Management Discussion

Sakshi Shah - Analyst, Go India Advisors LLP
Thank you. Good morning, everyone and welcome to the Q2 and H1 FY '27 earnings call of Nisus Finance Services Company Limited. We have on the call Dr. Amit Goenka, Chairman and Managing Director; Mridula Goenka, Executive Director; Vikas Modi, Executive Director; Avadhoot Sarwate, CIO India; Manish Meena, Director of Strategy and Corporate Affairs. From NCCCL, we have Mahesh Mudda, Vice Chairman and Managing Director; Neha Pandit, CEO.We must remind you that the discussion on today's call may include certain forward-looking statements and must therefore be viewed in conjunction with the risk that the company faces.May I now request the management to take us through the business outlook and financials, subsequent to which we will open the floor for question-and-answer. Thank you, and over to you, Amit sir.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Thank you very much, Sakshi. Very good morning to everyone. It is truly a pleasure on behalf of your company, Nisus Finance Services Co. Limited, to be present and share with you our journey so far in the first half of FY '27. This is Dr. Amit Goenka, Chairman, Founder and Managing Director of Nisus Finance Services Company Limited. I am joined by my colleagues who've been introduced, and I take the privilege to open the remarks on how we have performed so far.You would have already had the opportunity to go through our presentation, our core numbers, our consolidated numbers as well as segmented analysis. I again extend a warm welcome to you, and we'll be excited to understand your perspectives, questions and provide you with necessary answers.We're just not focusing on how we have done so far, but how we continue to focus on our vision and how our integrated platform is translating into a strong financial momentum. We are positioning ourselves very, very clearly for not just the remainder of the financial year, but for the years to come following the performance that has been demonstrated in the first half. H1 FY '27 has been defined by disciplined scale in the face of global uncertainty, rising inflation, earnings pressure. We continue to perform unabatedly. We have deployed approximately INR673 crores additionally across five investments in India and the UAE, taking our AUM to about INR3,304 crores, maintaining an annualized revenue to-AUM yield of 3.9% on our top line, well ahead of the 3.5% target and an industry average of between 1% to 2%. It is clearly that our AUM defines our top line, given the correlation between our advisory and our asset management businesses.Further looking at our two core markets, both India and the UAE, our approach has been shaped by realism and also being selective. In India, structural demand for urban infrastructure continues and strong capital inflows remain intact. We have seen India being poised for a significant interest from the India diaspora given the total amount of mop-up under the FCNR(B) regime and additional interest being seen on dollar-denominated or currency-hedged opportunities.We have seen interest rates rise and we believe that we will continue to be in an interest-elevated environment, persistent inflation and thereby a demand for private credit. It is obvious that in these times lenders uphold strict underwriting discipline, and that's what's keeping our book very sharp and at the same time very cautious as we continue to grow our India credit outlook. We have deployed approximately INR330 crores of this total investment in the cities of Mumbai, Bengaluru and Pune. And we are confident of sustaining this momentum with discipline as the total demand pipeline for our funds continues to be very, very strong, allowing us to increase our AUM significantly for the balance of the year and likely to exceed the INR4,000-plus crores AUM target for this year.In the UAE, following the regional conflict earlier this year and the subsequent price moderation in the real estate asset classes,

followed by deep inflation and a recalibration of demand, we are seeing a measured rebound. It is clearly there for us to see, and we're seeing a revival post the last few months. For a well-capitalized platform like ourselves, it creates a very strong compelling argument. We are backing our conviction on the investments we make, continue to be backed by the largest institutional investors and banks, including the recent addition of Dubai Islamic Bank, which came into our recent acquisition of the two assets in the UAE. A Grade A unique opportunity bought from a leading institutional seller, ready, fully pre-leased, income generating and providing significant returns both to these investors as well as fee for us as a manager.More importantly, Nisus is steadily evolving from a specialized fund manager into an integrated urban infrastructure financial services institution and infrastructure player across our four synergistic regions. The first is a fund management enterprise which works across India and UAE. Second is investment banking, which continues to convert unique opportunities for our clients in both the markets. Third, our NBFC, which continues to provide proprietary capital and loans. And last, our EPC company being NCCCL.Our asset-light investment banking franchise continues to anchor profitability, which directly provides for a growing bottom line, contributing roughly 68% of our core revenue in the first half. Simultaneously, we are building long-term institutional scale in asset management, led by our newly approved SEBI AIF offering, a INR2,500 crores along with our -- excuse me, can you please keep others on mute?

Operator
Sorry, sir, sorry. You may please proceed.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Yes. So we have continued to grow the India AUM through our newly approved SEBI AIF offering of INR2,500 crores being Ni-YAM, which has seen strong traction in terms of investor demand and likely to do a first closing very soon, along with our application for the SM REIT license and further equity offerings. We are also furthering our tokenization initiatives in the region.At New Consolidated Construction Company, NCCCL, which of course, I'll allow my colleagues from NCCCL, Mr. Mahesh Mudda, the Vice Chairman; and Ms. Neha Pandit, the CEO, to further talk about, the turnaround has been quite stark since our acquisition in August 2025. The H1 standalone revenue has grown by 12.3% to INR336 crores. EBITDA has grown by 30.2%, with margins up by 141 basis points to 10.3%, with PAT jumping 4 times to INR7.7 crores in this period.With the addition of extraordinary leadership joining the company, the technological intervention and acceleration, repeated mandates and order books from existing marquee clients and the opening of the UAE arm of NCCCL, which is likely to commence business of contracting in the UAE, our order book currently exceeds INR2,760 crores and growing. Looking ahead, our management planning framework envisages the core income for FY '27 to be in the range of INR140 crores to INR150 crores or more, a PAT of INR60 crores to INR65 crores or more and a closing AUM of INR4,000-plus crores or more by March '27. Our mandate is clear; compounded growth across our multiple engines while staying uncompromising on our capital protection, our cautious approach, preserving long-term value and continuing with our execution quality.I thank you again for the time afforded to me. I will now invite Ms. Neha Pandit, our CEO at NCCCL; Dr. Zakir Sheikh, our CEO at NCCCL; and definitely our Vice Chairman, Mr. Mahesh Mudda, at NCCCL, to provide a few words about the performance of NCCCL as an -- as our construction and EPC company. Over to you, Neha.

Neha Pandit - Chief Executive Officer, New Consolidated Construction Company Limited
Thank you, Amitji. Good morning, everyone. I am Neha Pandit. I've joined NCCCL as CEO a couple of months ago, and I'm very privileged and honored to present the performance of H1 for FY '27 for NCCCL.In terms of the top line, we have achieved a top line of INR333 crores on a standalone basis in H1 FY '27, which is 12.3% up year-on-year. EBITDA has increased 30.2% to INR34.3 crores. And the EBITDA margin has improved by 141 basis points to 10.3%. In the same manner, PAT rose to INR7.7 crores from INR1.99 crores in H1 FY '26, which is approximately 4.1 times that number. This improvement is visible in also the broader turnaround that has come into place since the acquisition by Nisus. And in the presentation, the comparison of PAT of INR3.5 crores before the acquisition with INR16.4 crores post the acquisition is a case in point.NCCCL has released approximately INR24.32 crores of retention money, secured more than INR1,270 crores of new orders during H1 and approximately won INR1,600 crores of new orders since the acquisition by Nisus. Its order book status stands at INR2,760 crores with a near-term pipeline of more than INR1,500 crores as on date. Approximately, 52% of the current order book has been won under the stewardship of Nisus. Beyond financial improvement, we are also looking at strengthening the company. To that end, we have now brought in professional people to lead the company into the next phase of growth, beginning with myself and Zakir, who is a veteran of the construction industry. We are now hiring people to take the company to the next level, and we are happy to report that the plan of action is on track.The other good news that I can share with you all is the expansion of NCCCL into newer geographies where we have sort of -- we have won the trade license for NCCCL in UAE through our wholly owned subsidiary NCCCL International Construction LLC. On the front of ERP, I'm happy to report that we have fully implemented SAP S/4HANA, which is the gold standard in ERP, and we'll continue to make sure that we optimize its use in the company for best practices.Similarly, in terms of project pipeline, we are focusing on some of our marquee clients who have been giving us repeat business, including the likes of Lodha, L&T and others, and some new clients where we have recently won orders to the tune of around INR800 crores, namely Welspun and Mahindra. While we have a strong pipeline, we will also continue to win new clients so that the company continues to achieve the scale that we have committed. We would also be using some of our tried and tested mantras to make sure that our company performs in the coming months, which would be that we would operate with efficiency, we would execute with discipline, and we would create extraordinary stakeholder value.This is from my side. I'll quickly hand over to Maheshji. Amitji?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Yes. Thank you. Maheshji?

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
Thank you. So we'll take for Q&A.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Okay. So if we have no further opening remarks from our side, if Maheshji is there, he could maybe add a few words or we can start with the Q&A.

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
Let's start with Q&A. Yeah.

Questions & Answers

Operator
Sure, sir. Thank you very much. [Operator Instructions] The first question is from the line of Jaswant Kumar Chajed, an Individual Investor. Please go ahead.

Jaswant Kumar Chajed - Analyst, Individual Investor
Hey, hello there. First of all, congratulations on good set of numbers. I have two questions, right? So in the previous quarter presentation, the PAT guided was around INR65 crores to INR75 crores, given that, if we achieve an AUM of between INR4,000 crores to INR5,000 crores, right? But that PAT this quarter seems to have been revised to INR55 crores to INR65 crores. So I just wanted to understand what caused this downward revision? No, question on why, just wanted to understand what caused this, right? That is question one, and I'll wait for the second question.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Thank you so much for your question. It's a very pertinent question, and I'm glad that you compared the Q1 output with the current output. We definitely say that it is -- while we said INR65 crores to INR75 crores, I did state in my remarks that we're likely to be in the INR65 crores to INR75 crores PAT range. And I do maintain that we are likely to hit that number. Having said that, we are definitely in a volatile environment and we would like to be cautious about the trajectory that the industry is taking at large. While the demand for credit in India is very large, but we've seen some slowdown in sales on the residential side while we see reasonable momentum on the commercial industrial side.A large part of our order -- a large part of our India investment has been in the residential sector. And so while we pivot with our new fund to other asset classes, we'd like to maintain caution in terms of how much capital we will deploy. The opportunity to deploy is clearly very large and therefore growing the AUM is easier, but we'd like to be cautious in the current time so that our investment book remains as sharp as it always was with zero delinquency, zero delays, zero defaults. So while we still continue to maintain that, we will be within the INR65 crores to INR75 crores PAT range, hence we've still taken a slightly cautionary approach.As far as UAE is concerned, we're seeing a very strong turnaround. Having said that, it is important to still stay in a wait-and-watch position to see opportunistic deals that come our way. We recently announced an acquisition as of H1, and we're looking at a significant pipeline. But at the same time, we're trying to negotiate the best entry point so that we are protected on our upside and can provide significant alpha to our investors while maintaining our revenues and our profitability.Having said that, the company is taking additional capex and investment measures which may eat slightly into the PAT, namely increasing our teams on the SM REIT side. We're poised to start a REIT platform in India, and for which we're aggressively bringing in the requisite talent who can manage a large investment book of fully commercial assets. At the same time, we're also expanding with our presence in the UAE, where additional products like tokenization is being added. This may bring some short-term costs to the balance sheet while bringing in the talent base as well as the properties and tools required to keep these products -- to launch these products and keep these products on a growth path. So there may be a slight amount of requirement to expense these new investments. Having said that, we are not being -- we're not digressing on our forecast. We're just being slightly conservative while maintaining growth momentum.

Jaswant Kumar Chajed - Analyst, Individual Investor
Thank you so much for the detailed answer, Goenkaji. [Foreign Speech] we don't finance or fund

core assets like ports, roads, power infrastructure, etc. [Foreign Speech] without core asset, do you think it's possible for a company to reach an AUM of, let's say, INR30,000 crores or INR40,000 crores? Basically, let's say, 10 times of what we are doing today, right? If yes, then what are the ingredients to get there and what would that journey look like? Because in the presentation it is called out like INR8,000 crores to INR10,000 crores in next two, three years. I feel [Foreign Speech] I'm reasonably confident. But what beyond that? So the reason I'm asking this is, in one of the previous con call, [Foreign Speech] who had achieved an AUM of INR50,000 crores, INR60,000 crores in span of seven or nine years, right? [Foreign Speech] and I could be wrong so please correct me. [Foreign Speech] they are also into infrastructure assets, right? [Foreign Speech] then how do we get that? So any vision will definitely help.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
No, I appreciate your question. It's a question we asked ourselves also, that what beyond the first INR10,000 crores? And how do we get to INR30,000 crores, INR40,000 crores. And the answers are; one of course is a large asset class and one we certainly consider that, but even without that.So now let's look at the landscape in India today. The Ni-YAM fund and the land fund has the ability to add at least additionally INR10,000 crores on the land banking side. So today, if you know that land is the biggest multiplier within the infra push and the number of projects that are being undertaken on warehousing, industrial plotting, etc., require a huge amount of land bank to be available. Now that itself is a large AUM to chase independently, which itself could be a billion-plus dollars.Second, when you look at other asset classes, including industrial and warehousing, that could be additionally another INR5,000 crores to INR10,000 crores given the total amount of push required on cold storage, industrial warehousing and data center asset classes. That is as far as -- and of course the growing need for credit. So India by itself across land, across warehousing, data centers and across credit can easily do between INR20,000 crores to INR25,000 crores.When you look at the UAE, we are looking at a base of $300 billion of real estate, which is almost 2 times the India market size. Given that there is now an increasing need for institutional money investment after the conflict because a lot of the easy money, the family office money, has withdrawn and it is being now replaced by disciplined institutional capital, which is why we see not just us but the likes of Brookfield, Blackstone and several European fund managers set up shop and accelerate in the region.Now if you look at only the existing pre-lease assets where we are, that is a $5 billion base of ready assets which can be acquired at a discount. We have hardly done about $200 million to $250 million a day on that large opportunity set. So going up to $1 billion in these assets by itself is very straightforward. Second, we are looking at a credit opportunity or a credit fund in the UAE, because in downturn times or in conservative times, the equity replaces by debt. The demand for alternate credit is extraordinarily high given that the UAE has no presence of NBFCs or credit funds, and we're likely to be one of the first credit funds in the UAE with an extraordinary demand by local businesses and industries. That itself is easily another $1 billion opportunity, and we've seen the credit fund need expand rapidly in the last few quarters.If I put all of these things together and I envisage the next decade, I do see us very easily, without necessarily having to touch infrastructure, to move from the current INR2,500 crores to potentially INR30,000 crores, INR40,000 crores, and much sooner in fact, if possible.

Jaswant Kumar Chajed - Analyst, Individual Investor
Thank you. Thank you so much, Goenkaji, for providing additional detail. [Foreign Speech] So are you now saying that we will also look at land funding or financing land...

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
[Foreign Speech]

Jaswant Kumar Chajed - Analyst, Individual Investor
Okay. [Foreign Speech] do we already have the expertise or is this a new thing?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
[Foreign Speech] we definitely have the expertise. We've done things like this in the past. It's a partnership model where we work with some of the top Grade A developers. And these are again in form within a thesis of highly collateralized medium term investment, which is lands identify. [Foreign Speech] as a debt to buy out this land and exit in a short period of time. So we don't take lands with ourselves because these are lands which are already identified and bought by the largest developers that have not paid fully for the plan.

Jaswant Kumar Chajed - Analyst, Individual Investor
Okay. Thank you so much. That's all I had. Just one comment I have, our investor relation is very weak, sorry to say this bluntly. [Foreign Speech] at least I have sent three, four queries in the past and looks like they are all falling on deaf ears. I am not getting any response...

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
[Foreign Speech]

Jaswant Kumar Chajed - Analyst, Individual Investor
[Foreign Speech] So I'll request the...

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
So I appreciate your comment. And I will be certain as a team to ensure that whatever is being received is being immediately answered to. We'll take a note of that, and please take care. It's very important for us. We're a client-facing company. We're an investor-facing company. [Foreign Speech] So we value the questions and the comments very seriously. So thank you for responding.

Jaswant Kumar Chajed - Analyst, Individual Investor
Thank you so much for acknowledging. I realize [Foreign Speech] But thank you so much.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Thank you.

Operator
Thank you. The next question is from the line of Dilip from Inventra Private Limited. Please go ahead.

Unidentified Participant - Analyst
Hello, sir. Good afternoon, sir. My question is, why you are going to IPO rather than demerger of NCCCL?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
It's a good question and both options are on the table. This question was asked with us last time also and we are evaluating both the options. But [Foreign Speech] We will only allow the company to be available to our existing shareholders and market partners. [Foreign Speech] 80 years history of doing some of the most marquee developments in the country. [Foreign Speech] you've already

seen the numbers. [Foreign Speech] So only a demerger will not solve that.

Unidentified Participant - Analyst
Okay. But NCCCL is dragging our margins no that's what I am bothering.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
No, I appreciate that. I appreciate that, which is why you have to look at the fact that it is doing better than peers, and Nisus Finance is doing better than peers. Yes, on a consolidated basis it may seem so, but at the end of the day, you have to understand that the company is a sum of parts, and which is the reason we explain the parts. [Foreign Speech] So as a sum of parts, I think it's a fantastic growth and margin story. Having said that, when we do go public, it will obviously change the shareholding pattern. And at this point, the true margins of each of the companies can be reflected. We also unlock significant value for our shareholders.

Unidentified Participant - Analyst
Okay, sir. Thank you.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Thank you.

Operator
Thank you. The next question is from the line of Shruti Malpani from Aarth AIF. Please go ahead.

Shruti Malpani - Analyst, Aarth AIF
Hello, am I audible?

Operator
Yes.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Yes, you are.

Shruti Malpani - Analyst, Aarth AIF
Hello, sir. Congratulations on great numbers. So sir, my first question is that, so recently the company has sold some NCDs. So can we have a split between the principal and the interest in that, if I'm understanding this transaction correctly?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Yeah. I mean, we do invest from our prop book into sovereign securities, as you know, and that adds to the anchor commitment in these investments. So when we do sell or down-sell at a discount or at a premium to the holding value, we generate the capital gains from time to time. I don't have the exact breakup between principal and gains, but actually the gains have been already shared.

Shruti Malpani - Analyst, Aarth AIF
Okay, okay. And sir, can you also help us with how does the company book carry for the RECOF fund or what is the process? Have you already processed some of the return of capital, like, as and when you go?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
So currently we are doing the -- we are winding up RECOF, and some carry should come this year.

And the RESO fund will wind up by next year and the carry for that will come next year. So there is no accrual of carry. Carry is shown when received and as the fund winds up. So like I said, that this year we should be winding up RESO -- the RECOF, and next year we'll be winding up RESO. So in the respective years, we'll see the carry.

Shruti Malpani - Analyst, Aarth AIF
Okay. So I read it in the CARE report that the fund is expected to recognize INR8 crores to INR9 crores of carry in H2. With this fund -- sorry?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Yes, that's quite likely.

Shruti Malpani - Analyst, Aarth AIF
Okay. So that's the only carry that will be recorded for RECOF and then the fund will be wound up?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Yes, yes.

Shruti Malpani - Analyst, Aarth AIF
Okay. Can I ask another question or shall I join back the queue?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
I don't know. Sakshi? Hello? Yeah, we can continue maybe with the next -- yeah, so we can see the next caller and then maybe Shruti can come back.

Shruti Malpani - Analyst, Aarth AIF
Sure.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Okay.

Operator
Thank you. The next question is from the line of Pawan, an Individual Investor. Please go ahead.

Pawan - Analyst, Individual Investor
Yes. Hi, sir. Congratulations for the members. So last time you mentioned that like after September, complete debt will be cleared. So when can we expect, sir, that it will be cleared?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Manish?

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
Hello? Yeah, let me take this question. We have provided the debt position also as on date of H1, and we are fairly comfortable on our overall debt exposure. As I said -- and previously also when we maintained that communication, while we intend to -- these are the discussions with the lenders as well, and there are -- we are ahead of the schedules on our repayments. So beyond that, if it doesn't make a cost sense, then we will not take those actions. We are comfortable in our debt exposure. And with liquidity is in place, we will try to repay as early as possible, subject to the lender's agreement. So it's not...

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
In short, the answer is that we have -- yes, in short, the answer is we do have the ability to repay our debt within this financial year. But what Manish is saying is that we need to optimize between use of our equity, which is obviously significant, Class 5, versus repayment of debt, which is cheap money. Because our investments in our fund generate a much higher yield, as you know. So replacing a 20% generating money with a 12%, 13% debt is something that we need to carefully calibrate. And of course, it should also make the comfort of the lenders in terms of accelerated repayment. So it's a balance between the two. There's obviously an optimization of the capital mix. So to answer your question, we have the ability to repay it immediately, but we'd like to maybe keep some of it by the end of the financial year and then completely exhausted by the next financial year.

Pawan - Analyst, Individual Investor
Okay. Thank you, sir. Sir, one more question. Sir, actually we have partnered with Houlihan Lokey Bank, right sir? So like, is there any productivity with that partnership, as like, we are not seeing any news on that partnership?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Manish?

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
Sorry, I am not able to understand your query. Can you repeat?

Pawan - Analyst, Individual Investor
Like we have partnered with Houlihan Lokey Bank, right? So last time I just mentioned like we have partnered with...

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Houlihan Lokey.

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
Yes, yes.

Pawan - Analyst, Individual Investor
Yeah. Like is there any productivity with that partnership? Like we are not showing any news on that.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Yes, of course. So they were our partners for the UAE fund. As you can see, we have now a number of large national banks who have come to us through introduction by Houlihan Lokey, for which obviously fees have been paid. We've also got significant institutional capital which has joined us in the UAE fund. We are completely tasked with accelerating the interest of our UAE yield fund with institutional capital. And with their efforts over the last 18 to 24 months, we've seen a number of banks and a number of institutions join our platform. So global banks like Houlihan Lokey, which is one of the largest investment banks in the world and very selective about which products they take to their client base, has been very successful. Having said that, we've now disengaged. We do see that given the traction that we've built so far, there's now natural momentum of institutional investors and banks to our products.

Pawan - Analyst, Individual Investor
Okay. Yeah, thank you so much. Thank you very much.

Operator
Thank you. The next question is from the line of Yogesh Rao from Magnus Hathaway. Please go ahead.

Yogesh Shroff - Analyst, Magnus Hathaway
Thank you so much for the opportunity, Amitji. I wanted to understand about the current promoter pledge situation in terms of what the LTVs are looking at, given that our stock price has also reduced significantly over the last one year. So any comments on that? What is the situation looking like? What is the repayment schedule you are planning to adopt to? So if you can shed some light there, that would be great. Thank you.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Sure. So two questions. The first we already answered in terms of our debt, the fact that we can exhaust that loan within this financial year, but there will be a balance between whether we want to completely exit that loan or we would like to carry some of it in the next financial year, which we answered previously.In terms of total share pledge by promoter, Manish, what is that number?

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
Yes, sir, let me answer that. As on September, the total pledge stands at around 22.4%. That is a 2 times cover on our total exposure, which already has been reduced from the earlier 3 times kind of cover which we needed to maintain. So significant reduction has already happened in our requirement from the lender's side. And as, Yogesh, you have rightly pointed out, the current 22.4 is because of the lower market prices, but as the market prices will improve, the share pledge percentage will go down. It is -- it stands at only 2 times cover now.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Now having said that, lenders are very comfortable, very happy with the loan performance and looking to expand the relationship with us, both Tata Capital as well as HDFC. So it's a very comfortable situation for us. And despite the current interest rate hike, we've not been passed on with that interest rate hike.

Yogesh Shroff - Analyst, Magnus Hathaway
Got it. This was super helpful. And my second question was around the resale fund that you've launched, which is the INR2,500 crores fund. What are the kind of commitments that you have currently received in terms of the amount? And also, in terms of, what part of it is HNIs? And can you tell the split between HNIs, institutions? Just what kind of clients?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
[Indecipherable] is the mixed bag. So far, we only had HNI and family offices. For the first time we've seen significant institutional demand. The exact closing details can be announced as and when we announce the first close. It should be not very far away.

Yogesh Shroff - Analyst, Magnus Hathaway
Got it. Thank you so much. That was it from my end. Thank you so much, Amitji.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Thank you.

Operator
Thank you. The next question is from the line of Akshat Agrawal, an Individual Investor. Please go ahead.

Akshat Agrawal - Analyst, Individual Investor
Yes, sir. Am I audible?

Operator
Yes, you are. Yeah

Akshat Agrawal - Analyst, Individual Investor
Yeah. I wanted to ask about two of our subsidiaries, Nisus Fincorp and Nisus Finance International Advisors. What do they do? And why do we own just 51% and 33% of them respectively? And who owns the rest?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
So the Nisus Fincorp is our NBFC. 51% is held by Nisus Finance Services Co. Limited. It also has additional CCTS, which on conversion and on a fully diluted basis, Manish, what will be the holding?

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
On fully diluted basis, it would be 80-20. 80% would be held by the NIFCO.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
80%, yes. Yeah. So 20% will continue to be held by me because I have not cashed out or I've not taken my personal investment back from the NBFC. And this is why -- but 80% is effectively held by Nisus Finance Services Co. Limited, NIFCO. And 20% will continue to be held by me until the time that I decide to also sell out the balance 20% and make it 100%.As far as Nisus Financial International Advisors is concerned, it's a 100% of the NIFCO. There is no other shareholding pattern. So I don't see where you drew the conclusion that there is any other stake there. And that company is our GIFT City entity. That's the company which will be a subsidiary of the NIFCO. It is a fund management entity incorporated in GIFT City which manages the outbound fund which invests in the UAE. We've also now incorporated under it an inbound fund which is dollar-denominated because we've seen significant global interest from the India diaspora as well as from institutional investors to invest in India on a dollar basis through the Ni-YAM fund. So it manages both the inbound and outbound investment through GIFT City. It is also the sponsor for the entities based in the UAE, the fund management entity based in the UAE.

Akshat Agrawal - Analyst, Individual Investor
Okay, sir. And I wanted to ask about what is our target with related to NCCCL for the next three years. Like, do we want to hold our stake beyond that or will we IPO and exit eventually through the company in the next three years? And if yes, what will be our quantum of exits like approximately, not just numbers?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
We certainly would like to take NCCCL public. So it has a distinguished track record, it has been growing very fast. So definitely in the next 24 to 36 months or sooner or later, we will definitely want to take it public. In terms of what we will dilute, I don't know that yet, right? It's hard to say that today because we're a little away from that event. So once we're closer to that event, then once we

have to load up the order book like, Mr. Meena mentioned that we are adding to this. We have the 1,500 stores, we are available for more, and next year will be even bigger given that the UAE entity of NCCCL will also have its own order book. So when both the engines of NCCCL will actually be alive and active, I think that's time we know better as to what is the quantum of money that we need to raise through the public market and listing.

Akshat Agrawal - Analyst, Individual Investor
Thank you, sir.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Thank you.

Operator
Thank you. [Operator Instructions] The next question is from the line of Jaswant Kumar Chajed, an Individual Investor. Please go ahead.

Jaswant Kumar Chajed - Analyst, Individual Investor
Hello, Amitji. [Foreign Speech] So far, at an organizational company level, our primary focus is to increase the AUM and rightfully so, right? I can understand. So what I also wanted to understand is [Foreign Speech] can the advisory business receive special focus because that's a very high margin business, right? [Foreign Speech] but what can we do so that that segment receives special focus? And can that vertical also receive the right emphasis to grow? Is that even possible?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Right. Good question. A question that we also deliberate every quarter differently. [Foreign Speech] Like we always say, we see about 400-plus deals just come to us for funding each year. We hardly do about 10, 15. [Foreign Speech] But we need to focus on both the engines because only 63% of it comes from advisory income. [Foreign Speech] suddenly UAE has processed a very large demand for advisory capability, including investors [Foreign Speech]

Jaswant Kumar Chajed - Analyst, Individual Investor
Thank you. [Foreign Speech]

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
[Foreign Speech] Second, consultants, which are largely lawyers, independent advisors. Third, international property consulting firms, GLL, CBRE, Anarock. Fourth, industry bodies, CREDAI, MCHI, NAREDCO, NAR [Foreign Speech] all these four, five sources provide a very significant deal for us. So it is hardly a transaction in the company which we don't know.

Jaswant Kumar Chajed - Analyst, Individual Investor
Okay. [Foreign Speech] Can that be doubled up? Let's say, what will it take for us to double that up if at all that is possible?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
It's a good question, and I always maintain that advisory and AUM are correlated. [Foreign Speech] I hope that answers your question.

Jaswant Kumar Chajed - Analyst, Individual Investor
Yeah, yeah. Thank you.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Thank you.

Operator
Thank you. [Operator Instructions] The next question is from the line of Shruti Malpani from Aarth AIF. Please go ahead.

Shruti Malpani - Analyst, Aarth AIF
Hello?

Operator
Yes, Shruti, you can please proceed.

Shruti Malpani - Analyst, Aarth AIF
Yeah. So sir, this is a follow-up question. So what is your view on the current macro environment situation, especially with the increasing interest rates? So like, have you been requested for a higher gross IRR since the SAFE -- the interest on the SAFE assets has been increased? So how has that changed for Nisus?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Shruti, I did not completely understand your question. [Foreign Speech]

Shruti Malpani - Analyst, Aarth AIF
So sir, recently the interest rates have increased. And my question is, so have you been getting requests from investors or the kind of IRR that you are offering to the investors to get to give a higher return, given that even the returns on the SAFE asset has increased. So how has that impacted Nisus?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
You're right. Okay. So first of all, our fund performance has been irrespective of the interest rate environment. [Foreign Speech] So still we are able to generate 18% return. Having said that, the current fund, Ni-YAM, that has been launched is looking at generating over 24% returns for its investors. So like I was mentioning, we're looking at early-stage investments including land space investments for short-term as well as other security-backed securities which provide a much higher return on a credit. So definitely the outlook, notwithstanding the interest rate environment, has definitely gone from an average return of about 18% in the hands of investors to roughly about 20%, 22% in the hands of investors, which is higher than any other fund houses' outlook on yield from their portfolio.

Shruti Malpani - Analyst, Aarth AIF
Okay, okay. Understood, sir. And my another question was, so the current launch of the EPC arm for NCCCL in UAE, was this like a planned move since quite some time or there was a recent order book or environment that you saw that it will be started? And post Nisus has maybe reduced its share in NCCCL, so will that -- there will be still a synergy with transaction advisory or how will that work out?

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
So the idea for Nisus Finance is to accelerate all its arms, including NCCCL, to cross-pollination. So wherever there are opportunities within Nisus Finance, more to NCCCL and vice versa. So the

clients -- and this is why I've always said it's a very strong symbiotic relationship. The kind of developers that NCCCL contacts for has not been a traditional client in the fund. But because of the extended relationship that we've built as a construction company, that relationship is now coming to the fund house as well as to the advisory team. Likewise, opportunities that we see in the UAE, including in our own portfolio of assets, today we hold about, almost about INR1,700 crores thereabouts of assets in the UAE which require a significant contracting strength. Likewise, we know of the ecosystem here over the last four years as to what is needed.What is interesting is, in the current time, the competition within EPC in the UAE has gone. Till about January of this year, a number of Chinese firms and global firms were interested in contracting, also contracting in the UAE. Post-conflict and post some of the geopolitical issues, some of these companies have either not been allowed to operate or have withdrawn. That opens up the space for entrepreneurship in a very large way. India has been seen as a preferred partner for business in the UAE over the last one year compared to other nationalities. In fact, there is now a restriction on people being brought from neighboring countries like Sri Lanka, Bangladesh, Pakistan, etc., thereby bringing to focus the construction capabilities and people from India, which is seen as a preferred dominant nation for UAE businesses, including especially in the EPC construction side.So it was always an endeavor to cross-pollinate and grow enterprises synergistically. However, in the last six months, this has become even more obvious, and which is why we quickly went and got a license and we're starting with the operations in the UAE.

Shruti Malpani - Analyst, Aarth AIF
Okay, okay. Understood, sir. Thank you so much.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Thank you.

Operator
Thank you. The next question is from the line of Purva Shah from GrobizFund. Please go ahead.

Purva Shah - Analyst, GrobizFund
Hello, am I audible?

Operator
Yes, please proceed.

Purva Shah - Analyst, GrobizFund
Yes. Thank you for the opportunity. So my first question is on the Nisus core top line. So one is AMC and the second is transaction advisory revenue. So we have seen a slight decline on transaction advisory on Q-on-Q basis and for AMC we have seen Y-o-Y basis as well. So for AMC, the question was from a perspective that we have been able to onboard additional AUM. And yet we have not recognized any carry as of now, as we discussed on the call already. So how do we see this degrowth here? And how do you see it growing from here?

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
Let me take this question, and it's a good question, but your analysis is slightly off. In fact, both advisory and fund income, after adjusting for one-time impact, it has shown Y-o-Y improvement. So just go through the detailed presentation. We have provided detailed trend analysis. And the advisory segment actually have shown a significant growth momentum, which we have maintained

in our communications earlier also, that in distressed situations advisory opportunity increases, and we are seeing that benefit. So both the segments are growing very robustly for us.

Purva Shah - Analyst, GrobizFund
Yes, sir. I have the numbers here with me from your announcement, which is for AMC business we have recognized INR20 crores, INR20.8 crores, and the last year number for the same period was INR45.5 crores. So this is the decline I'm talking about. And for the advisory business...

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
For that also we have mentioned. It is on one-time impact again. If you adjust it, it will answer your question on fund and asset management segment.

Purva Shah - Analyst, GrobizFund
Okay. And on the advisory business, sir?

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
On advisory, it is already growing here. It's already growing.

Purva Shah - Analyst, GrobizFund
So H2, which was last year H2, it was INR47.5 crores and this H1 it is INR42.5 crores. How do we see for H2 this number?

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
As I said, it is about transactions to transactions and H1 to H1. H2 typically is more active period for us which we have maintained. And this year H2, you will compare it with this year's H2. Compare it with H1 to H1 and H2 to H2. Okay. Because deal activity period becomes more active towards the later half of the year.

Purva Shah - Analyst, GrobizFund
Okay, okay. Understood, sir. And just one last question on the NCCCL side. What are the working capital days that company is working on? And how and when do you see NCCCL becoming cash flow positive?

Manish Meena - Director, Strategy and Corporate Affairs, Nisus Finance Services Co Ltd
We have provided the consol cash flow. And on standalone as well, the company is already cash flow positive. The -- you need to understand the balance sheet in more granular details because of the mobilization advances the company receives from customer and subsequently advances which it needs to give for its vendors for newer opportunities, we need to make certain adjustments to come to the right working capital cycle. In fact, on an adjusted basis, it is -- across the industry, it is at a very robust working capital conversion cycles. We are further improving on that. But given accounting treatments of mobilization advances on retention money, etc., etc., which adds into their trade receivables and trade payables. Hence, on comparative basis, it looks very high.

Purva Shah - Analyst, GrobizFund
Okay. Understood, sir. Thank you for the opportunity.

Operator
Thank you. Ladies and gentlemen, that was the last question. I would now like to hand the conference over to the management for closing comments.

Amit Goenka - Founder, Chairman & Managing Director, Nisus Finance Services Co Ltd
Thank you very much, Sakshi, for this. And I thank you again, friends, for taking time this morning to understand the performance of your company. I do believe that there may be additional questions or queries. Do please send in your emails to Go India Advisors or to Nisus Finance Investor Relations team. We'll be certain to get back to you with a appropriate response to answer these queries.We're excited about what we'll see for ourselves in the coming time. We're grateful for what we have been able to achieve so far. It is with the support of the team, both at Nisus Finance Services and NCCCL, that we've been able to chart a very depth and a very sustainable high-growth story. We do believe that we are in a very strong situation. We are poised for significant growth. We are being looked at and upon by the largest global players as partners, both in India as well as the UAE, which will accelerate our volumes, which will accelerate our margins, which will accelerate our presence across geographies, markets and products. And we are excited about these partnerships that are likely to continue to culminate in our favor as we stand out as one of the most unique urban infrastructure finance integrated players in India and expanding our footprint in the GCC region. Thank you again very much and wish you all a lovely day ahead and the rest of the quarter.

Operator
[Operator Closing Remarks]