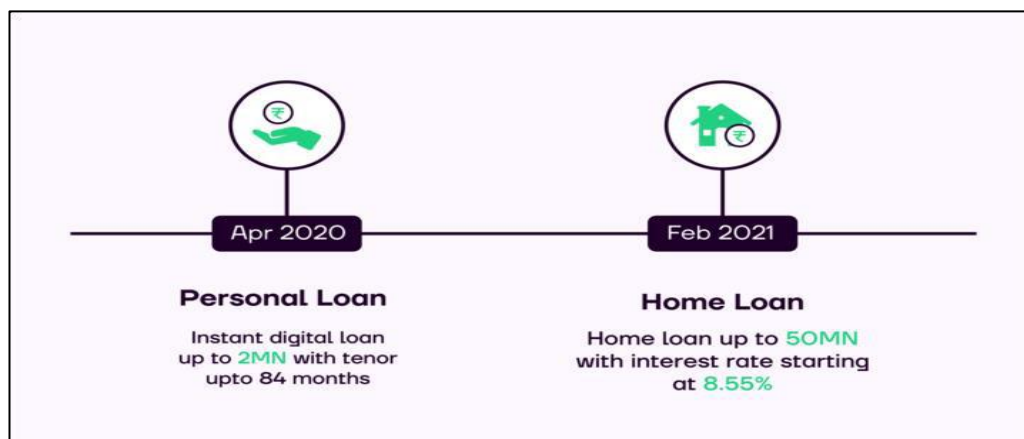


Issuer Overview:

- Navi Finserv Limited ('Navi') is a non-deposit taking, systemically important NBFC registered with RBI and a wholly owned subsidiary of Navi Technologies Limited (NTL). NTL is a technology-driven financial products and services company in India focusing on the digitally connected young middle-class population of India. It offers lending products like personal loans and home loans under the "Navi" brand.
- It acquired its current brand name in Jun'20 after getting acquired by **Mr. Sachin Bansal** led – NTL in Oct'19. Mr. Sachin Bansal presently holds about **98% stake** in the company which, in turn, holds 100% stake in Navi.
- It launched personal loans product under the "Navi" brand in Apr'20. Under this business, it extends instant personal loans up to ₹ 2.0 million with tenors of up to 48 months (84 months as permissible under internal policies of the Company) through an entirely digital Navi App-only process. Since launch and up to Sep'23, it disbursed 3,671,272 personal loans amounting to ₹ 215,321.33 million. During the six months period ended Sep'23, it disbursed 1,010,761 personal loans amounting to ₹ 61,361.45 million, with an average ticket size of ₹60,708.
- Navi's home loans product was launched under "Navi" brand in Feb'21 to extend: (a) home loans for ready to move-in, under-construction and self-constructed properties, and (b) loans against property for constructed properties. As of Mar'23, it had disbursed home loans across 10 cities in India. It offers loans up to ₹ 100 million with a tenor of up to 30 years. As of Sep'23, the Company had an AUM of ₹ 7,257.62 million.



- Navi's total income for the FY23 and FY22, on a standalone basis amounted to ₹ 13,770.52 million and ₹ 4,598.93 million respectively. For the same period, the profit/(loss) before tax on standalone basis for the year amounted to ₹ 1979.09 million and ₹ (886.35) million respectively.
- Its total borrowings, on a standalone basis, as at Dec'23, Mar'23 and Mar'22 amounted to ₹ 63,415.96 million, ₹ 57,626.32 million and ₹ 27,879.76 million, respectively. As on Sep'23, it had CRAR of 25.56% which is higher than statutory minimum CRAR of 15.00% as prescribed by RBI.

Financials:

Particulars	As of and For half year ended September 30, 2023	As of and for FY ended Mar'23	As of and for FY ended Mar'22
Total Managed Assets (Including off-book) (₹ Mn)	1,23,550.00	97,880.00	35,930.00
Net-Worth (₹ Mn)	23,061.68	22,698.64	11,852.62
Borrowings (₹ lakh)	63,520.15	57,626.32	27,879.76
Interest Income (₹ lakh)	7,333.18	11,807.85	3,141.85
Profit after tax for the year (₹ lakh)	370.70	1,719.86	-669.08
% Net Stage 3 Loans on Loans (Principal Amount)	0.24%	0.31%	0.04%
CRAR	25.57%	28.37%	30.73%
Cash & Cash Equivalents	9,482.10	3,092.57	3,744.88

Issue Details

Public issue of Secured, rated, listed, redeemable, non-convertible debentures for an amount aggregating up to ₹ 3,000 Million ("Base Issue Size") with an option to retain oversubscription up to ₹ 3,000 Million ("Green Shoe Option") aggregating up to ₹ 6,000 Million ("Issue Size").

Credit Rating:

CRISIL A/Stable

Face Value:

₹ 1,000 per NCD

Bid Lot:

10 NCD and in multiples of 1 NCD thereafter

Lead Manager:

JM Financial Limited

Registrar:

Link Intime India Private Limited

Debenture Trustee:

Catalyst Trusteeship Limited

Credit Rating Agency:

CRISIL Ratings Limited

Statutory Auditor:

Price Waterhouse LLP

Indicative Timetable

Activity	On or about
Issue Opens	26 th February 2024
Issue Closes	7 th March, 2024

Listing: BSE & NSE

Issue Structure

Series	I*	II	III	IV	V
Frequency of Interest Payment	Monthly	Monthly	Annual	Monthly	Annual
Minimum Application	₹ 10,000 (10 NCDs) across all series				
In Multiples of thereafter (₹)	₹ 1,000 (1 NCD)				
Face Value/ Issue Price of NCDs (₹/ NCD)	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000
Tenor	18 Months	27 Months	27 Months	36 Months	36 Months
Coupon (% per annum) for NCD Holders in all Categories	10.00%	10.40%	10.90%	10.65%	11.19%
Effective Yield (% per annum) for NCD Holders in all Categories	10.47%	10.91%	10.94%	11.19%	11.19%
Mode of Interest Payment	Through various modes available				
Redemption Amount (₹ / NCD) on Maturity for NCD Holders in all Categories	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000	₹ 1,000
Maturity/Redemption Date (from the Deemed Date of Allotment)	18 Months	27 Months	27 Months	36 Months	36 Months
Put and Call Option	Not Applicable				

*Company shall allocate and allot Series I NCDs (Monthly option) wherein the Applicants have not indicated the choice of the relevant NCD Series

Competitive Strengths:**Strong Leadership backed by experienced management team and high corporate governance standards:**

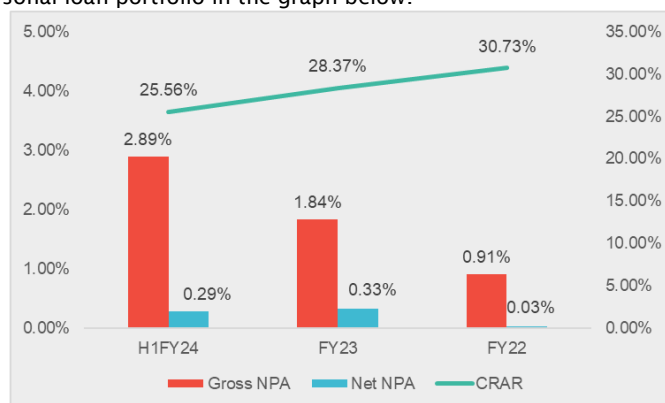
Navi is backed by an experienced management team. **Sachin Bansal, is the co-founder and promoter of NTL** and is Executive Chairman and CEO of the Company. He is the **former chairman and co-founder of Flipkart**. Sachin graduated from IIT Delhi with a degree in Computer Science in 2005. He was named World 40 under 40 by Fortune Magazine in 2012, Entrepreneur of the Year by Economic Times in 2013 and Time Magazine's 100 most influential people in the world in 2016. Sachin co-founded NTL with Ankit Agarwal, Managing Director, who is a former banker and has held senior positions across Deutsche Bank and Bank of America. Ankit graduated from IIT Delhi with a degree in Computer Science in '04 and also holds an MBA from IIM Ahmedabad, from where he graduated in 2008.

Better customer engagement and experience through Navi App:

Navi operates a mobile-first, app-only model for personal loans and home loans through the Cash Loan App, Home Loan App and the Navi App. This model enables it to (a) cater to digitally connected Indians, (b) avoid intermediation and reach customers directly in tier-1 cities and beyond, and (c) offer an unassisted buying journey with low turnaround times in the personal loans category. The mobile-first approach enables us to serve customers in a much quicker time frame. The turnaround time for fastest disbursements of personal loans was less than 10 minutes.

Strong underwriting and risk management model:

Underwriting, pricing and risk management are driven by data science and machine learning capabilities which are developed by its Promoter, NTL. On the back of strong underwriting models it has been able to keep delinquencies under control reflected in the Gross NPA and Net NPA trends on personal loan portfolio in the graph below.

**Robust Collection Mechanisms:**

NTL has developed a robust cohort-based collections model to efficiently follow-up and recover dues that are outstanding. Navi's collections capability comprises digital reminders and follow-ups for payments, tele-calling and on-ground collection management. For the FY ended Mar'23 and six months ended Sep'23, its personal loans collection efficiency was 96.10% and 92.04%, respectively.

Diverse Borrowing Profile across fund raising mechanisms and lenders:

Since launch, Navi developed a well-diversified funding profile by expanding funding sources and lender base. For example, Navi had 34 term loan/ working capital lenders as of Sep'23 as compared to 32 term loan lenders as of Mar'23. Navi continuously seeks to diversify sources of funding to facilitate flexibility in meeting funding requirements. The Company's total borrowings, on a standalone basis, as at Dec'23, Mar'23 and Mar'22 amounted to ₹ 63,415.96 million, ₹ 57,626.32 million and ₹ 27,879.76 million, respectively. It relies on long-term, medium term and short-term borrowings from various sources including banks, financial institutions, HNIs, other NBFCs and capital markets. It takes term loans, issue non-convertible debentures, market-linked debentures and commercial papers.

For further details, please refer to the [Prospectus](#) dated 09th February, 2024

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Registration details:

JM Financial Services Ltd.

Stock Broker – Registration No. - INZ000195834

Corporate Identity Number: U67120MH1998PLC115415

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