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milestone of INR 10,000 Crore in AUM while we believe that “Every time we reach a milestone, we have just begun”.

What specific data-driven and technology-enabled initiatives has the company implemented to improve its business resilience?

In the rapidly evolving landscape of digitalization & data analytics, MAS recognizes the importance of staying aligned with market practices. The company endeavours to seamlessly integrate digital solutions in the areas of operations, processes, and credit appraisal.

At present, digitalization has been implemented across the spectrum from origination till disbursement & collection enabling faster process. The company has collaboration with 25+ APIs for authentic data sourcing including credit bureau data, bank statements, account aggregator, GST data etc. These authentic data sourcing have enabled better & faster credit assessment leading to significant reduction in TAT and improvement in opex cost.

As the next step, the company plans to leverage artificial intelligence (AI) and business rule engine (BRE) into its IT system for data crunching and analytics leading to improved & faster credit screening through available data from various internal & external sources.

MAS believes technology will be the enabler for faster process, better credit

analysis and offerings while adequate manual human efforts will always be required.

What are your company's top priorities for creating value for its stakeholders in the next five years?

With our consistent and steady growth philosophy, the company target to grow AUM at 20% to 25% CAGR over the next five years and will continue to focus on priority of quality of assets, profitability, and growth. The company targets sustained profitability with ROA in the range of 2.75% to 3.00% and ROE in the range of 16% to 18% going ahead. MAS will further increase the digitalization across business verticals and processes for better credit analysis, faster processes, and reduction in operating costs. The company will continue to emphasize on robust risk management & internal control / compliance structure, nurturing human capital, and ESG aspects.

What are the key factors that have contributed to MAS Financial Services success in recent years, highlighting key milestones and achievements?

We at MAS have belief that “Consistently and Steadily is the fastest way to reach where you want to” and have always prioritized asset quality and profitability over the growth. Backed by this philosophy, over the last 28 years the company has delivered AUM and PAT growth of 36.12% CAGR and 40.07% CAGR respectively with robust asset quality. The company has demonstrated consistent compounding performance across cycles over two and half decades. One of the key factors for driving this performance is the company has always believed in “Extending the credit where it's due” and serve the unbanked population in the semi urban and rural areas.

The journey of MAS started with only two products and INR 2 Crore AUM in 1995 and currently the company has multiple products offering and crossed INR 9500 Crore in AUM in Q2 of FY2023-24. The company is striking distance of crossing a very important