



Baid Finserv Limited

(Formerly known as “Baid Leasing and Finance Co. Ltd.”)

Regd. Office: “Baid House”, IInd Floor, 1-Tara Nagar, Ajmer Road, Jaipur-302006 Ph: 9214018855

E-mail: baidfinance@baidgroup.in Website: www.baidfinserv.com CIN: L65910RJ1991PLC006391

Ref. No.: BAIDFIN/2024-25/28

Date: May 31, 2024

To,

BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001 (Maharashtra)	National Stock Exchange of India Limited, Exchange Plaza, C-1 Block-G, Bandra Kurla Complex, Bandra (East), Mumbai Maharashtra-400051
SCRIP CODE: 511724	NSE SYMBOL: BAIDFIN

Sub.: Earnings Release and Key Financial highlights for the Quarter and financial year ended on March 31 2024 (Q4 and FY24)

Dear Sir / Ma’am,

With reference to captioned subject, please find enclosed herewith Earnings Release and Key Financial highlights for the quarter and financial year ended on March 31 2024 (Q4 and FY24). This intimation shall also be available on the website of the Company i.e. www.baidfinserv.com.

We request you to take the same on record.

Thanking you,
Yours Sincerely,

**FOR BAID FINSERV LIMITED
(Formerly known as “Baid Leasing and Finance Co. Ltd.”)**

**SURBHI RAWAT
COMPANY SECRETARY AND COMPLIANCE OFFICER
MEMBERSHIP NUMBER: A49694**

Encl:- A/a

Baid Finserv FY24 EBITDA up 30%, Margin Rises 534 BPS

Mumbai – May 31, 2024: – Baid Finserv Limited, (BSE – 511724, NSE – BAIDFIN), is well-positioned to capitalize on emerging opportunities in the vehicle and MSME loan verticals has announced its audited Financial Results for the Q4 and FY24.

Key Financial Highlights (Standalone)

FY24:

Particulars (₹ Cr)	FY24	FY23	YoY Change
Total Revenues	66.36	55.73	↑ 19.07%
EBITDA	41.62	31.99	↑ 30.10%
EBITDA (%)	62.72%	57.40%	↑ 534 BPS
Net Profit	12.92	10.37	↑ 24.59%
NPM (%)	19.47%	18.61%	↑ 88 BPS
EPS (Rs)	1.08	0.97	↑ 11.34%

Key Highlights For FY24

- The company expanded its branch network to 45, adding a new branch in Jabalpur, Sagar in the state of Madhya Pradesh and Deodhar in state of Gujarat.
- Total active customers in FY24 reached 6,894.
- Total AUM in FY24 was ₹ 367.99 Cr, a 22.31% increase from the previous year.
- In FY24, vehicle loans contributed 19.50% and MSME loans 80.50% to the total AUM.
- The company recommended a final dividend of ₹ 0.10 per equity share for FY24 subject to approval of shareholders in ensuing the Annual General Meeting.

Commenting on recent update, Mr. Aman Baid Whole Time Director, Baid Finserv Limited said, “We are pleased to report a commendable growth trajectory for the company, with significant improvements in EBITDA and EBITDA margin in FY24, underscoring our sustained operational efficiency and profitability. Our financial results reflect this positive momentum, driven by strategic branch expansions, increased active customers, and a robust increase in AUM.

Furthermore, we are focused on adopting new technologies and intelligent risk management tools to enhance the efficiency and effectiveness of our operations. These strategic initiatives are designed to drive sustainable growth and value creation for all our stakeholders.

As we achieve strong annual growth in AUM, our target is to significantly increase our assets over the next few years. To support this trajectory, we plan to open several new branches in Maharashtra by Q2 FY25, aligning with our goal of operating over 75 branches across various states by FY25.

Looking ahead, we are committed to seizing growth opportunities and delivering sustainable value for our stakeholders. To capitalize on these opportunities, we will continue to implement our strategic plans and expand our capacities in a phased manner, fostering higher growth for the company in the coming years.”

Highlights for Q4 FY24 (January 2024 – March 2024)

Branch Expansion	The company has expanded its presence by opening new branches in Jabalpur & Sagar in Madhya Pradesh, bringing the total to 45 branches.
Increase in authorized share capital	The Authorized Share Capital of the Company has increased pursuant to the approval of members through Postal Ballot from Rs. 30,00,00,000/- (Rupees Thirty Crores Only) to Rs. 40,00,00,000/- (Rupees Forty Crores Only)

About Baid Finserv Limited

Baid Finserv Limited is well-positioned to capitalize on emerging opportunities in the vehicle and MSME loan verticals. founded in 1991, operates as a non-deposit taking NBFC (Base Layer), offering various types of loans including vehicle loans (Commercial vehicle, tractors and passenger vehicles), Secured MSME loans, Secured business loans and mortgage loans, with a primary focus on asset-backed loans. Initially established in Rajasthan, the company has expanded its branch network to 45 branches across Rajasthan, Madhya Pradesh, and Gujarat.

The company's strategic focus lies in strengthening its presence in rural and semi-urban areas, where there is substantial growth potential for loans below ₹ 20 lakhs. Currently, 75% of its loan portfolio comes from the MSME segment, with the remaining 25% from vehicle and other mortgage loans. Baid Finserv has forged strong partnerships with leading banks and NBFCs for funding its operations.


Looking ahead, the company aims to extend its footprint beyond the existing states and is targeting rural and semi-urban areas in Maharashtra for expansion. It plans to increase its branch network by approximately 70%, from the current count of 45 branches to 75 branches in the coming years.

In FY24, the company reported Revenue of ₹ 66.36 Cr, EBITDA of ₹ 41.62 Cr and PAT of ₹ 12.92 Cr.

Disclaimer

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company 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.

For Further Information Please Contact Corporate Communication Advisor

	Kirin Advisors Private Limited Sunil Mudgal - Director sunil@kirinadvisors.com +91 98692 75849 www.kirinadvisors.com
---	---