



APOLLO FINVEST (INDIA) LTD.

CIN: L51900MH1985PLC036991

REGISTERED OFFICE:

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Mumbai, Maharashtra 400053

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Contact No. 022-62231667 / 68

June 12, 2023

To,
BSE Limited
25TH Floor,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

BSE Scrip Code: 512437

Sub: Investor's Presentation Apollo Finvest (India) Limited

Dear Sirs,

Please find attached the Investor's Presentation, which includes every detail on Apollo Finvest (India) Limited.

We request you to kindly take the same on record.

Thanking You,
For Apollo Finvest (India) Limited

Mikhil Innani
Managing Director & CEO
DIN: 02710749

APOLLO FINVEST

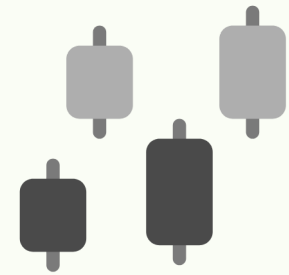
Digital-First Publicly Listed NBFC

Who are we?



Established in 1985

Decades of experience in
Financial Services



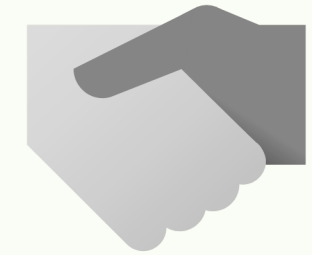
Publicly Listed NBFC

Listed on the
Bombay Stock Exchange



100% Digital Lending

Enabling Fintechs and NBFCs to
offer digital loans



B2B2C Branchless Lender

Partners with fintechs and NBFCs,
lending to their borrowers

Apollo's Story in Numbers since 2018

6,00,000+

Borrowers Served

18,00,000+

Loans Disbursed

790+ Crore

Amount Disbursed

Leadership



MIKHIL INNANI
CEO

Cofounded PharmEasy (Valued at \$1 Billion+)
Raised \$300+ Million from Bessemer Venture
Partners, TPG, Temasek
Director of Growth and Product at Hotstar
Carnegie Mellon Alumni



DIKSHA NANGIA
COO

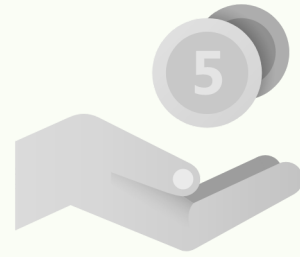
Ex - HDFC with 10+ years of experience in
financial services
CFA Charter Holder
MBA in Finance from NMIMS



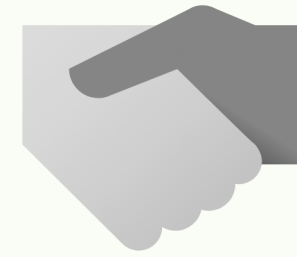
CFA Institute



Types of Partnerships



LSP Partnerships



Co-Lending



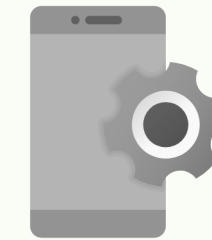
Term Loan

POWERED BY APOLLO TECH

Types of Partners



Digital Non-Banking Financial Companies (NBFC)



Digital Lending Tech Companies



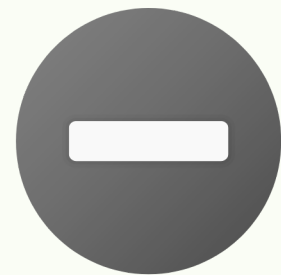
Key Highlights

What makes us different?

18.2%

Return On Equity*

Return based on FY24



Debt Free

No Debt on the books as of FY24

37.9%

Net Profit Ratio

Net Profit Ratio as of FY24



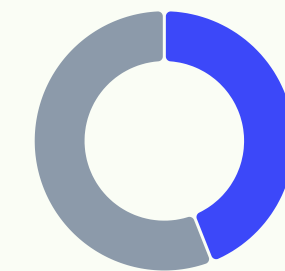
Strong Financial Health

Profitable since inception

1.98%

Gross NPA

90+ DPD as of Mar'24, expected to reduce in subsequent qtrs



Borrower Quality

43% borrowers >650 Bureau scores

Apollo Finvest FY24 Results

Key Metrics :

Rs. 21.1 Cr

TOTAL INCOME
(FY24)

Rs. 10.2 Cr

PROFIT BEFORE TAX
(FY24)

18.2%

RETURN ON
EQUITY*

175.4%

AUM
GROWTH Y/Y

48.3%

PBT TO TOTAL INCOME
RATIO

Rs. 72.6L

REVENUE PER
EMPLOYEE

Rs. 35.1L

PROFIT BEFORE
TAX PER EMPLOYEE

70.7%

PROMOTER
HOLDING

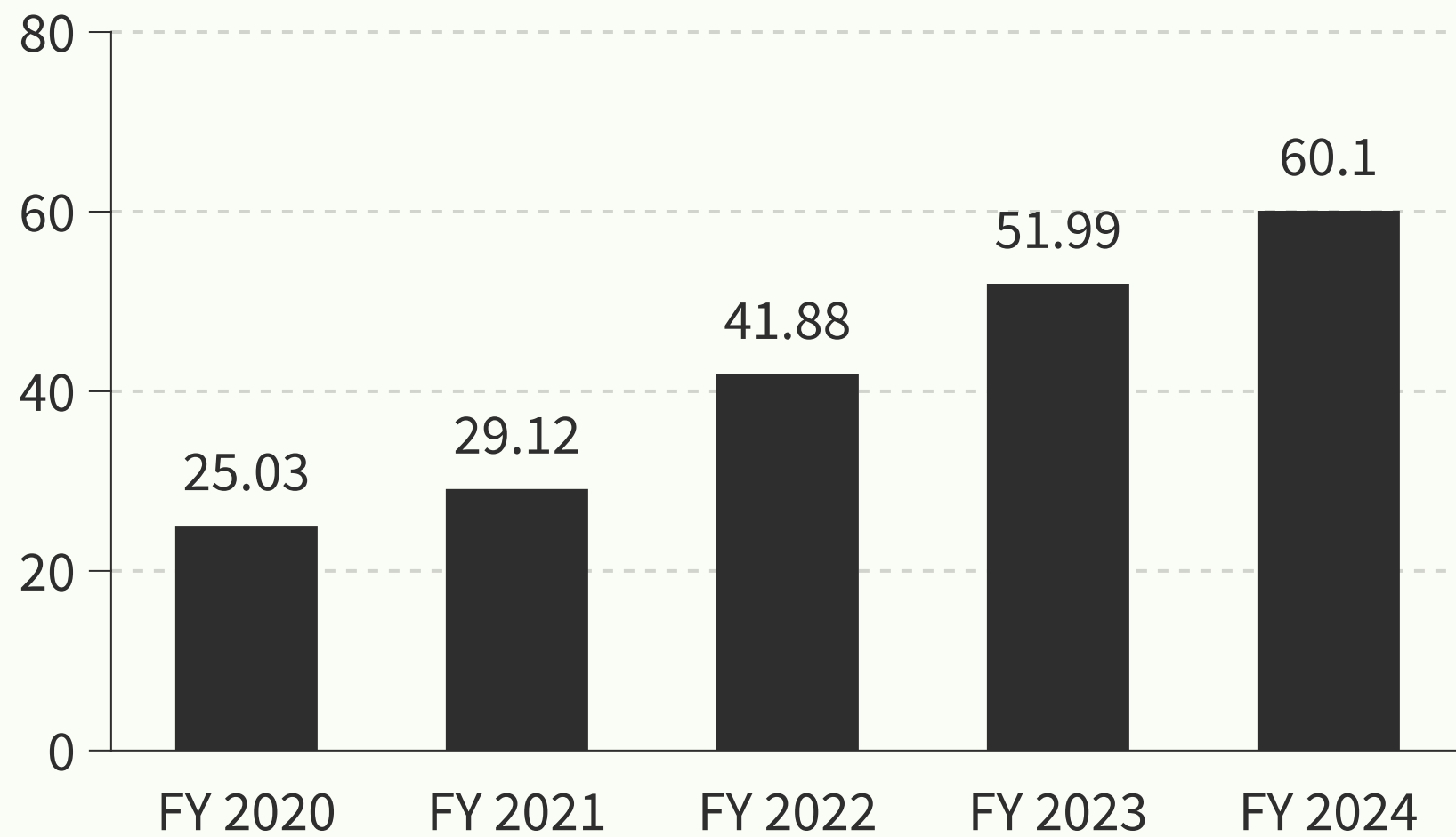
*On basis of Profit Before Tax and Avg. Total Equity

Try Pitch have been rounded off for presentation purposes

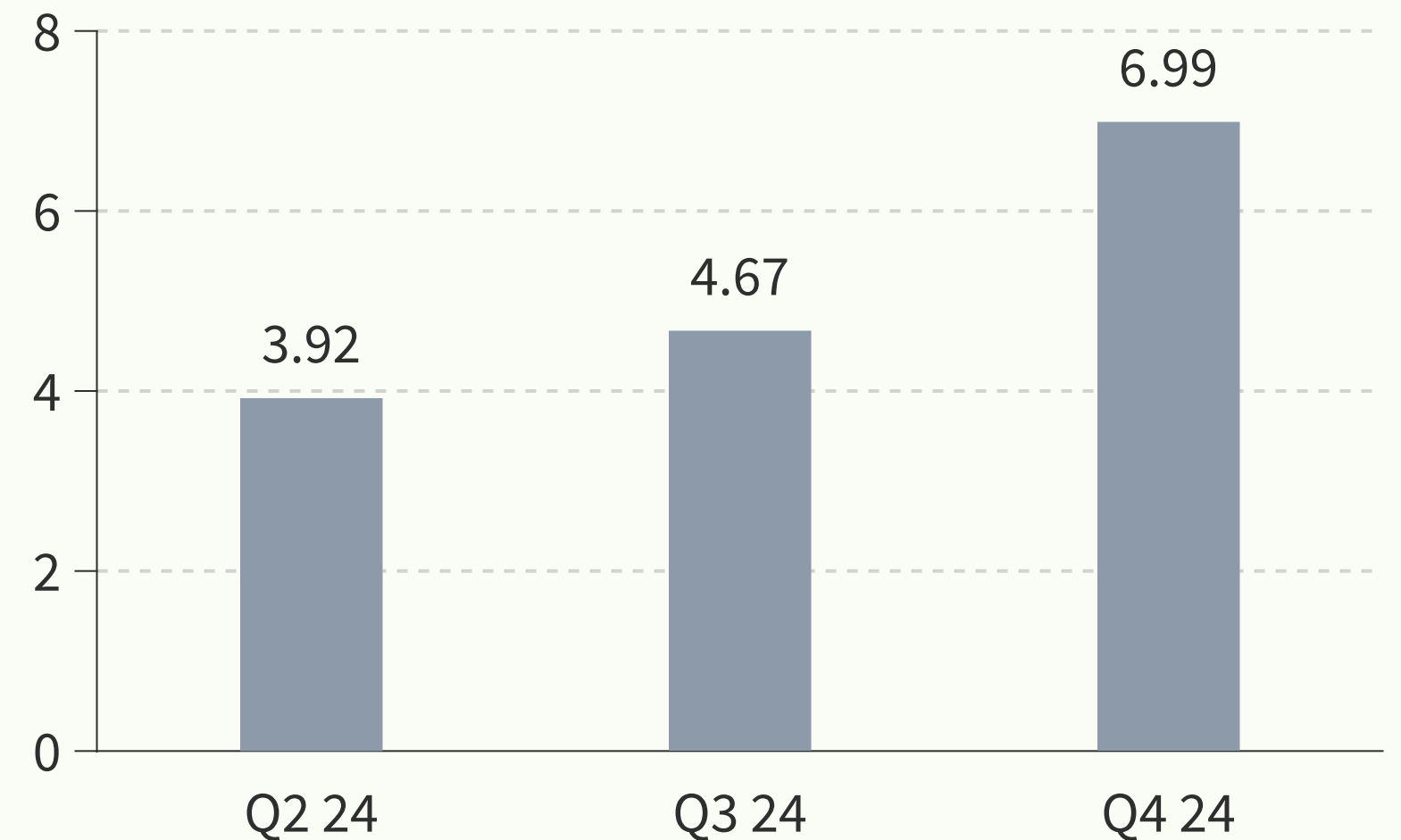
Net Worth and Revenue

Profitable since inception

Net Worth Growth Y/Y (In Cr)



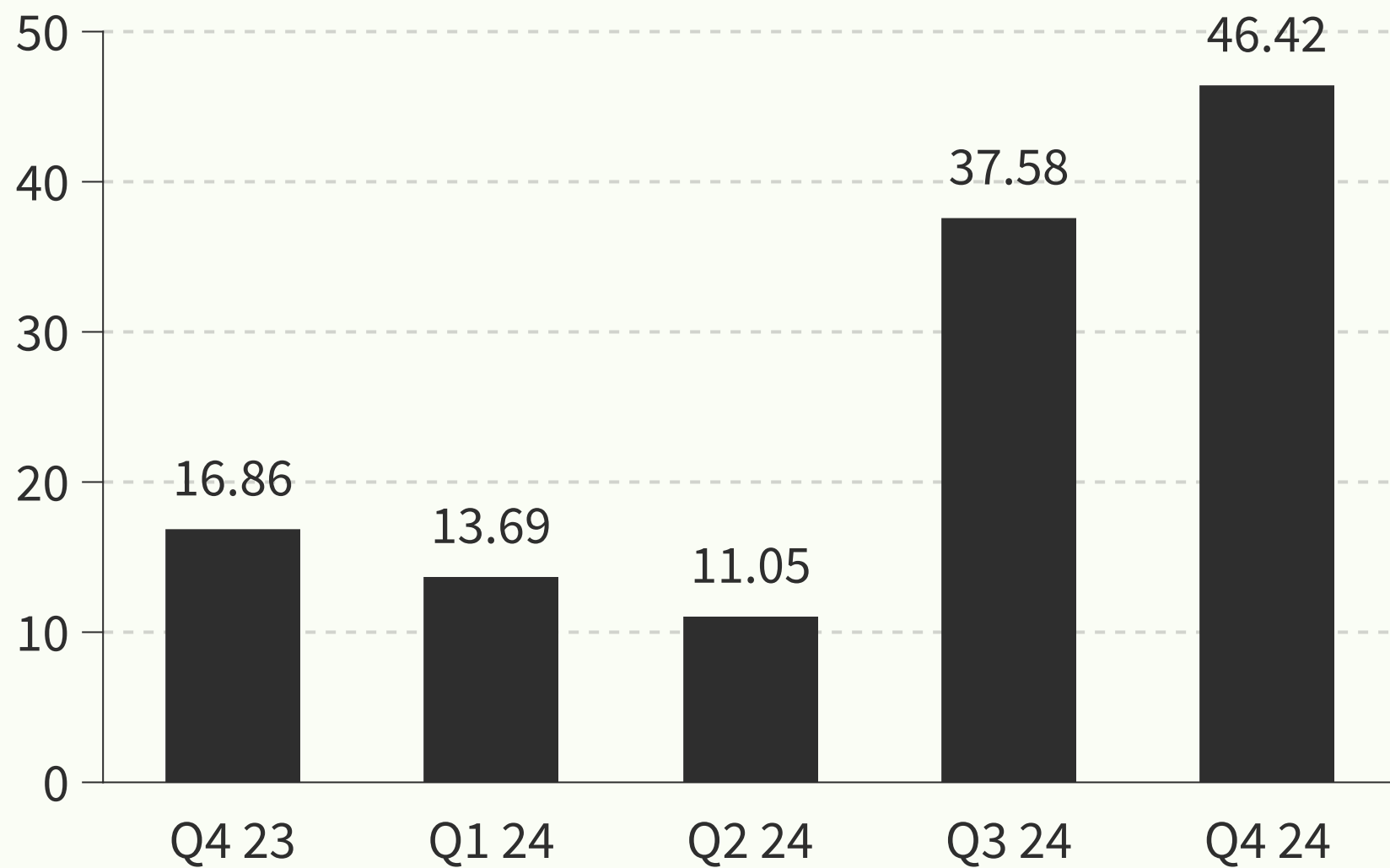
Revenue Last 3 Qtrs (In Cr)



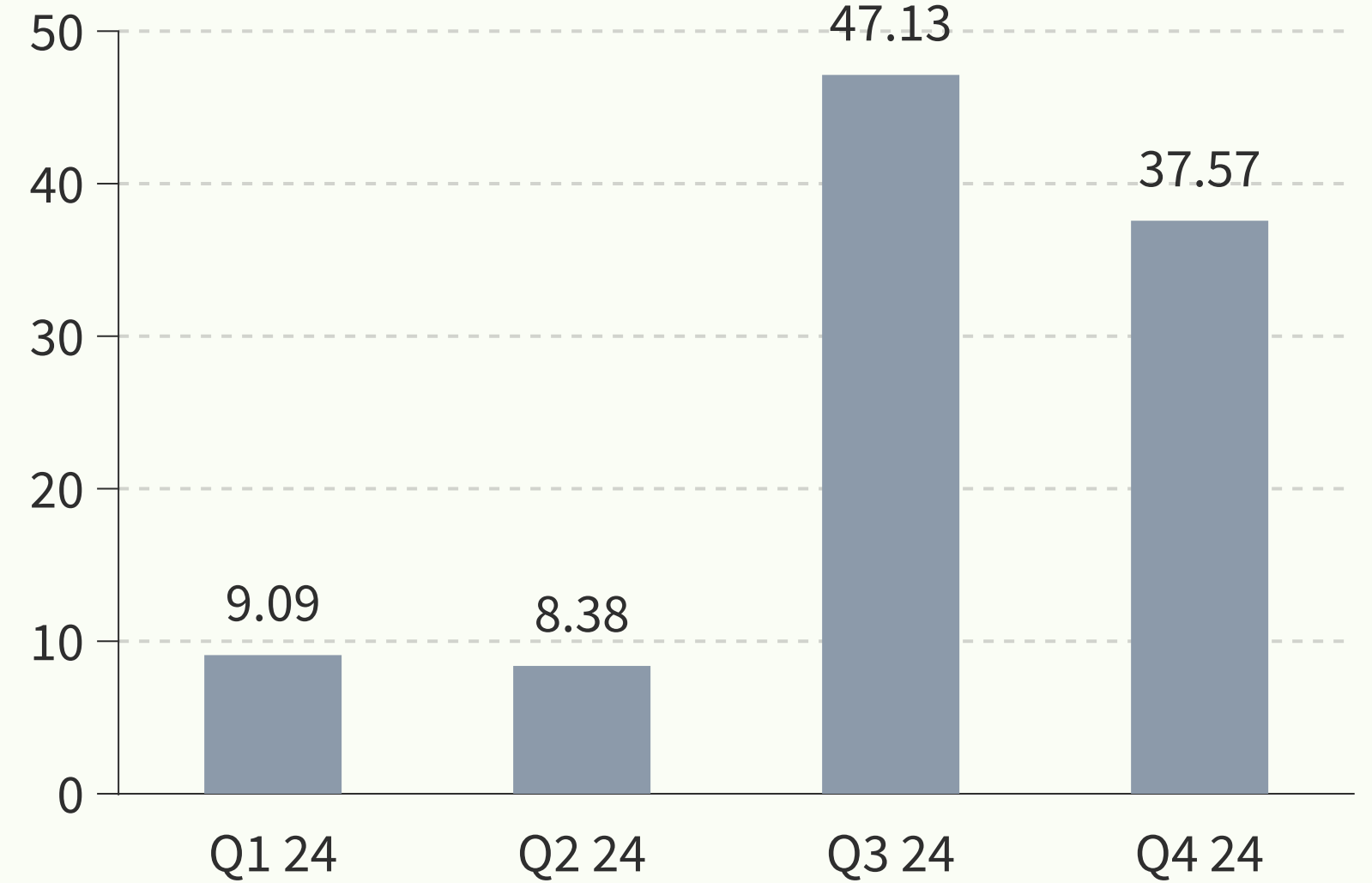
Growth and Scale

AUM grew by 175% Y/Y in FY24

AUM Last 5 Qtrs (In Cr)

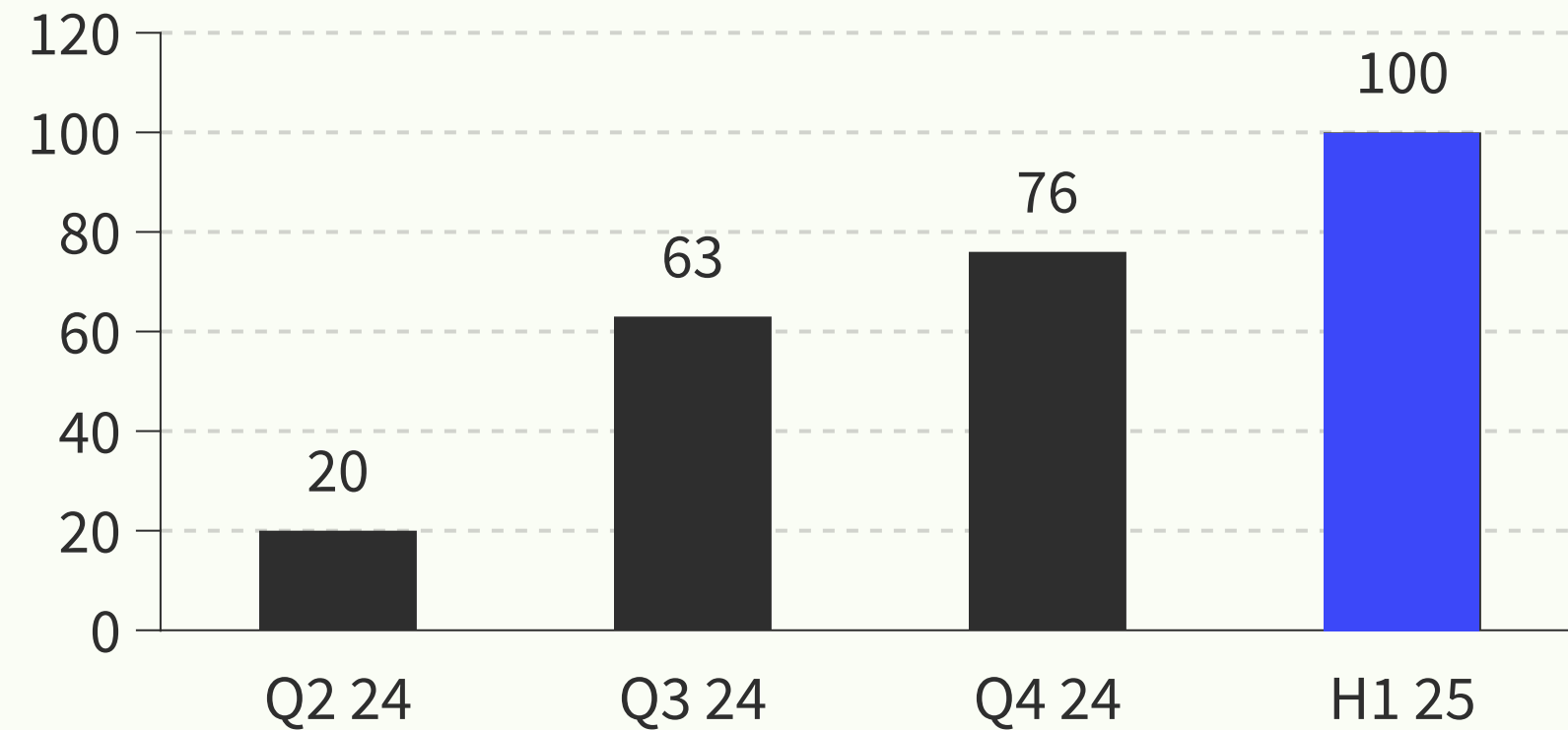


Disbursement Last 5 Qtrs (In Cr)



Apollo Finvest: What's Next?

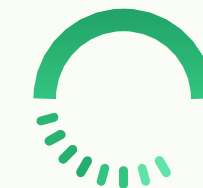
Capital Commitment



Fundraise



15 Crore NCD
Committed in Q1 25



New Cohort of NCD to
be opened in Q2 25

Thank You

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BLOGS

<https://apollo.substack.com>