

Date: February 20, 2025

To,
Department of Corporate Services,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai – 400001

Scrip Code: 544296
ISIN: INE0DQN01013

Dear Sir/Madam,

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

This is further to our letter dated February 17, 2025, intimating that the Company would be holding its Investor's Meet/Road Show on Thursday, February 20, 2025.

In this regard, please find enclosed herewith the presentation that will be presented at the aforesaid event.

A copy of the above presentation is also available on the website of the Company at <https://nisusfin.com/investor-relations>.

You are requested to take the above information on your record.

Thanking You.

Yours faithfully,
For Nisus Finance Services Co Limited

Amit Anil Goenka
Chairman & Managing Director
(DIN: 02778565)

Encl. : As Above

Nisus Finance Services Co Limited
(Formerly known as Nisus Finance Services Co Private Limited)

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Tel: +91 22 61648888, E: info@nisusfin.com, W: www.nisusfin.com

PAN: AAJCM2118H | CIN : L65923MH2013PLC247317 | GSTIN: 27AAJCM2118H1ZK



Nisus Finance Services Co Limited

Investor Presentation H1 FY 2024



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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

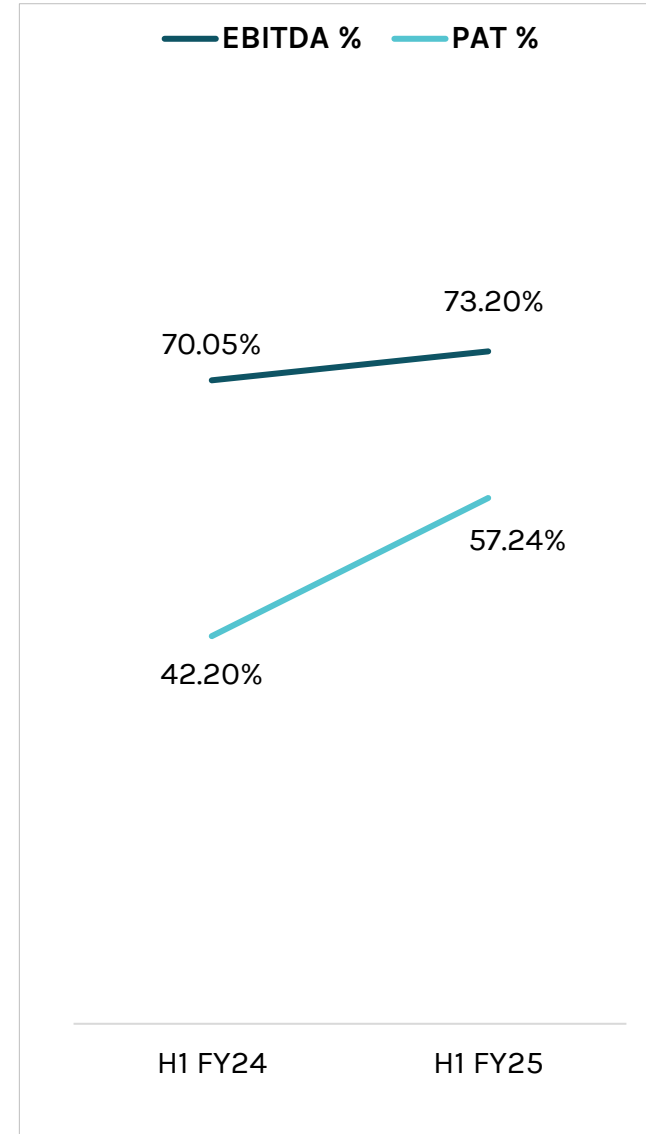
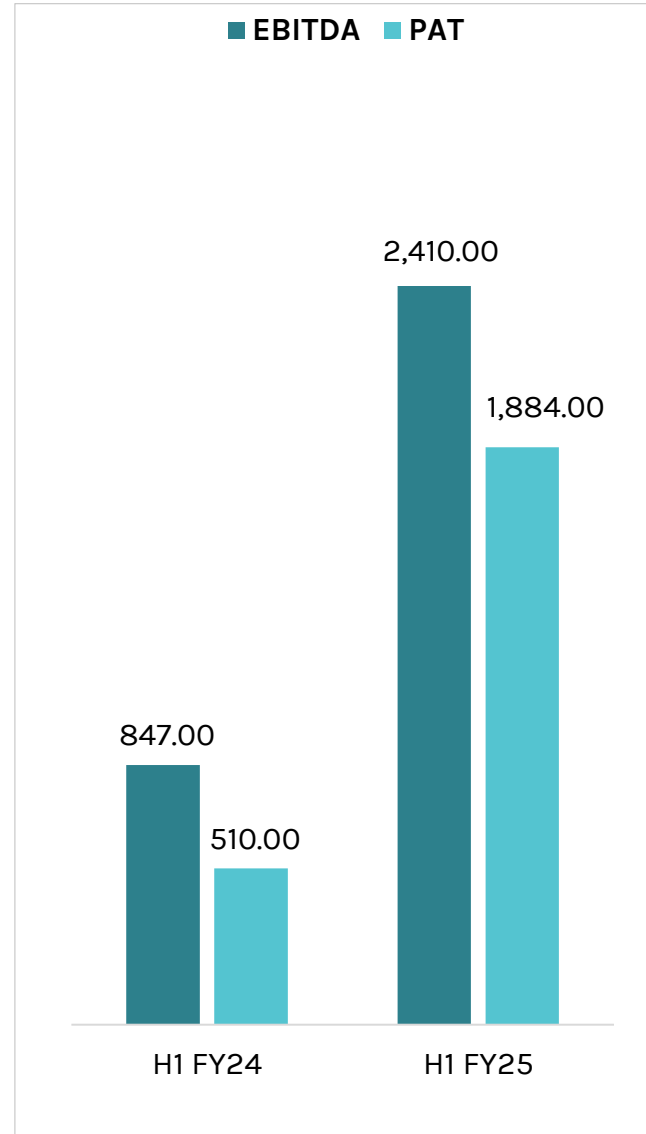
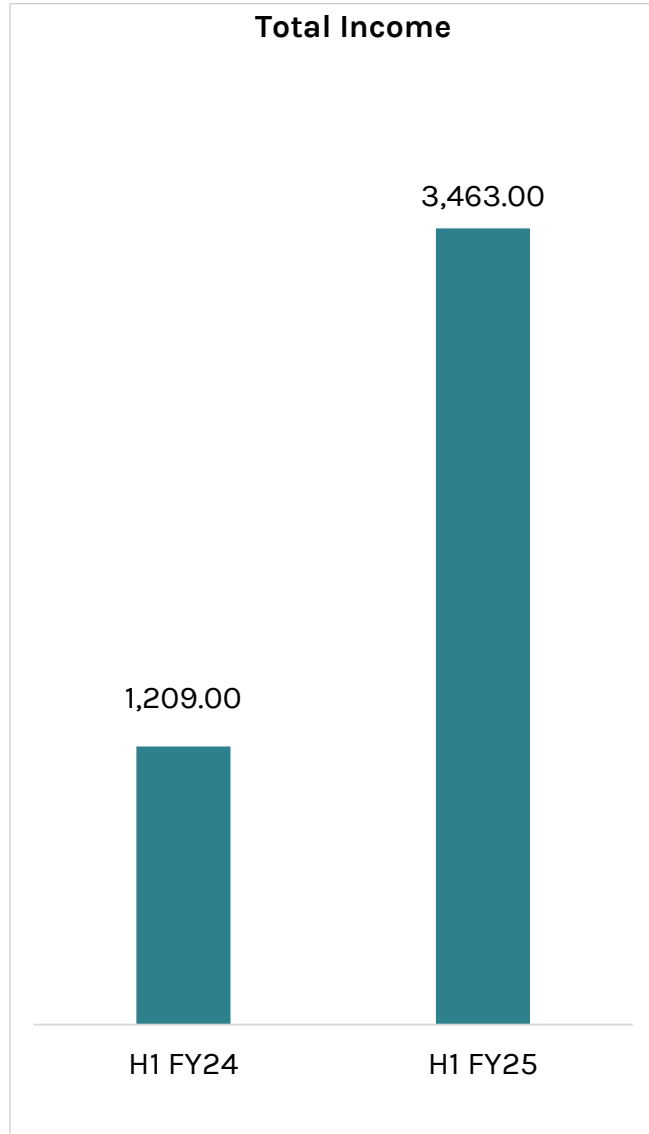
These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections



H1 FY25 Financial Highlights

Key Financial Highlights Consolidated H1 FY25



- Revenue is driven by special situation transactions generating advisory income of INR 21.53 crore, a growing AUM of INR 1012 crore with an INR 293 crore increase in H1FY25, and larger investments with an average size of INR 100 crore and above.
- EBITDA is driven by robust revenue growth and the efficient distribution of stable fixed costs over a larger revenue base.
- PAT is driven by healthy margins and a one-time gain from the sale of an investment along with impairment reversal.

All Amount In ₹ Lakhs & Margins In %

Profit & Loss Statement Consolidated H1 FY25

Particulars	H1 FY25	H1 FY24
Revenues	3,291.90	1208.72
Other Income	170.67	-
Total Income	3462.57	1208.72
Employee Benefits Expense	351.01	121.85
Finance Costs	33.95	44.23
Depreciation and Amortisation Expense	13.07	5.25
Other Expenses	520.25	139.38
PBT	2544.29	898.01
Tax	657.36	297.01
PAT	1886.93	514.53
Net Profit Attributable to Owners of the Company	1884.23	510.10
Net Profit Attributable to Non- Controlling Interest	2.70	4.423
Net Profit Margin (%)	57.24%	42.20%

Balance Sheet

Equities & Liabilities	H1 FY25	Assets	H1 FY25
Equity	1823.25	Non-Current Assets	
Reserves	3,352.07	Fixed Assets	124.52
Minority Interest	63.70	Non-Current Investments	2434.28
Non-Current Liabilities		Deferred Tax Assets	8.97
Non-Current Borrowings	426.74	Other Non-Current Assets	
Long Term Provision	23.39	Total Non-Current Assets	2567.77
Total Non-Current Liabilities	450.13	Current Assets	
Current Liabilities		Current Investments	
Current Borrowings	138.27	Trade receivables	3082.49
Trade Payables	126.27	Cash & Bank Balance	546.78
Short Term Provision	445.52	Short Term Loans and advances	83.23
Other Current Liabilities	330.38	Other Current Assets	49.33
Total Current Liabilities	1040.44	Total Current Assets	4161.82
Total Equity & Liabilities	6729.59	Total Assets	6729.59

Financial Highlights FY 24



Profit & Loss Statement

Particulars	FY24
Revenues	4,302.84
Other Income	0.75
Total Income	4,303.59
Employee benefits expense	304.13
Finance costs	116.02
Depreciation and amortisation expense	6.24
Other expenses	356.35
PBT	3434.37
Tax	1,032.91
PAT	2,401.46
Net Profit attributable to Owners of the Company	2,382.21
Net Profit attributable to Non-Controlling Interest	19.25
NPM (%)	55.36%

Balance Sheet


Equities & Liabilities	FY24	Assets	FY24
Equity	107.25	Non-Current Assets	
Reserves	3,196.39	Fixed Assets	95.18
Minority Interest	60.77	Non-Current Investments	2476.78
Non-Current Liabilities		Deferred Tax Assets	5.62
Non-Current Borrowings	601.50	Other Non-Current Assets	
Long Term Provision	16.38	Total Non-Current Assets	2,577.59
Total Non-Current Liabilities	617.88	Current Assets	
Current Liabilities		Current Investments	0.00
Current Borrowings	125.00	Trade receivables	1052.19
Trade Payables	42.31	Cash & Bank Balance	745.42
Short Term Provision	444.73	Short Term Loans and advances	267.68
Other Current Liabilities	325.13	Other Current Assets	276.57
Total Current Liabilities	937.17	Total Current Assets	2,341.87
Total Equity & Liabilities	4,919.46	Total Assets	4,919.46

A person in a dark suit and red striped tie is shown from the chest down, holding a glowing, semi-transparent digital cityscape. The cityscape features several skyscrapers of varying heights, some with windows that appear to be lit up. Overlaid on the cityscape are two line graphs: one in orange and one in blue, both showing an upward trend. The background is dark and out of focus, with some bokeh light effects. The overall tone is professional and futuristic.

NISUS IPO Listing Ceremony

Nisus Got Listed On BSE SME Platform On 11th December 2024



A close-up photograph of a person in a dark blue suit and white shirt, with their hands visible as they stack silver coins on a dark wooden table. The scene is dramatically lit from the side, creating strong highlights and deep shadows. The text 'Company Overview' is centered over the image in a white, sans-serif font.

Company Overview



- Nisus Finance Services Co Limited, (The Company, Nisus), specializes in urban infrastructure financing and private capital market transactions. The company operates under the "Nisus Finance Group" NiFCO brand.
- The company, along with its subsidiaries and associates, focuses on two main areas: Fund & Asset Management and Transaction Advisory Services.
- Nisus, with a decade of experience in India, manages assets of around ₹ 1,012 Crore for FY 2024. Leveraging local market expertise and proprietary data to capitalize on emerging market trends and deliver superior risk-adjusted return.
- Nisus has earned an 'Excellent' rating from CareEdge Ratings for its focus on diversified AIF funds and asset management.



Vision

To be most admired alternate asset manager and real estate transaction expert in India through continued focus on our ethos and zero tolerance for value erosion.



Mission

1. Cutting edge innovation
2. Invest wisely
3. Protect long-term shareholder value
4. Maximize risk adjusted returns





11 Years
In Business



2 Business
Verticals
Fund & Asset
Management,
Transaction
Advisory



₹ 1,012 Crore
AUM (FY24),
CAGR Of ~117%
For The Period Of
3 Years



**Mumbai, Maharashtra
GIFT City, Gujarat
IFZA Free Zone, Dubai**

Locational Presence Across
Key Global & Indian Financial
Hubs



34
Team size



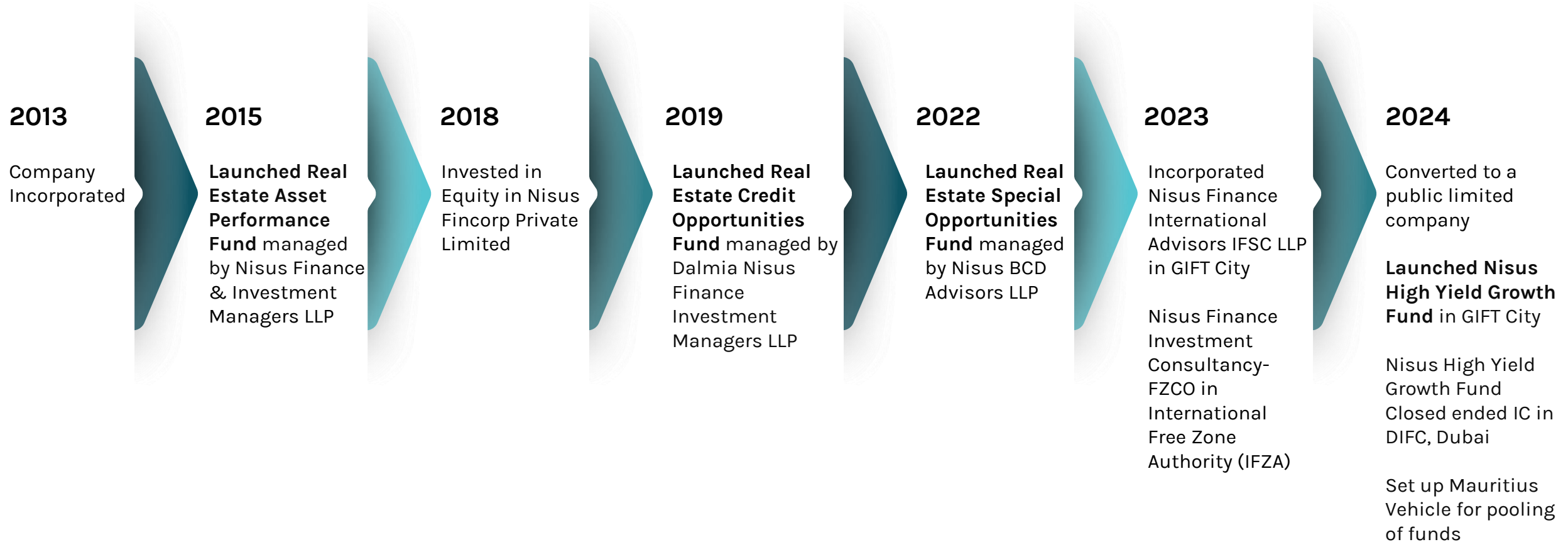
FY24 (₹ lakhs)
Total Income:
4,224.92
EBITDA: **3,436.29**
PAT: **2,287.49**

Q1 FY25 (₹ lakhs)
Total Income:
1,500.53
PAT: **830.92**



FY24 (In %)
ROE: **109.83%**
ROCE: **101.63%**

The Evolution Of NIFCO: Journey & Key Milestones



NIFCO's Accolades: A Testament To Excellence

2015

National Real Estate Development Council ("NAREDCO") honored the Company for its contribution in Real Estate & Infrastructure Investors Summit- 2015

2017

NAREDCO honored the Company for its contribution in Real Estate and Infrastructure Investors Summit- 2017

2018

NAREDCO honored the Company for its contribution in Real Estate and Infrastructure Investors Summit- 2018

2021

Business excellence Awards telecasted by Zee Business and hosted by Adsync- Advertising LLP honored the Company for Best Emerging Real Estate Fund.

2022

CEO Club Network at the coveted The Burj CEO Awards honored the Company as the Best Investment Company- Emerging Markets 2022.

2023

NAREDCO Finance Conclave honored the Company for its quintessential contribution to the Real Estate Industry

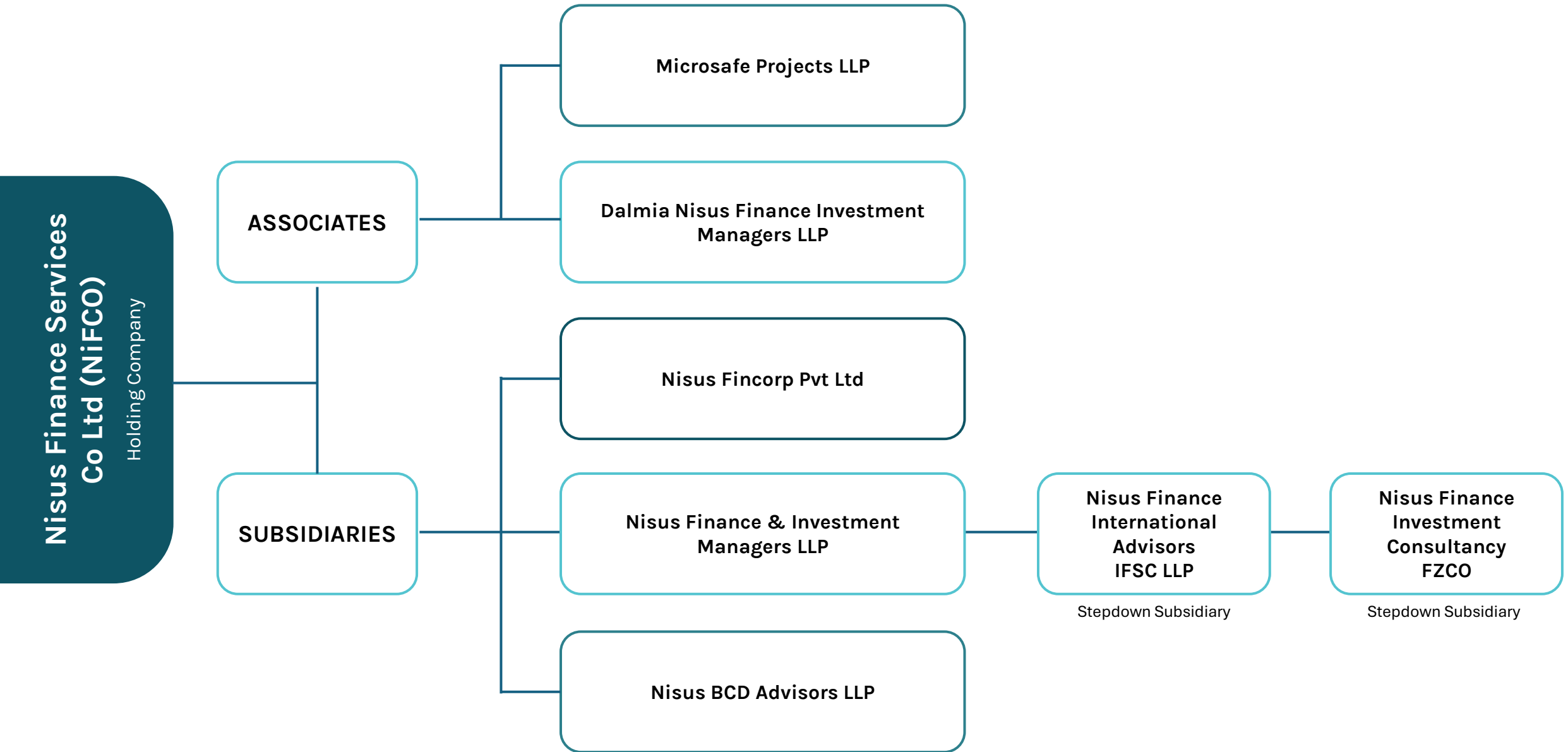
2024

Awards by CREDAI (Confederation of Real Estate Developers' Associations of India), Maharashtra honored the Company for revolutionizing finance and real estate.

2024

RICS Award in the category of Real Estate Fund Firm of the year. Care AIF 1" grading for Real Estate Special Opportunities Fund - I by CareEdge, recognizing excellent investment processes.

NIFCO Group Structure





Mr. Amit Anil Goenka
Chairman & Managing Director



Mrs. Mridula Amit Goenka
Executive Director



Mr. Vikas Krishnakumar Modi
Executive Director



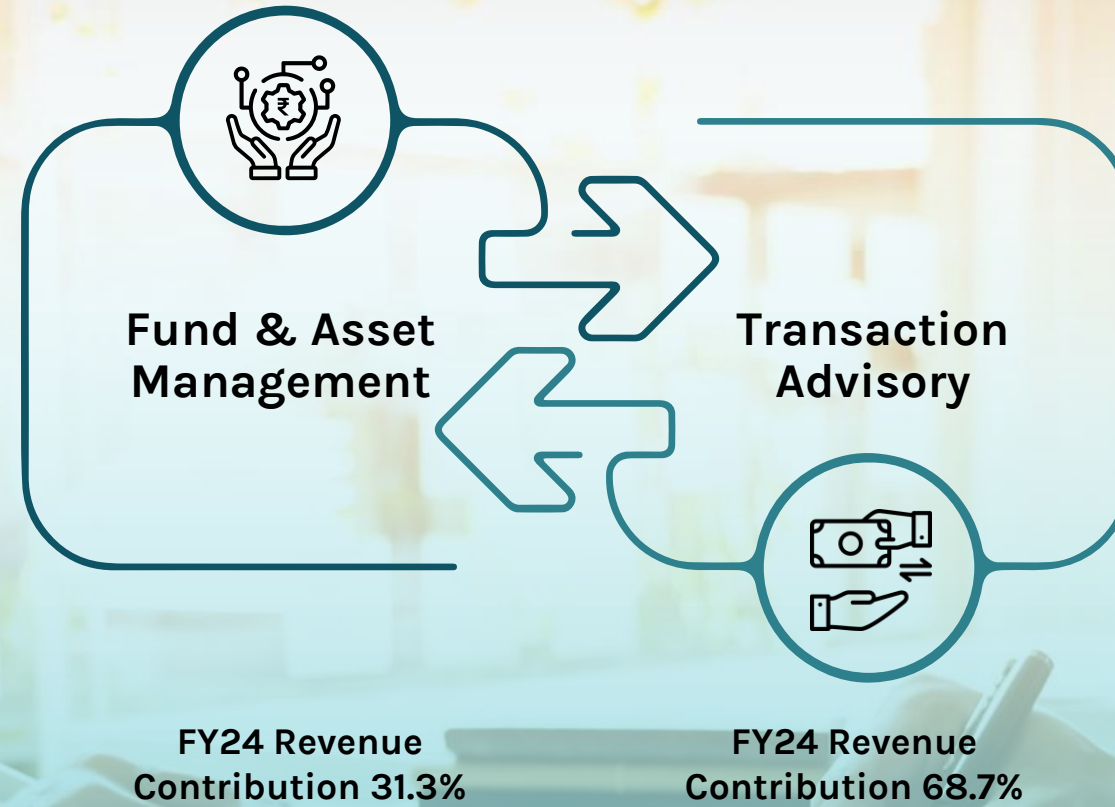
Mr. Sunil Agarwal
Independent Director



Ms. Tara Subramaniam
Independent Director



Mr. Surender Kumar Tuteja
Independent Director



This synergy between the Advisory and Fund Management businesses creates a cohesive ecosystem, addressing market demands across residential, commercial, retail, hospitality, industrial, and related asset classes.

We assess investment opportunities, provide growth capital, project financing, or special situation funding to successful developers that align with our investment strategy.

Schemes Offered



Nisus High Yield Growth Fund
And Nisus High Yield Growth Fund
Closed Ended

(IFSC GIFT CITY and IFZA Dubai)

Fund Size: USD 250 Mn



Real Estate Special
Opportunities Fund
And Nisus India Opportunities Fund

(SEBI CAT-II AIF and FSC, Mauritius)

Fund Size: ₹ 1,700 Cr

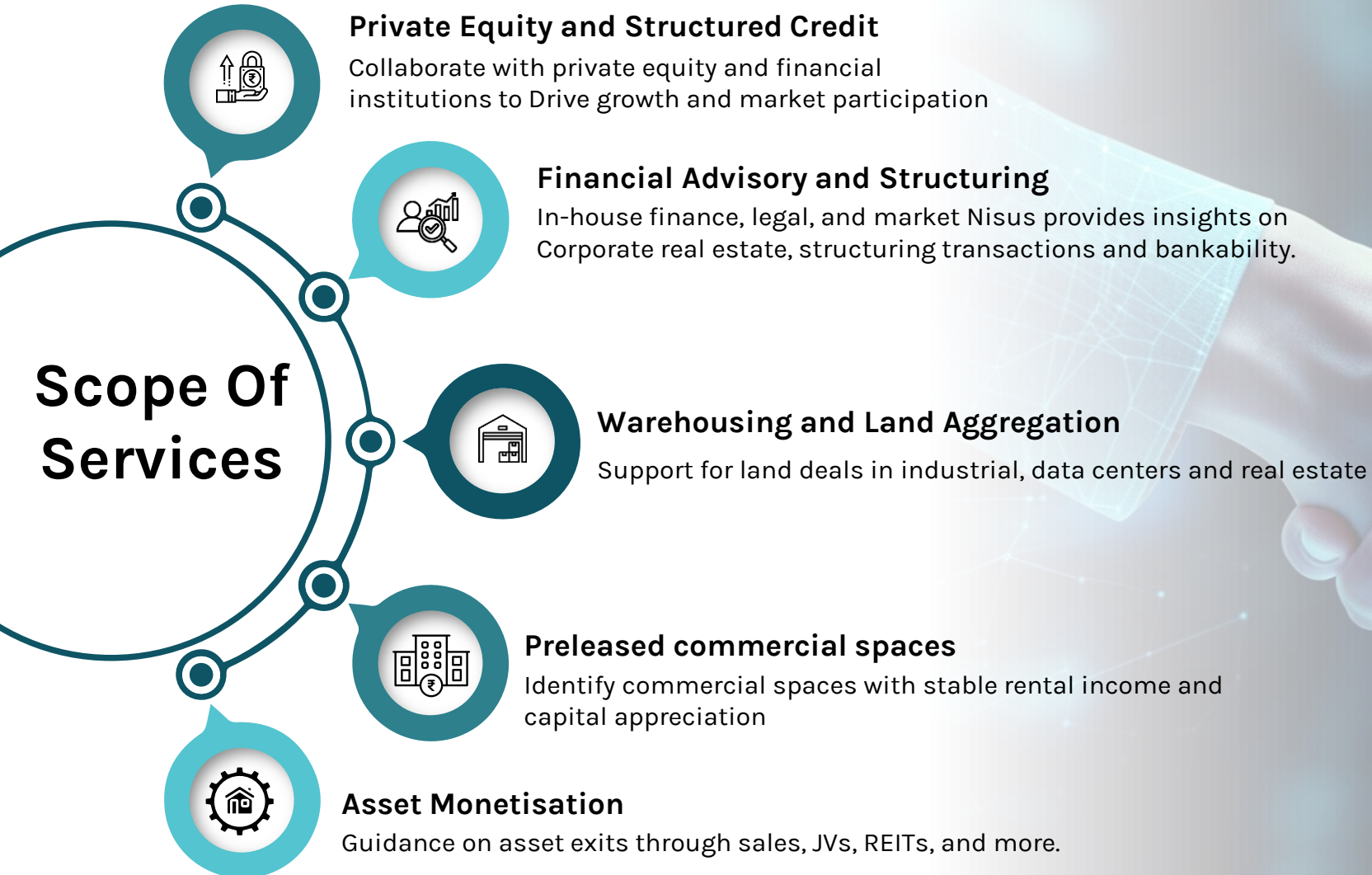


Real Estate Credit
Opportunities Fund

(SEBI CAT-II AIF)

Fund Size: ₹ 500 Cr

In Transaction Advisory business, Nisus partners with developers to facilitate transactions, including sales, joint ventures, and capital structuring.





Nisus plays a pivotal role in the alternative and urban infrastructure ecosystem and, along with its management, is recognized as a thought leader actively engaging with key stakeholders, including:

- a. Pan-India urban infrastructure developers and trade associations such as NAREDCO, CREDAI, MCHI, IMC, GRI, APREA, and others.
- b. Lenders and investors, including banks, NBFCs, HFCs, ARCs, domestic and foreign funds, DFIs, FDIs, and FPIs.
- c. Advisors, including legal, tax, IPCs, IFAs, brokers, and market consultants, as well as regulators such as RERA, IBC, and SEBI.
- d. Pools of non-institutional capital provider including HNIs, family offices etc
- e. Digital, electronic, print media, social influencers and opinion makers

Overview Of NIFCO's Existing Funds

Fund Name	Nisus High Yield Growth Fund And Nisus High Yield Growth Fund Closed Ended	Real Estate Special Opportunities Fund	Real Estate Credit Opportunities Fund
Advisor/Investment Manager	Nisus Finance Investment Consultancy FZCO & Nisus Finance International Advisors IFSC LLP	Nisus BCD Advisors LLP	Dalmia Nisus Finance Investment Managers LLP
Launch Date	Jun-2024	Dec-22	Jan-19
Investment Theme	Global Opportunities	Special Situation Urban Infra Credit	Performing Credit
Strategy	Own and manage fully developed apartment buildings and other buildings with stable rental outlook offering significant upside	Opportunistic debt, equity and mezzanine investments in real estate and infrastructure sector	Opportunistic debt, equity and mezzanine investments in real estate and infrastructure sector
Status	Under Incremental Fund Raise and Deployment	Under Incremental Fund Raise and Deployment	Partially Exited
Portfolio Growth IRR	22%(E)*	24%	20%
Geographies	Gulf Cooperation Council, primarily in United Arab Emirates	Mumbai, Bangalore, Hyderabad, Ahmedabad, Surat, Indore and key markets of Tier-I and II Cities	MMR, Bangalore, Indore

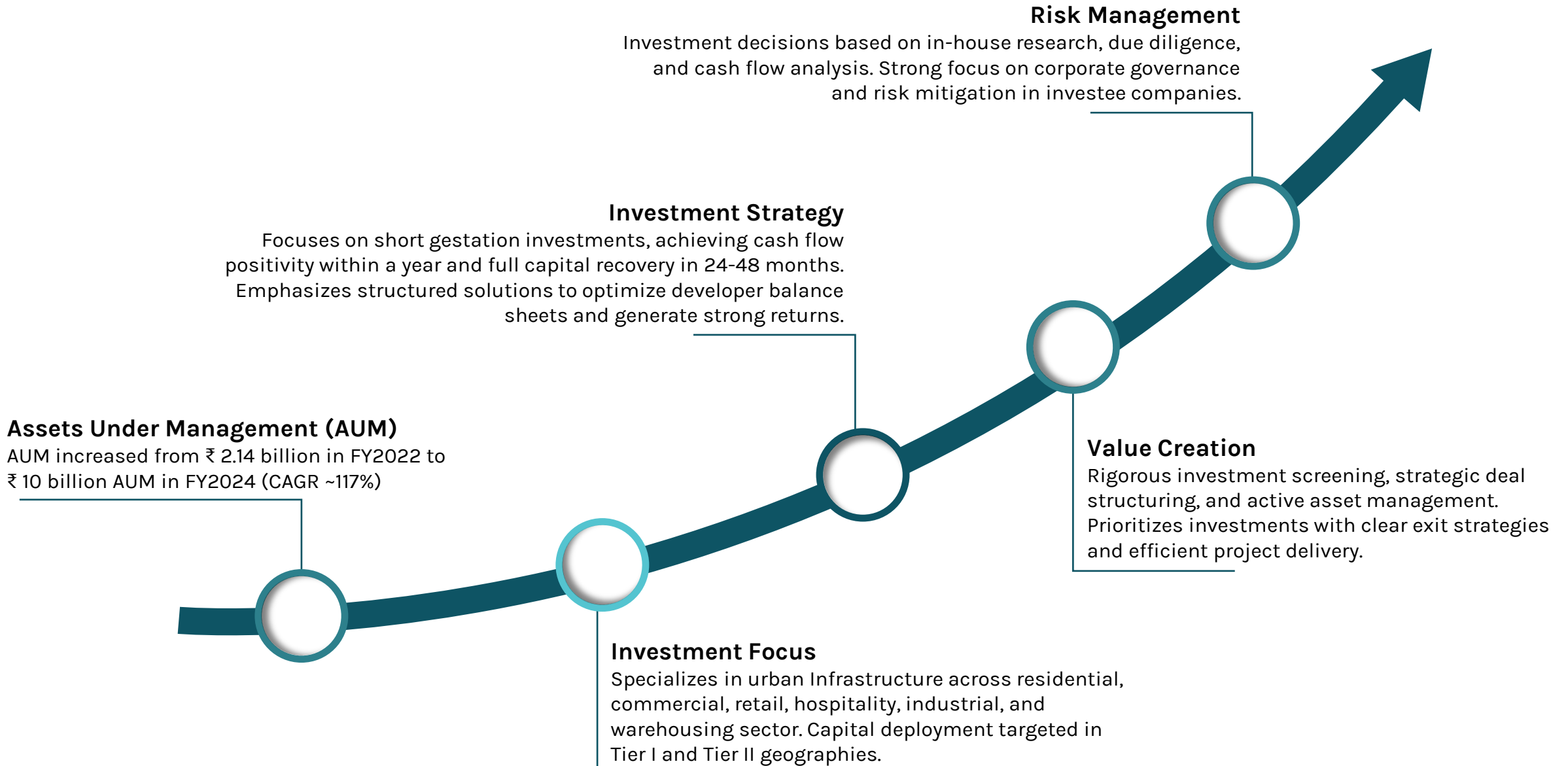
*Expected

Particulars	Typical Fund	Nisus Real Estate Special Opportunities Fund
Type of project	Real estate across Tier 1 Cities	Real Estate across Tier I, II and Emerging Metros of India
Concentration	Affordable, Mid and Luxury Residential Real Estate	Urban Infrastructure incl. Real Estate and Affordable Housing
Fund life	Up to 7 years	5 years
Instrument type	Debt and Mezz	Senior Debt
Avg. deal life	4 to 7 years	Up to 2-2.5 years
Estimated fund IRR	15%-22%	19%-24%
Security cover	1.5x to 2x	2x to 6x
Participation with other institutional investors/ co-invest	No	Yes
Typical fund size Rs	₹ 1,000-2,000 Cr	₹ 1,700 Cr
Periodic Payment	Low periodic Coupon with back-ended premiums at redemption	High Quarterly Coupons
Industry relationships	Good	Excellent

Source: CareEdge Research July 2024

Overview Of NIFCO's Exited Fund

Scheme Name	Real Estate Asset Performance Fund
Launch Year	2015
Corpus	₹300 crore
Strategy	Opportunistic debt, equity, and mezzanine investments in real estate and infrastructure
Deals	11
Exit Status	Fully exited
Gross IRR	21.30%
Geographies	Mumbai, Bangalore, NCR

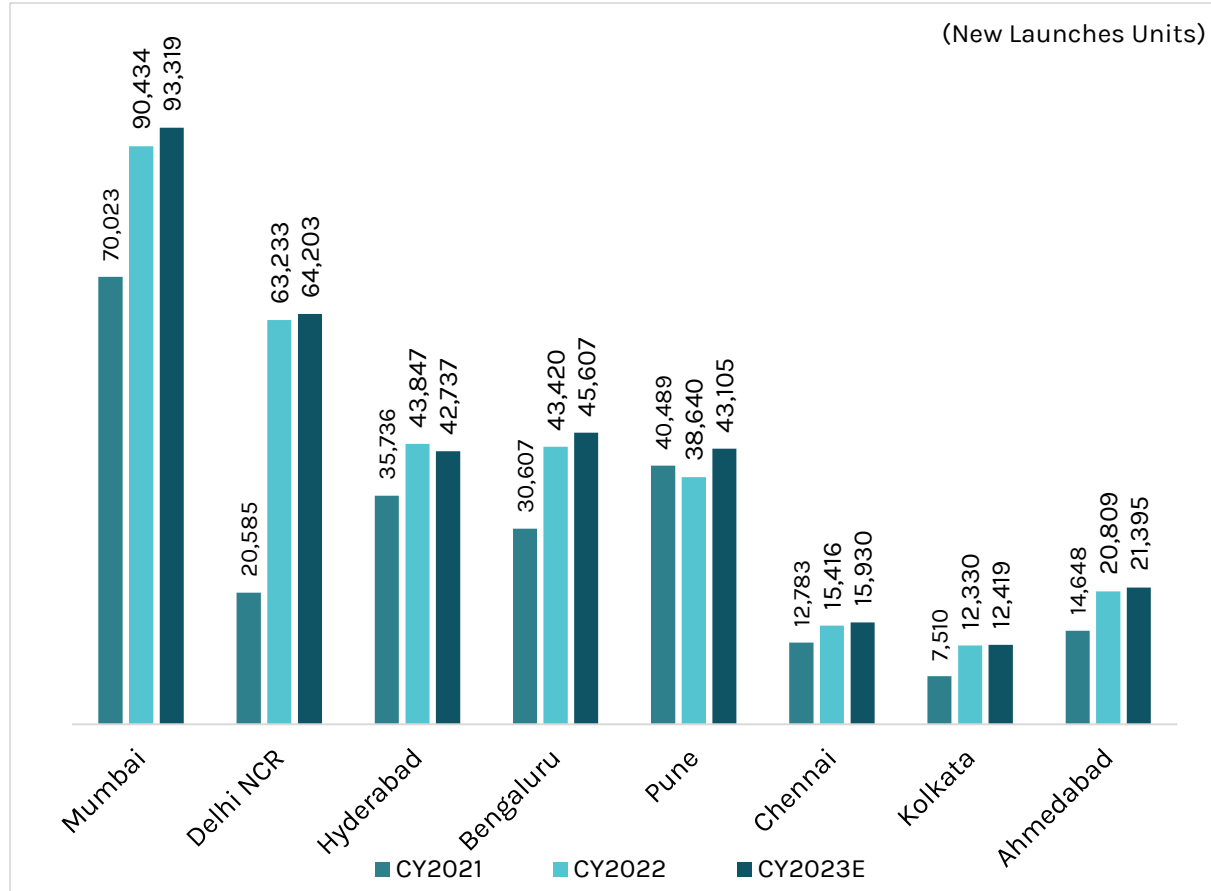


Real Estate, encompassing residential, commercial, retail, and hospitality segments, is vital globally, with its growth driven by corporate advancements and demand for office and urban accommodations, significantly impacting the economy.



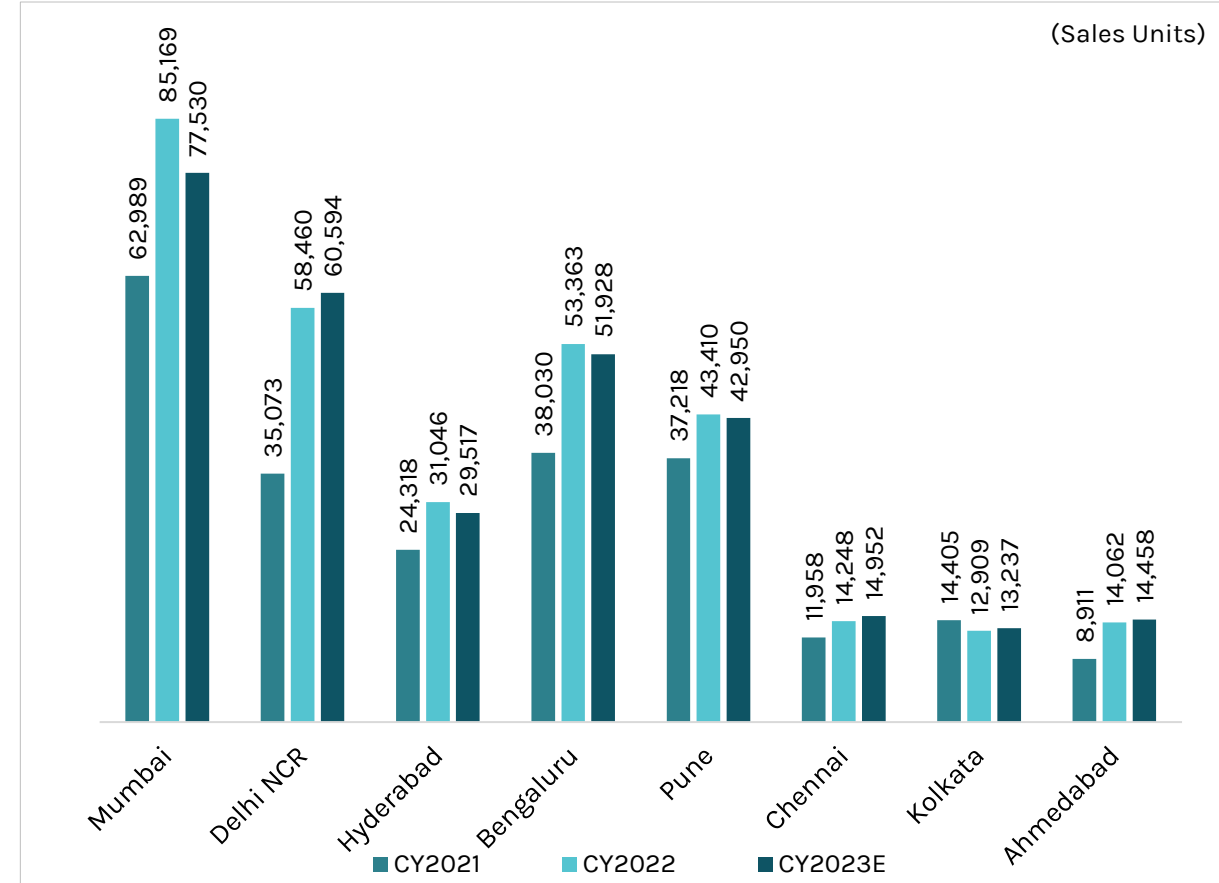
Trends In Residential Real Estate New Launches & Sales In India

New Launches In Top 8 Indian Cities In Residential Real Estate



New residential launches have generally increased across key Indian cities from CY2021 to CY2023E, with significant growth in Mumbai and Delhi NCR, steady performance in Bengaluru and Chennai, and moderate growth in other cities, reflecting a recovering and expanding real estate market.

City-Wise Annually Unit Sales in Residential Real Estate

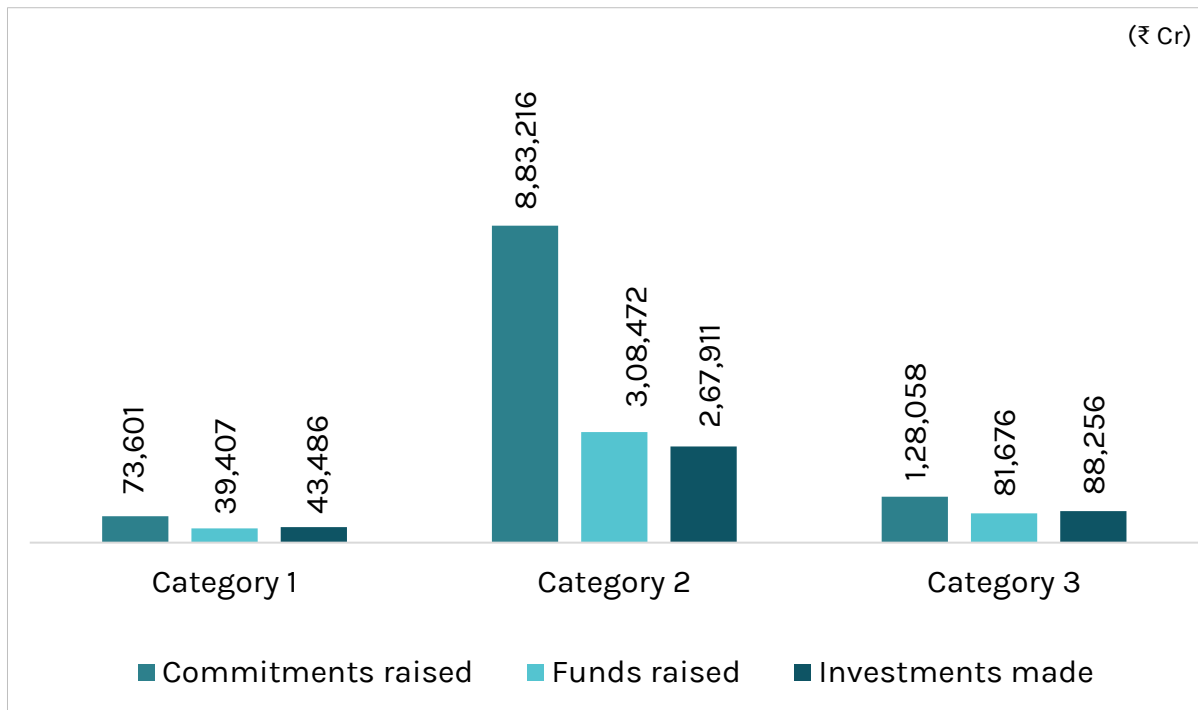


Mumbai's real estate sales peak in 2022 before a slight decline in 2023, while Delhi NCR, Hyderabad, Bengaluru, and Pune show consistent growth, highlighting strong market performance across key Indian cities.

AIF Industry

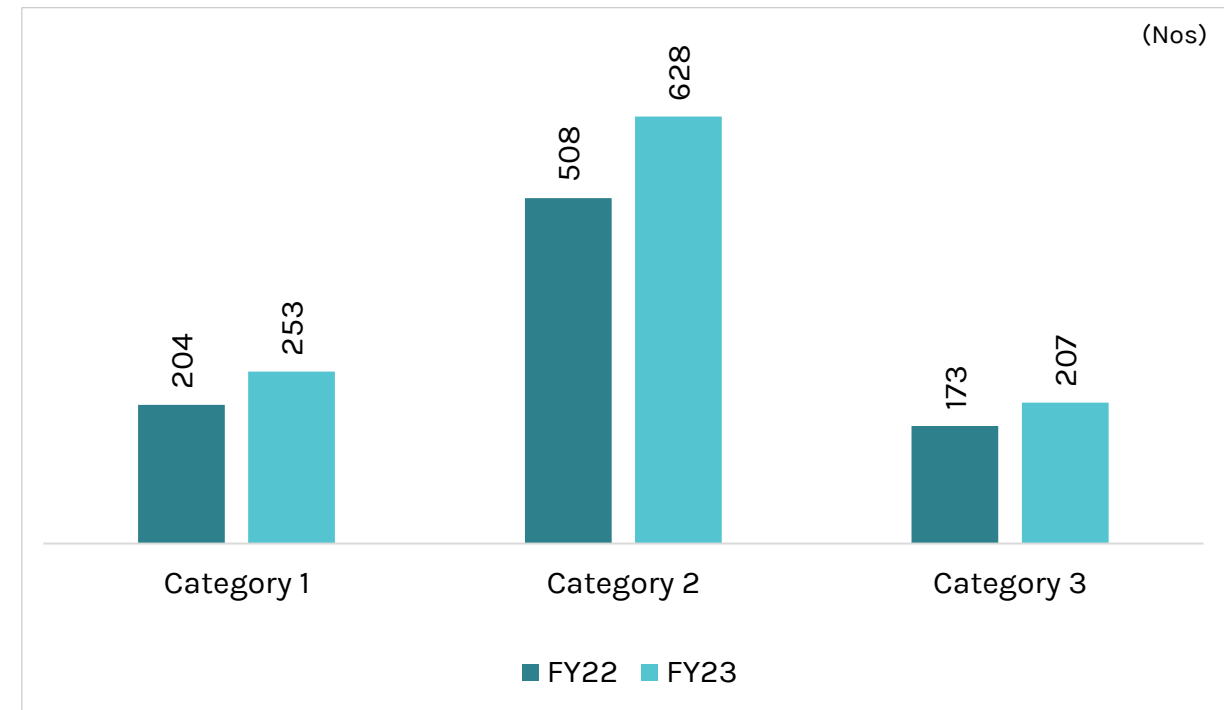
The assets under management of the Indian real estate market based on the top 5 players is around Rs 20,916 crores as of FY24, offering higher returns and diversification across developers and projects.

Status Of AIFs Across Category As Of 31st December, 2023



As of December 31, 2023, AIFs have secured commitments totaling ₹ 10,84,875 crore. Of these commitments, approximately 40% have been raised, with around 93% of the raised funds already invested.

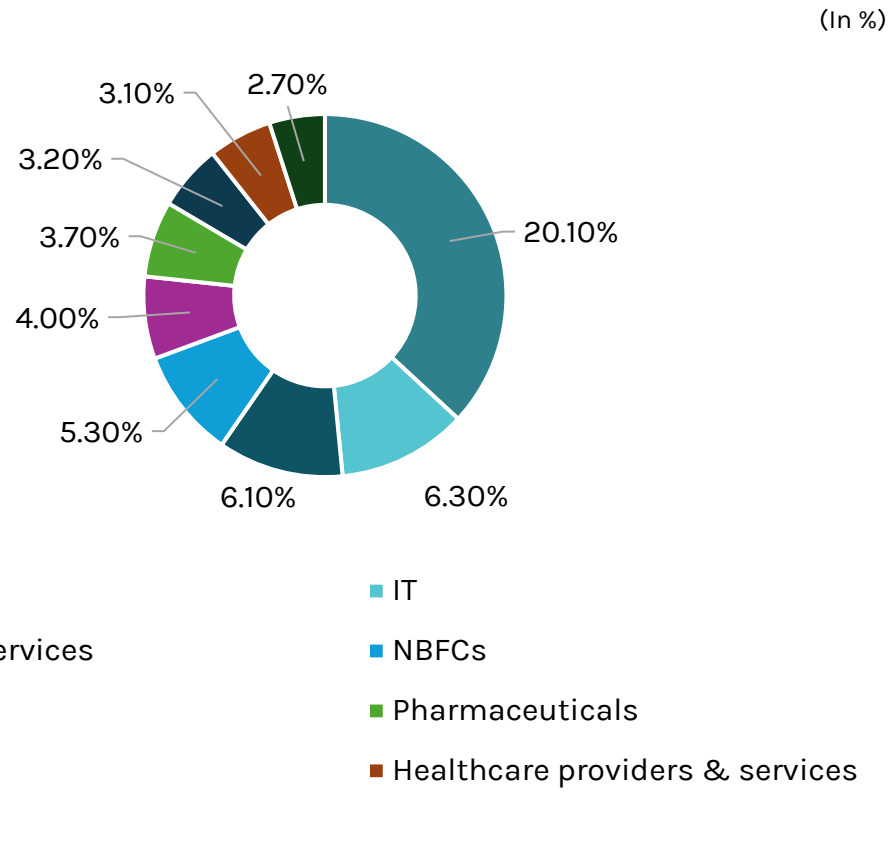
Category Wise Number Of Registered AIFs



Between FY22, and FY23, registered AIFs grew across all categories: Category 1 by 24%, Category 2 by 24%, and Category 3 by 20%, highlighting expanding interest in the AIF market.

Sector & Instrument Deployment Of AIF Funds

Sector Wise Deployment Of Funds By AIFs % As Of FY23



As of March 31, 2023, AIFs deployed funds across diverse sectors, with Real Estate (20.10%), IT (6.30%), and Financial Services (6.10%) leading the investments.

Source: DRHP Page No 109

Instrument Wise Deployment Of Funds By AIF

(In ₹ Cr)

Type Of Instrument	Amount
Unlisted Equity Shares/ Equity Linked Instruments/ LLP Interest	1,40,108
Listed Equity (excluding Listed/ to be Listed on SME Exchange)	66,351
Debt/ securitized debt instruments	94,568
Units of other AIFs	8,122
Liquid Funds	12,709
Listed/ to be Listed Securities on SME Exchange	128
Others	15,996

AIFs primarily invest in equity-based instruments, with 41.4% of the total funds in unlisted equity shares/equity linked instruments/LLP interest followed by 27.9% in debt/securitized debt instruments, while also maintaining liquidity and diversification through other allocations.



Dubai Residential Market: Record-High Growth in Transactions

Key Highlights:

- **Total Transactions:** 118,198 units sold in 2023, marking a 29% increase year-over-year.
- **Milestone Achieved:** For the first time, transactions surpassed 100,000 units.
- **Growth Comparison:** Residential market activity grew by 69% year-over-year from 2021, doubling in just two years.
- **Market Dynamics:** Dubai remains one of the few global markets with consistent demand growth, driven by the lifting of COVID-19 restrictions

Source: DHRP Pg No. 119,120

Abu Dhabi Residential Market: Exceptional Growth in 2023

Key Highlights:

- **Total Transactions:** 11,196 units sold in 2023, marking an 82.5% increase year-over-year.
- **Off Plan Transactions:** Properties still under construction accounted for 74.8% of all transactions.
- **New Project Launches:** Over 7,987 units were introduced, responding to the surging demand.
- **Market Dynamics:** Increased market transparency attracted a broader range of investors, both local and foreign, enhancing the appeal of the residential sector.

Bahrain Residential Market: Price Corrections Impacting Capital Values

Key Highlights:

- **Price Decline: Apartments:** 2.9% annual drop, with low-end apartments seeing a 4.3% decline to BD 445/sqm.
- **Villas:** 3.1% annual drop, with mid-end villa values decreasing by 1.7% on average.
- **Segment Analysis:** Low-end Apartments: Largest correction at 4.3% year-over-year.
- **Mid-range Apartments:** Slight 1% decline, averaging BD 636/sqm.
- **High-end Apartments:** 1% decline, averaging BD 826/sqm.
- **Villas:** Prices remained relatively stable, with minor decreases in the mid-end segment.

Business Strategies: Strategic Roadmap For NIFCO's Expansion

Expanding the reach & footprint of the businesses:

The Company is well-positioned to leverage emerging trends in urbanization and large conglomerates, strategically aligning with a bottom-up investment approach to capitalize on India's growing economy.

Expanding Advisory Business Growth:

By expanding their reach and focusing on client engagement, the Company continuously delivers innovative solutions that foster deep relationships within the urban infrastructure ecosystem, providing a competitive edge in attracting and securing deals.

Strengthening Investor Relations and Partnerships:

The Company aims to strengthen relationships with HNIs, UHNIs, family offices, and institutions by leveraging growing domestic and global investor interest to build a dedicated target investor base for their funds.

Further Strengthening the Product Development:

The Company's multi-fund, multi-strategy, and multi-geography approach allows them to offer differentiated investments, aiming to grow AUM with customer-focused products that prioritize capital protection, diversification, and flexible opportunities.



Attracting, Training, and Retaining Talent:

The Company's success is fueled by a balanced team of seasoned and young professionals, driving AUM growth from ₹ 2.14 billion to ₹ 10.12 billion, supported by a high employee ownership model.

Expansion through inorganic growth:

The company aims to enhance its financial ecosystem by pursuing strategic acquisitions, partnerships, joint ventures, and market expansions to drive revenue growth and seize new opportunities.

Maximizing Opportunities through Customer Base and Diversified Business Platform:

The company aims to establish a GCC-focused fund business, targeting international institutional clients and leveraging its presence in Dubai, Oman, and GIFT City to mobilize capital for global urban infrastructure investments.

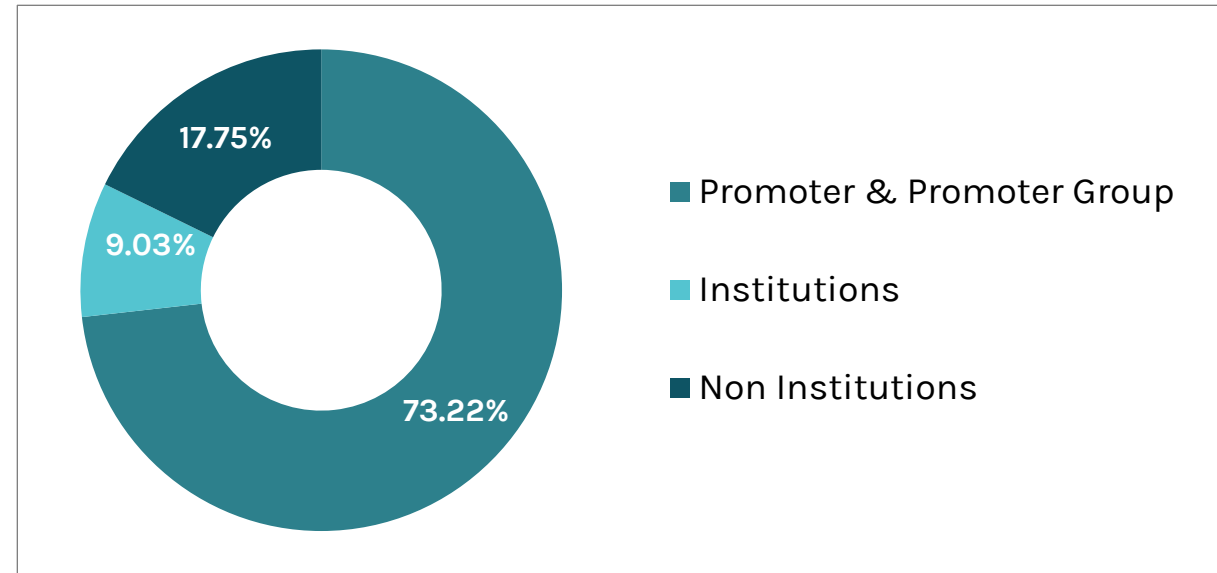
Stock Information

As on 31-12-2024

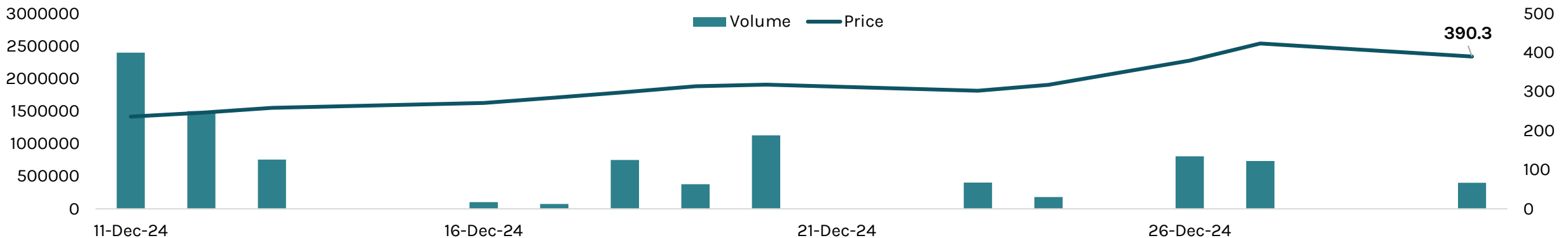
BSE	544296
Share Price ₹	468.35
Market Capitalization ₹ Cr	1118.33
No. of Share Outstanding	2,38,78,100
Face Value ₹	10.00
52 Week High ₹	468.35
52 Week Low ₹	224.45

Share Holding Pattern

As on 31-12-2024



Share Performance From 11th To 30th December 2024



Source: BSE

Note: Nisus got listed on BSE on 11th December 2024



Established Brand: Nisus Finance Group, is a credible and customer-focused entity known for transparency, regulatory compliance, and strong client relationships.



Trend Identification: NiFCO excels in identifying and capitalizing on emerging market trends through comprehensive research and data-driven insights, focusing on long-term sustainability and growth.



Strong Management
The Company boasts a robust management team with extensive industry expertise, driving effective strategy implementation and attracting top talent.



Prudent Governance: NiFCO adheres to high corporate governance standards, with a commitment to independent verification, risk management, and transparent disclosures.



Diversified Business Model: Evolved from a Transaction Advisory firm to a diversified financial services group, capitalizing on strategic partnerships and market opportunities across Real Estate and Urban Infrastructure.

SWOT Analysis: Evaluating NIFCO's Market Position

Strength

- Expertise and Experience
- Customized Investment Solutions
- Research Capabilities
- Client Trust and Reputation

Weaknesses

- Dependency on Market Conditions
- Dependency on Key Personnel



- Growing Demand for Advisory Services
- Emerging Markets
- Innovation in Investment Strategies

- Competition
- Economic Uncertainty

Opportunity

Threats

Key Investment Rationale: Growth, Resilience & Opportunity



Strategic Business Model

The dual-focus on fund management and transaction advisory services creates synergies, driving value and market impact.



Diversified Revenue Streams

NIFCO's involvement in various sectors and services reduces risk and generates multiple revenue streams, ensuring stability.



Leadership in Real Estate and AIF Markets

Strong AUM in top-performing funds and significant capital commitments in AIFs highlight NIFCO's market leadership and investor confidence.



Strategic Geographic Presence

Presence in key global and Indian financial hubs supports growth by accessing high-potential markets.



Competitive Strengths

Established brand, strong management, and a diversified model give NIFCO a competitive edge for sustained growth.



Positive Market Trends

Operating in high-growth markets like Abu Dhabi and India, NIFCO is well-positioned to benefit from rising demand.



Resilience and Risk Management-

Strong risk management practices ensure resilience, even in challenging markets like Bahrain.



Robust Financial Growth

NIFCO's total income surged by a CAGR of 137.42% for the past three years, with significant EBITDA and PAT growth, demonstrating strong financial health and future prospects.



Growth Potential

Expanding advisory services and innovative investment strategies indicate strong future growth potential.

Thank You



Nisus Finance Services Co Limited

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