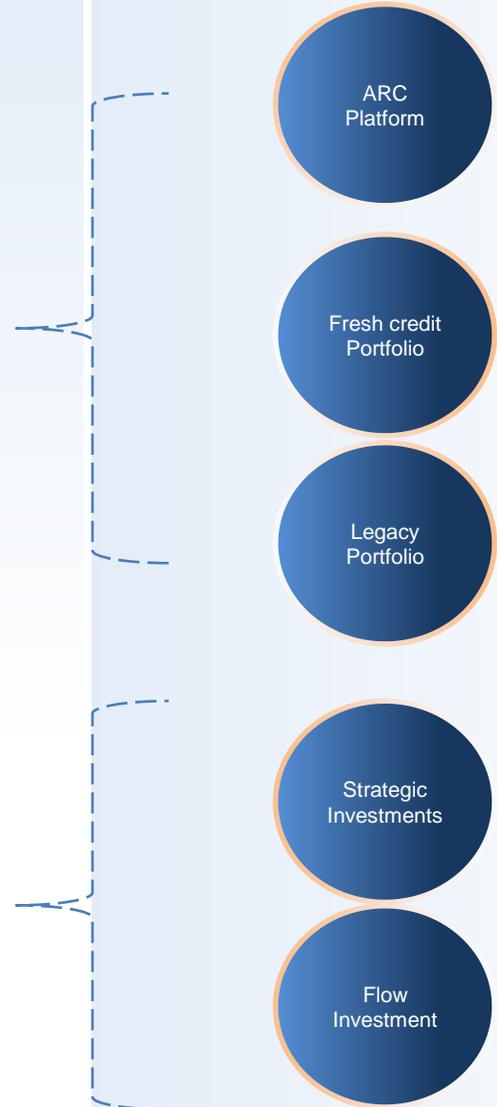
Book size: Rs. 1,681 crore



Investment book size: Rs. 8,779 cr



FY2022 - FY2024



As at September 30, 2024:

Committed Investment:
~Rs. 250 crore

Book size: Rs.1,551 crore

Book size: Rs.470 crore

Committed capital: Rs .846 cr to
Rs. 1,390 cr

Book size: Rs.10,317 crore

H1 FY2025



PART SIX

**GOVERNANCE &
MANAGEMENT**

Governance at Authum

Promoters



- ✓ Enterprising and first-generation bold entrepreneurs
- ✓ Track record of **consistent value creation** in capital market
- ✓ Recently diversified to **credit products** vide acquisition of RCFL and RHFL
- ✓ Turned around the NBFCs post acquisition
- ✓ Commitment to build an **integrated credit platform** as the next driver of value creation

Board



- ✓ Strong Board of Directors encompassing various backgrounds and skill sets
- ✓ Adequate Mix of Promoter Director, Professional Executive Director and Independent Directors
- ✓ Majority of the Board comprises of Independent Directors.

Management



- ✓ Top quality management team with specialization in the areas of build out
- ✓ Owner-Manager framework being built to create co-ownership with the professional management towards **creating long-term shareholder value**.
- ✓ Young management teams with a focus on creating **value in a contrarian / differentiated business build out**.

Balance Sheet



- ✓ Fortress Balance Sheet with **Rs. 12,862 crore**, net worth, zero leverage and **~Rs. 31,000 crore** market capitalisation
- ✓ Low to moderate leverage outlook with **less than 1x** leverage on the credit book and **less than 0.5 times** on an overall basis.
- ✓ Rating assigned of CRISIL A - / stable and borrowing program to be initiated and graduated on a step-by-step basis.

| Leadership Team: Non-Executive & Independent Directors



Mr. Rahul Bagaria | *Independent Director*

B.com & CA with over a decade of Industry experience. Currently a Partner with Bagaria & Co. Experienced in the field of assurance, consulting, taxation & financial advisory service.



Mr. Haridas Bhat | *Independent Director*

CA with around 4 decades of Industry experience.

Previously associated with WIRC & Member of ICAI Central Council. Experience in Income Tax matters & ITAT matters



Mrs. Asha Agarwal | *Independent Director*

Former Principal Chief Commissioner of the Income Tax in the IRS, Ministry of Finance, Central Govt. of India with over 4 decades of IRS experience.



Mrs. Bhaviika Jain | *Independent Director*

CS with around a decade of Industry experience in compliance & secretarial field.

Leadership Team: Promoter Director and Executive Director

Promoter Management



Mrs. Alpana Dangi
Non-Executive - Director



Mr. Amit Dangi
Whole Time Director



Mr. Divy Dangi
Whole Time Director

Enterprising and **First Generation Bold Entrepreneurs** with exemplary track record of value creation.

Strong capital position with Net worth of Rs. **12,862 crore**, **minimal leverage and market capitalization of ~Rs. 31,000 crore.**

Lead and Manage the Equity Portfolio.

Commitment to building an integrated Credit Platform as the next driver of value creation.

Group Management



Mr. Akash Suri
Group CEO & Whole Time Director

B.E & PGDM with over 2 decades of Industry Experience. Alumni from INSEAD Previously associated with JC Flower ARC, Yes Bank, HSBC and Genpact.

Specialist in **Corporate Banking, Stressed Asset, Real Estate and High Yield.** Strong track record in Asset Management, Resolution and P&L Management.

Responsible for building and scaling up the Credit and Alternate Asset Business

| Leadership Team: Management Team



Mr. Rohit Bhanja | *Chief Executive Officer – Retail*

B.com & MBA with over 2 decades of Industry Exp. Previously associated with **Reliance Group & Tata Steel Ltd.** Experience across **sales & product management** roles in both Secured and Unsecured loans. From high ticket corporate loans to micro loans.



Mr. Shiva Prasad Das | *Head – Collections Unsecured & Vehicle*

B.com & MBA with around 3 decades of Industry Exp., in Credit, Sales & Collection Previously associated with **Standard Chartered Bank & GE Countrywide Consumer Finance**, GE Capital Transportation Financial Services.



Mr. Abhishek Anand | *Head – Collections, Mortgages*

MBA Finance and Engineer by Qualification. Around two decades of industry experience in Structured Finance, Credit, Special Situation & Distressed Asset space. Previously associated with **YES Bank**, **SBI Capital Markets** and **State Bank of India**.

| Leadership Team: Management Team



Mr. Amit Kumar Jha | *Chief Financial Officer*

B.COM & CA with around 2 decades of Industry Exp. Previously associated with Deloitte Haskins, HSBC Bank, Karvy Financial Services, SBFC, Cox & Kings Financial, Edelweiss Finance. Experience in financial controllership, tax planning, business planning & analysis, audit, compliance, due diligence and internal financial controls.



Mr. Sunil Charugulla | *Head, Client Coverage*

B.com (Hons.) & MBA from XLRI, Jamshedpur with over 15 years of Exp. in corporate finance roles. Previously associated with ICICI Bank and YES Bank on the corporate lending divisions; with Duff & Phelps and Bank of America Continuum on advisory; with the Kanakia group on fundraising & investments.



Mr. Arnesh Sen | *Head - Strategy, Investor Relations and Value Enhancement*

B.Tech & MBA (PGDM) from IIM Ahmedabad with over 12 years of Industry Exp. Previously associated with Yes Bank and J. C. Flowers ARC across business & credit strategy, portfolio monitoring, and assurance verticals. Extensive experience in successful execution of high-impact strategic projects.

| Leadership Team: Management Team



Mr. Deepak Dhingra | *Chief Risk Officer*

B.COM.,CA & PGD in Treasury and Forex Management with over 24 years of Industry Exp. Previously associated with **Incred Capital Financial Service Private Ltd ,Tata Group, Reliance Group**. Experience in Planning & Cost Control, Working Capital Management, Strategic Planning, Process Automation & SAP Implementation, etc.



Mr. Rajkumar M | *Chief Compliance Officer*

B.E & MBA with over 2 decades of Industry Exp. Previously associated with **Orange Retail Finance, Unimoni Financial Services, Reliance Capital Group, ICICI Bank, and BPL Ltd**. Experience in Banking / NBFC Operations, Credit & Risk Management, Compliance & Customer Relationship.



Mr. Paresh Narvekar | *Head – Legal*

B.com & LLB with around 2 decades of Industry Exp. Previously associated with **Magma, IndusInd, Mahindra Finance and Tata Motors**. Experience in Corporate laws, Compliance and Litigation & Non-Litigation sector

| Leadership Team: Management Team



Mr. Savneet Chopra | *Head – Operations & Customer Service*

B.SC & PGDBM with over 2 decades of Industry Exp. Previously associated with **Reliance Group, Aircel, Vodafone, Wipro, Philips India**. Experience across Operations, Sales, Marketing & Product.



Mr. Nimesh Chonkar | *Head – Talent & Compensation*

B.com & Executive Program in HR with around 2 decades of Industry Exp. Previously associated with Reliance Group, TCS, L&T Infotech, ICICI Bank. Experience in Executive Hiring, Compensation Mgt, HR Compliance, Payroll, Rewards, HR Operations & HR Technology.

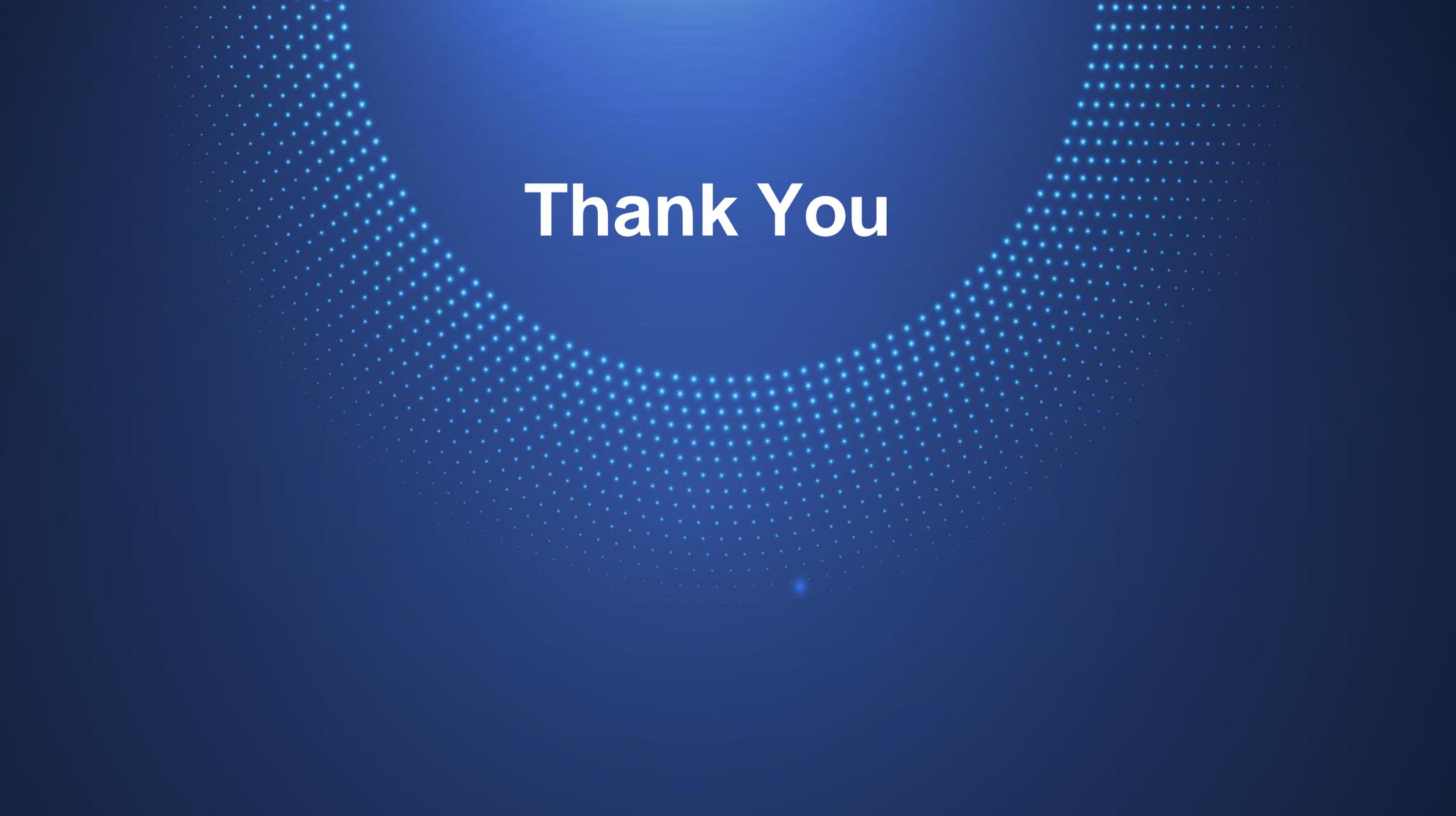


Mr. Bittu Upadhyaya | *Chief Information Officer*

Diploma in Computer Technology with over 23 years of Industry Exp. Previously associated with **Mauj, Telesoft Neutek Pvt. Ltd ,ACCEL ICIM, Reliance Group**.

DISCLAIMER

Certain statements made in this document may constitute forward -looking statements. These forward -looking statements are subject to certain risks and uncertainties which are customary to investment and lending business. Authum Investment & Infrastructure Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward -looking statements to reflect subsequent events or circumstances.



Thank You