

NISUS FINANCE SERVICES CO LTD.



Sector: Finance (Capital Markets)

CMP: INR 361.30/- (28-Apr'25) | M.Cap: INR 862.72 Cr. | Exchange: BSE SME

Company Update

ABOUT: Incorporated in 2013, Nisus is engaged in real estate financing with revenues from primarily two segments: Transaction Advisory Services (assisting & facilitating developer partners across transactions such as sale, joint development, capital structuring etc.) and Fund & Asset Management (across 3 schemes: RECOF-I, RESO-I & High Yield Growth Fund, targeted geographies Tier 1, 2, 3 cities in India along with UAE market)

CORPORATE / FUND STRUCTURE:

NISUS FINANCE SERVICES CO LTD.

SUBSIDIARIES

NISUS FINCORP (NBFC)

NISUS FINANCE & INVESTMENT MANAGERS LLP

UAE focused fund launched in Jun'24, expect IRR of 22%

NISUS BCD ADVISORS LLP

RESO-I Fund launched in Dec'22, IRR of 24%

ASSOCIATES

DALMIA NISUS FINANCE INVESTMENT MANAGERS LLP

RECOF-I Fund launched in Jan'19, IRR of 20% (expected full exit in 2027)

MICROSAFE PROJECTS LLP

Acquire residential properties (constructed or under construction)

- India Funds (RECOF-I and RESO-I had cumulatively ~INR 1,000 Cr. of AUM as on Mar'24 with additional transactions of INR 290 Cr. concluded in H1-FY25. However, deployed capital is expected to moderate in near term with exits in H2-FY25)
- UAE fund strategy is to invest into distressed completed rent-yielding assets (INR 455 Cr. of investments in Dubai in advanced stages of conclusion along with signed LOI of INR 200 Cr.)

Particulars (INR Cr.)	FY22	FY23	FY24	6M-FY25
Revenue	7	11	42	33
% Y-o-Y		56%	273%	
EBITDA %	35.1%	46.1%	81.4%	73.5%
PAT %	17.6%	26.0%	54.2%	54.5%
Debt (Short+Long)	10	18	7	6
Equity	6	10	33	52
Debt/Equity	1.65x	1.84x	0.22x	0.11x
NWC	(2)	(0)	10	30
CFO	1	(2)	11	(13)
CFI	(4)	(2)	2	13
CFF	2	7	(12)	(2)
CFO + CFI + CFF	(1)	3	1	(2)
Cash + Bank Bal.	3	4	7	5
CFO / EBITDA %	52%	(35%)	32%	(53%)

Credit Rating: Not Rated

STOCK DATA

Particulars	28-Apr'25
NIFTY	24,328.50
Ticker	BSE-SME: 544296
CMP (INR)	361.30
52 Wk H/L (INR)	571 / 224
Face Value (INR)	10/-
M.Cap (INR Cr.)	862.72
O/s Shares (#)	2,38,78,100

RELATIVE STOCK PERFORMANCE



Candle Bar represents daily movement of Nisus while line graph indicates NIFTY 50 Index; *Source: Tradingview*

SHAREHOLDING PATTERN

As on	31-Dec'24	31-Mar'25
Promoter	73.22%	73.23%
FII	3.22%	0.94%
DII	5.80%	2.23%
Other	17.76%	23.61%
Total	100.00%	100.00%
# shareholders	3,710	1,719

KEY RISKS & MONITORABLES

- (a) Lumpy receivables from transaction advisory business evident from ~INR 31 Cr. receivables O/S as on Sep'24 (vs INR 10.5 Cr. as on Mar'24)
- (b) Change in AUM as on Mar'25 with expected closure of Dubai transactions to be key monitorable as management fee (indicative ~1.5% to 2% p.a.) is linked to AUM size
 - Default by any borrower and recovery thereof is key risk in the business

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Company Update

Anticipated strong performance in H2FY25 led by successful exits from Shapoorji Pallonji, Shriram Properties, Vishwasangam deals

Deals Tracker:

- ☐ We take note of deal exits in H2-FY25 (~ INR 167 Cr.) from both Real Estate Special Opportunities Fund – I (RESO-I) and Real Estate Credit Opportunities Fund – I (RECOF-I) along with other deals where funds are still invested

Entry Date	Exit Date	Fund	Asset	Location	Deal Size (INR Cr.)	IRR
Mar-2024	Mar-2025	RESO-I	Shapoorji Pallonji Real Estate subsidiary (Suvita)	Pune	105	18.74%
Apr-2022	Feb-2025	RECOF-I	Vishwasangam (society self redevelopment)	Ghatkopar (Mumbai)	22	21.00%
Jul-2022	Oct-2024	RECOF-I	Shriram Properties (Chirping Ridge Project)	Bengaluru	40	19.00%

Still Invested

Entry Date	Fund	Asset	Location	Deal Size (INR Cr.)
Apr-2024	RESO-I	Alien Developers (invested alongside SWAMIH-I fund) in 2 projects : mega mid-income with NISUS investment of INR 145 Cr. & SWAMIH investment of INR 320 Cr.	Hyderabad	145
Jun-2024	RESO-I	Dharmadev Group affordable housing project (Swaminarayan Green City)	Surat	155
Jan-2024	RESO-I	Project High Cliff (Affordable & mid-income housing units)	Bengaluru	60
Aug-2023	RESO-I	Dharmadev Group commercial project (late stage) along with Kotak Mahindra Group ARC: Phoenix ARC (both have invested ~INR 100 Cr.)	Ahmedabad	95
Jul-2023	RECOF-I	Treasure Group (Treasure Hills : Premium plotted development project)	Indore	25
Aug-2022	RESO-I	EON Group (Premium boutique residential project)	Prabhadevi (Mumbai)	60
Dec-2017	RECOF-I	Earthcon Universal Infratech subsidiary (Earthcon Infracon) projects named Casa Royale & Sanskriti	Noida (Delhi NCR)	52.5

Note: Earthcon has defaulted on its repayment obligations. As per RHP, out of total debentures – Nisus (including its subsidiaries, associates) cumulatively invested INR 7.45 Cr. at interest rate of 18% p.a. Nisus has written off investment amounting to INR 1.63 Cr. till FY23 which has been subsequently reversed. Nisus has sold all the NCDs (INR 7.45 Cr.) in secondary market at INR 12.49 Cr. Further it is mentioned in RHP that till 10-Nov-2024, Nisus has received all the amounts including interest and principal.

Source for above mentioned deals: Publicly available info. (Disclaimer: Data might not be exhaustive)

How will the deal exits impact financial performance?:

- ☐ Nisus has revenues split across two segments: (a) Segment 1 further bifurcated as Sale of Advisory Services and Fund Management Fees (b) Segment 2 further bifurcated as Interest Income on Investment, Gain on Sale of Investment and Income from Investment in AIF. Revenues (INR Cr.) reported across segments are mentioned below:

Segment	Sub-Segment	FY22	FY23	FY24	6M-FY25
Segment 1	Sale of Advisory Services	2	2	29	27
	Fund Management Fees	4	4	9	
Segment 2	Interest Income on Investment	1	3	4	8
	Gain on sale of Investment	1	2	1	
	Income from Investment in AIF	0	0	0	
Total Revenues (INR Cr.)		7	11	42	35

- Deal Exits of ~INR 167 Cr. in H2FY25 will add to carry income (indicative 15% carry over hurdle rate of 12% on the AUM as mentioned by management in Dec'24 con-call) along with additional gains in Segment 2 from successful exit of investments.
- Capital realized from exited investments can be redeployed into new assets providing lever for increase in income from sale of advisory services

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For any queries or grievances: Mr. Nishant Gupta | Email: nishant.gupta@mcapital.in | Contact Number: 8171433387 | Website: www.mcapital.in | Twitter: [@Mcapital_In](https://twitter.com/Mcapital_In)

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- Buy: > 15%
- Hold: -5% to 15%
- Reduce: -15% to -5%
- Sell: < -15%