

To,  
Department of Corporate Relations,  
**BSE Limited,**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 001

**Dated: August 10, 2022**

Ref: (MONEYBOXX | 538446] INE296Q01012)

**Subject: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in terms of other applicable laws, if any, please find the Investor Presentation for Q1 (FY 2022-23) Financial Results ending **June 30, 2022**.

This is for your information and records.

This will also be hosted on Company's website at [www.moneyboxxfinance.com](http://www.moneyboxxfinance.com)

Thanking you,

Yours faithfully

For **Moneyboxx Finance Limited**



**(Bhanu Priya)**  
**Company Secretary and Compliance Officer**

**M.no- A36312**

**Date: August 10, 2022**

**Place: Gurugram, Haryana**



# MONEYBOXX FINANCE LIMITED

Investor Presentation

Financial Results: Q1 FY23 ending June 30, 2022

10 Aug 2022



## Disclaimer

This document may contain certain forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable considering its operating experience in recent years. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company.

Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose.

# Agenda

## Highlights of Q1 FY23

### About the Company

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**Moneyboxx Finance Limited** –  
Fast-growing, new-age NBFC

Target Market & Opportunity

Our differentiated & proven model



**Operations Snapshot** –  
Balanced Business Model

### Business Performance Update

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**Disbursements** – Improving productivity, new branches, launch of Secured products and co-lending to drive growth



**Diversified AUM** – focus on borrowers in essential sectors and granular portfolio paying off



**Robust Asset Quality & High Collection Efficiency** - remains one of the best in industry even during stress periods

### Review of Financial Position

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**Prudent Capital Management**

Strong Capital Adequacy  
Raised Tier-I Equity Capital in Q1



**Income Statement**



**Other Updates** – Funding sources; Impact Initiatives

# Who we are – Moneyboxx Finance Limited

Building a scalable and profitable business with financial inclusion at heart

## Fast-growing, tech-driven, BSE-listed NBFC

- ✓ Small **unsecured business loans** ₹ 70k-300k in Tier-3 and below places
- ✓ **Secured** business loans ₹ 200k-700k from Q1 FY23
- ✓ Started in Feb'19, operating in **5** states with **39** branches as of Aug'22
- ✓ Current AUM of ₹ **132.2** crores (Jun'22) and served more than **15,000** borrowers

TARGET FY27:



**117% AUM CAGR**  
₹ 5,700+ crores



**11x branches**  
330 branches

## Funding Livelihoods not Lifestyles, Transforming Lives

- ✓ Serving the most underserved segment i.e., **'The Missing Middle'**
- ✓ **Sustainable impact** beyond just capital
- ✓ Enabling **2x growth** in disposable income of borrowers in 3 years



## MISSION STATEMENT

To deliver easy, cost-efficient and technology driven financing solutions to aspiring micro enterprises



## VISION STATEMENT

To be "The Lender of Choice" for deserving micro enterprises in India



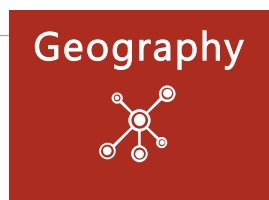
# Target Market: MFI+ Segment

Moneyboxx addressing credit needs of under-served Micro & Small Enterprises (MSEs) in Tier-III & beyond

▶ **Targeting the Missing Middle** – Deserving micro and small enterprises with unmet credit needs, often those graduating from group borrowing (MFI) to individual borrowing

▶ **Customers across sectors with focus on essential:** Livestock, Kirana, Trading (retailers other than Kirana) and Small Manufacturers

▶ **Tier 3 cities and below** with initial focus on Rajasthan, Punjab, Haryana, Madhya Pradesh and Uttar Pradesh



## Unsecured business loans

- ▶ Ticket size: INR 70,000-300,000
- ▶ Lending Rate: 28% + PF
- ▶ Shorter tenure: 12-36 months

## Secured business loans

- ▶ INR 2-7 Lakhs from Q1FY23

- ▶ **'Direct-to-customer' (No DSA):** Direct sourcing leads to better customer understanding and long-term relationship
- ▶ Entirely **digital** (paperless) process from lead generation to disbursement

# We are solving a huge problem

Meeting credit needs of the Missing Middle



- ✓ Unsecured business loan of ₹ 0.7 Lac – 3 Lacs
- ✓ MFI borrowers graduating to individual borrowing
- ✓ Less than 3 notable & focused players in this segment
  
- ✓ ₹ 2 Lacs – 7 Lacs, secured loans from Q1 FY23
- ✓ Very few players addressing this segment as well

# Size of the problem and the opportunity

## Huge addressable market for Moneyboxx

Micro Enterprises face a huge credit gap of ₹ 8 trillion ^

## Why is there a huge credit gap?

### Demand-side (borrowers)

- + Lack of credit history
- + Inadequate business documentation (ITR, GST, Banking)
- + Inability to provide collateral

### Supply-side (lenders)

- + Perceived as a high-risk segment by financial institutions
- + High transaction costs
- + Outdated, unfeasible underwriting processes
- + Inadequate technology usage
- + Weak collections

^ Source: IFC Report 'Financing India's MSMEs: Estimation of Debt Requirement of MSMEs in India' Nov 2018

Micro enterprise as previously defined in the MSMED Act, 2006 based on the initial investment of the enterprise in plant and machinery or equipment. Micro enterprise definition: For a manufacturing enterprise, investment up to INR 2.5 m. For a service enterprise, investment up to INR 1 m.

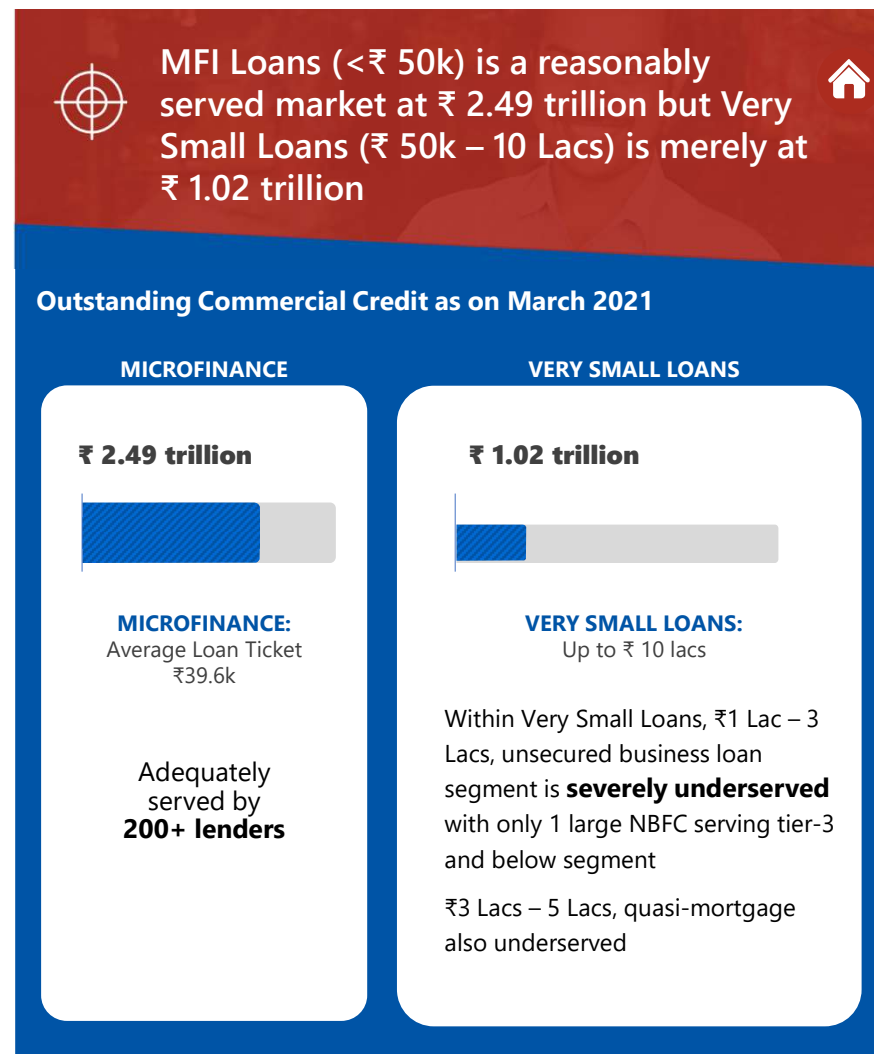


Chart Data Sources: TransUnion CIBIL, SIDBI MSME Pulse Report, June 2021 | Equifax-SIDBI Microfinance Pulse Report, Vol IX – July 2021



# Moneyboxx has a proven business model to execute MFI+ Loans



## Competitive advantages of MONEYBOXX



### On-ground presence

Solid understanding of local economies, clusters and sectors



### Origination: Direct-to-customer

No DSA. Direct sourcing leads to better customer understanding and long-term relationship



### Robust underwriting

In-depth analysis of customers using non-traditional & non-financial alternative data sources & sector-specific inputs



### IT-enabled decision-making

Strong analytics, digital processes

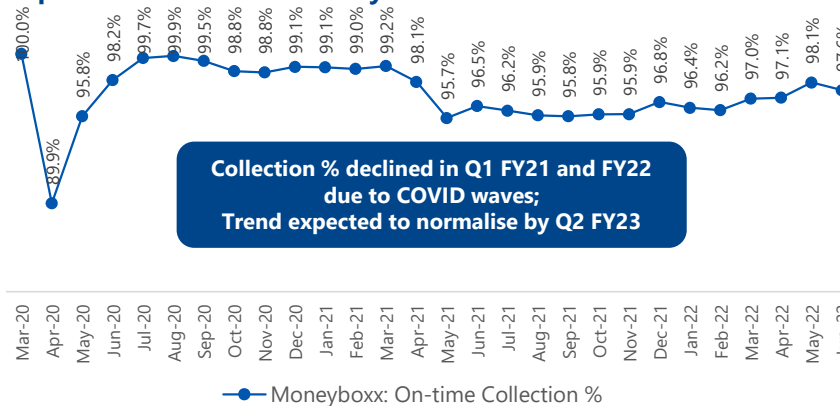


### Leveraging local team & intelligence Strong Collection Mechanism

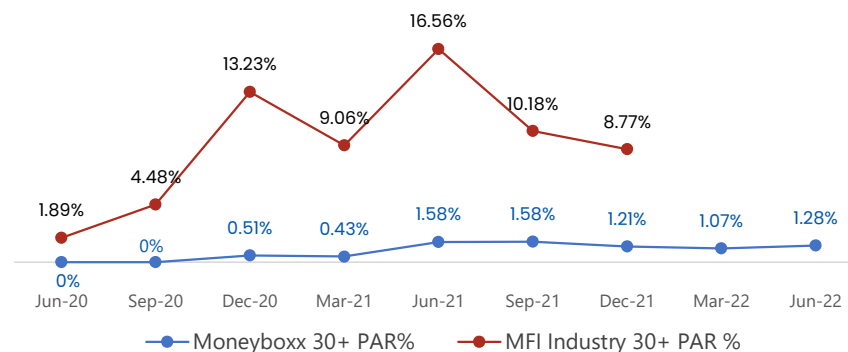
## Proven underwriting capabilities and collection efficiency amidst the most challenging environment



### Exceptional Collection Efficiency



### Robust asset quality despite pandemic





## Q1 FY23: Results at a glance

~100% income growth over last year and strong capital position with equity infusion in Q1

Results at a glance:	Q1 FY23	Q4 FY22	Q1 FY22	% YOY	% QOQ
Quarter ending	30-Jun-22	31-Mar-22	30-Jun-21		
<b>Operations</b>					
Branches	31	30	22	40.9%	3.3%
Headcount	392	313	234	67.5%	25.2%
<b>Business (₹ crore)</b>					
Disbursements	30.39	46.85	0.55		-35.1%
AUM #	130.18	119.05	53.26	144.4%	9.3%
<b>Key Financials (₹ crore)</b>					
Total Income	8.48	7.62	4.25	99.4%	11.2%
Profit after taxes	-1.60	-0.42	-1.08		
<b>Balance Sheet (₹ crore)</b>					
Total assets	168.17	140.60	77.18	117.9%	19.6%
Equity	53.28	34.51	23.07	131.0%	54.4%
Debt	103.81	90.99	49.71	108.9%	14.1%
Subordinated Debt	6.53	6.53	2.11	209.4%	0.0%

- ▶ 144% growth in AUM over last year driven by improving productivity & new branches
- ▶ ~ 2x Total Income growth led by rising scale of operations
- ▶ Q1 FY23 Loss increased mainly due to annual salary revision effect and hiring for new branches
- ▶ Stronger capital position after Equity raise of ₹ 20.77 crore in Q1

Key Ratios	Q1 FY23	Q4 FY22
Quarter ending	30-Jun-22	31-Mar-22
<b>Profitability</b>		
NIM % (Note 1)	13.1%	14.1%
ROA (annualised)	-4.1%	-1.2%
<b>Asset Quality</b>		
Gross NPA (90+ PAR%)	0.79%	0.62%
Net NPA (90+ PAR%)	0.39%	0.31%
Write-offs (Note 2)	0.18%	0.32%
<b>Capital Adequacy</b>		
Total Capital (% of Loan Assets)	43.76%	30.59%
Leverage (TOL/TNW)	2.34	3.43

Note 1: NIM as % of Average Interest-earning assets (Loans, FD, FLDG assets)

Note 2: Quarterly loan write-offs as % of Average Loan Book

- ▶ Solid unit economics with high NIM %
- ▶ NIM % moderated in Q1 due to higher liquidity after equity raise
- ▶ Robust asset quality with less than 1% GNPA and low write-offs
- ▶ Strongly capitalized for growth with ₹20.77 crore equity raise in Q1FY23

# Note: AUM as on 30.06.2022 includes co-lending/managed book of INR 6.07 crore

# Journey so far – Robust systems & processes ensured success despite COVID



Successfully scaled up operations in a span of three years



BRANCHES	Jun'21	Mar'22	Jun'22	Aug'22
Rajasthan	8	10	10	10
Madhya Pradesh	5	7	7	11
Haryana	5	7	8	9
Punjab	4	5	5	6
Uttar Pradesh	-	1	1	3
<b>Total</b>	<b>22</b>	<b>30</b>	<b>31</b>	<b>39</b>

## We today are...

Data as of June 2022



**39 branches (Aug'22)**



**12,922 live customers**



**392 employees**



**₹ 132.2 crores AUM #**



**₹ 232.2 crores disbursements**



**20 lenders**

## Transforming lives



**15,032 borrowers funded**



**40% women borrowers**

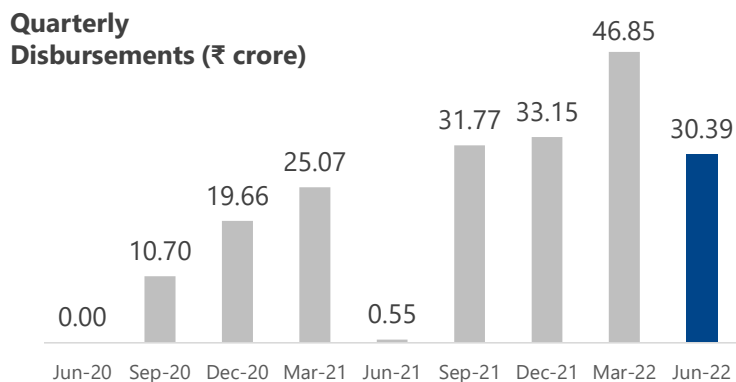
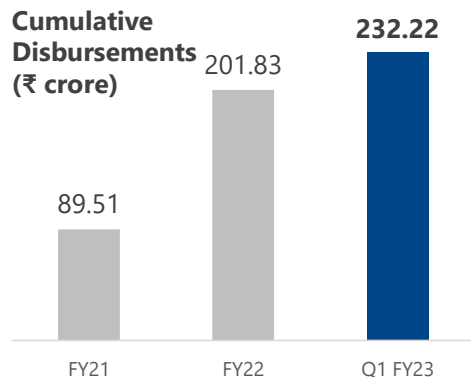


**40% new-to-credit**

# Note: AUM before Ind-AS adjustments; AUM as on 30.06.2022 includes co-lending/managed book of INR 6.07 crore

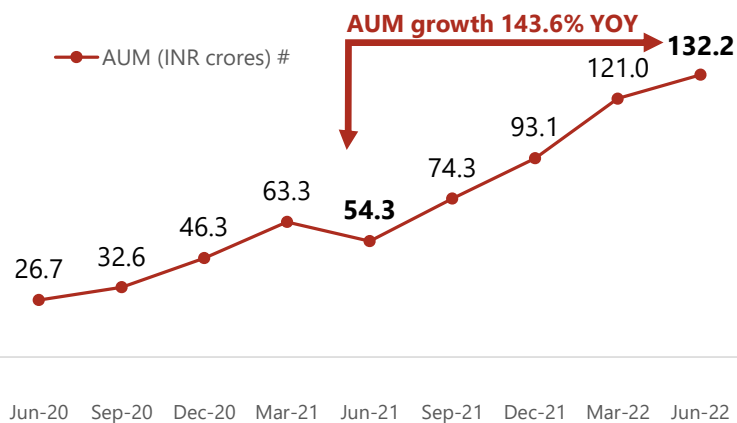
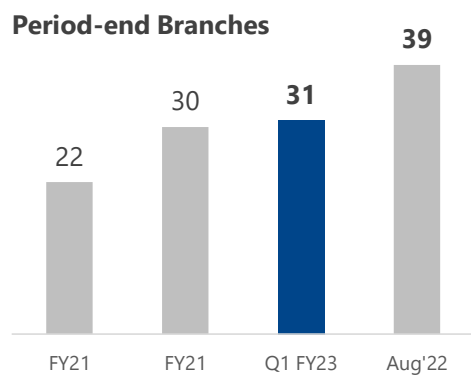


## Business expected to grow strongly with improving productivity, launch of secured product, new branches and improved liquidity with co-lending



Successfully migrated to cloud-based LMS and fully integrated Co-lending

Business improving and long-term prospects remain favorable



Robust AUM growth due to strong business growth and ...

... rising branch productivity (1.76x increase in AUM per Branch)

# Note: AUM before Ind-AS adjustments; AUM as on 30.06.2022 includes co-lending/managed book of INR 6.07 crore

Branch Productivity	Jun'21	Jun'22
Period-end Branches	22	31
Branches (over 3-month vintage)	22	30
<b>AUM per Branch:</b>	<b>₹ 2.5 crore</b>	<b>₹ 4.4 crore</b>

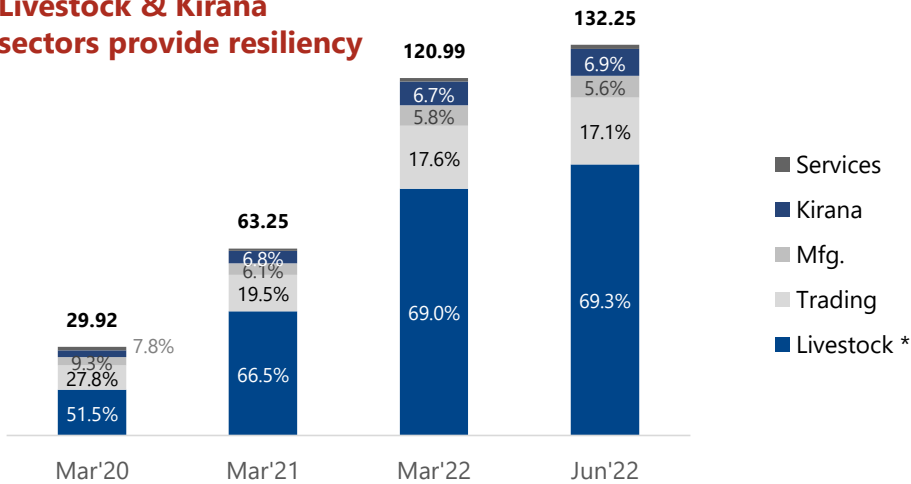
# Diversified AUM across sectors and geographies

Focus on essential sectors provide stability



**Livestock & Kirana sectors provide resiliency**

AUM by Sectors (INR crores) #



**Focused more on essential sectors** amidst pandemic leading to high collections and resilient asset quality

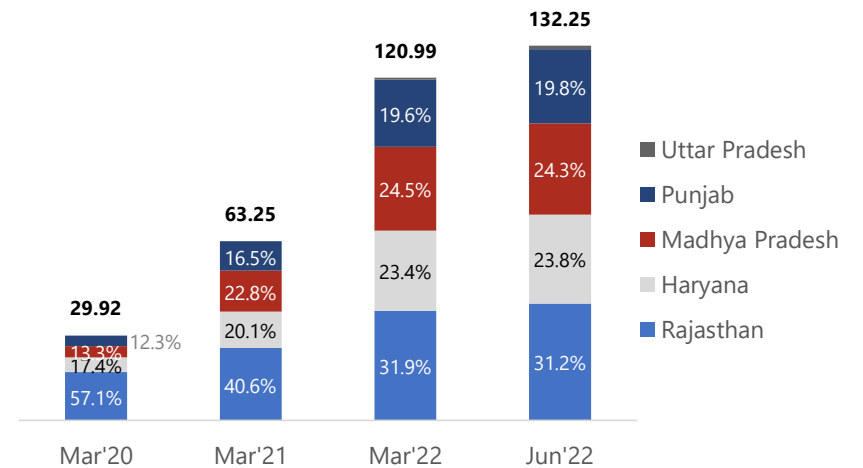
**\*Livestock customers have multiple sources of income including agri-income from farmland**



**Geographic diversification lends stability**

**Improved geographic diversification** with no single state accounting for more than **32% of AUM**

AUM by States (INR crores) #



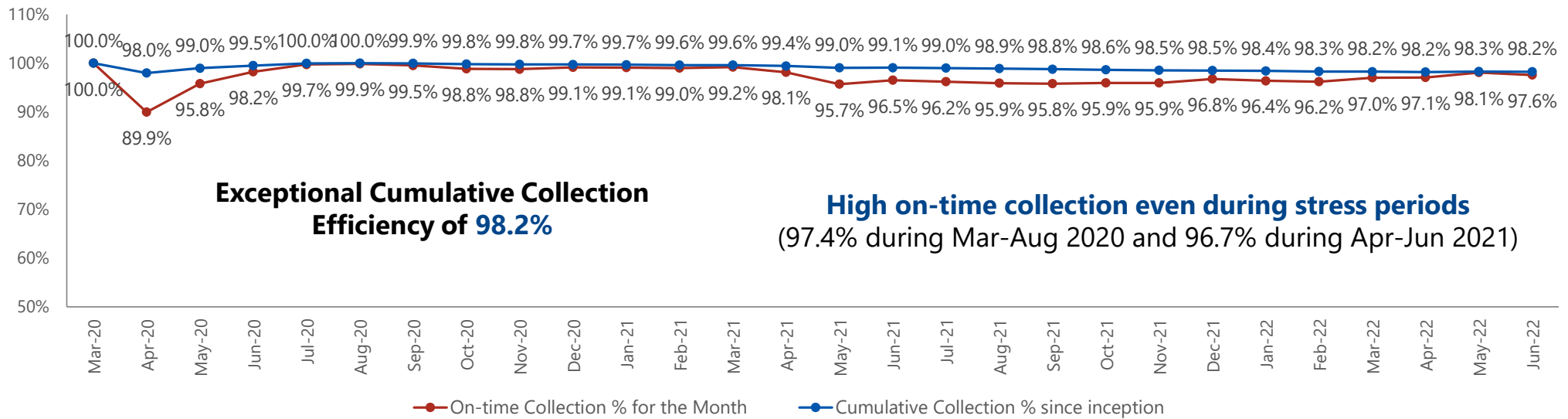
# Note: AUM before Ind-AS adjustments; AUM as on 30.06.2022 includes co-lending/managed book of INR 6.07 crore

# Exceptional collection efficiency even during stress periods

Testimony of strong underwriting standards and collection efficiency at Moneyboxx



**Collection % declined from April 2021 due to severe lockdowns in Q1 FY22 & no moratorium. Trend expected to normalise from Q2 FY23 onwards with improving outlook**



# Prudent Capital Management

Stronger balance sheet after Equity fund raise of ₹ 20.77 crore in Q1 FY23



## Continuous validation of model by lenders

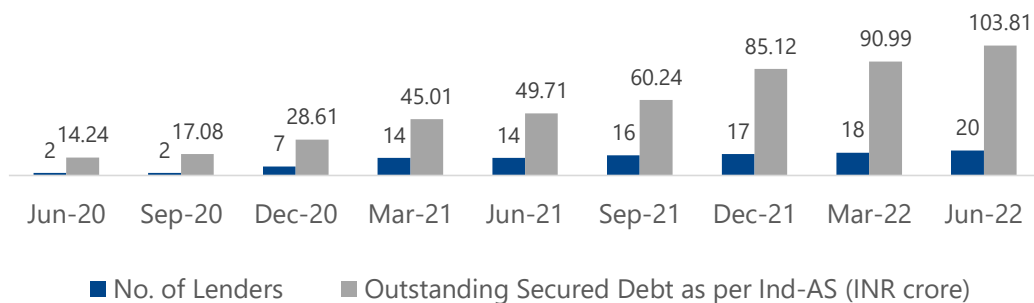
Debt Raised (INR crore)	Up to Mar-20	Up to Mar-21	Up to Mar-22	Up to Jun-22
Term Loans	17.50	59.00	135.50	158.50
PTC Securitisation	-	-	15.81	25.68
Subordinated Debt	-	-	6.61	6.61
<b>Total Cumulative Debt Raised</b>	<b>17.50</b>	<b>59.00</b>	<b>157.92</b>	<b>190.79</b>
Total raised during period	17.50	41.50	98.92	32.87



Supported by **20 lenders**, including **3 banks** (DCB Bank, IDFC First Bank, AU SFB), leading NBFCs, and a global impact fund: Caspian Debt



Debt raising capacity improving and funding costs to decline with maturing relationships with existing lenders and expected addition of **multiple banks**



## Adequately capitalized for growth

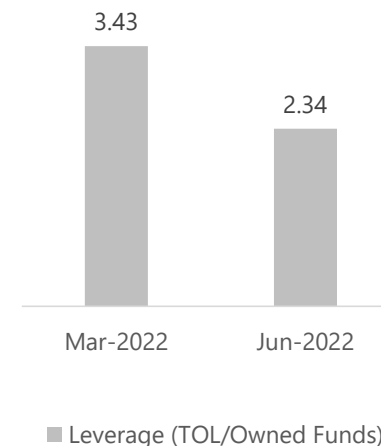
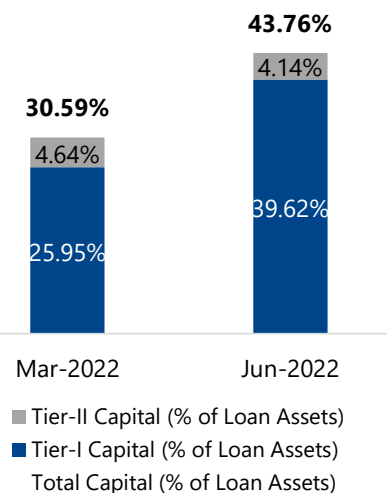


### Strong Capital Adequacy:

**43.76%** as of Jun'22

Strengthened capital position with:  
**₹ 20.77 crore** of Tier-I Equity Capital in Q1 FY23  
**₹ 14.42 crore** of Tier-I Equity Capital in Q3 FY22

Plans to raise further Capital to support growth plans



# Income Statement



Income Statement (INR crore)	Q1 FY23	Q4 FY22	Q1 FY22	% YOY	% QOQ
Quarter ending	30-Jun-22	31-Mar-22	30-Jun-21		
(a) Interest Income	8.35	7.51	4.20	98.7%	11.1%
(b) Sale of Services	0.12	0.10	0.05	177.1%	22.3%
<b>Income from Operations</b>	<b>8.47</b>	<b>7.61</b>	<b>4.25</b>	<b>99.5%</b>	<b>11.3%</b>
(c) Other Income	0.00	0.01	0.00		
<b>Total Income (I)</b>	<b>8.48</b>	<b>7.62</b>	<b>4.25</b>	<b>99.4%</b>	<b>11.2%</b>
Finance Cost	4.03	3.58	1.80	124.0%	12.8%
Employee Benefits Expenses	4.57	3.48	2.60	76.1%	31.4%
Other Expenses	1.24	1.40	0.59	109.1%	-10.9%
Depreciation & amortisation	0.34	0.25	0.22	52.2%	35.9%
Impairment on financial instruments	0.37	0.47	0.13	182.7%	-22.6%
<b>Total Expenses (II)</b>	<b>10.55</b>	<b>9.17</b>	<b>5.34</b>	<b>97.5%</b>	<b>15.1%</b>
<b>Profit/(loss) before taxes (I-II)</b>	<b>-2.08</b>	<b>-1.55</b>	<b>-1.09</b>	<b>90.0%</b>	<b>34.2%</b>
Deferred Tax Expenses	-0.48	-1.13	-0.01		
<b>Profit/(loss) after taxes</b>	<b>-1.60</b>	<b>-0.42</b>	<b>-1.08</b>	<b>47.6%</b>	<b>280.0%</b>



# Q1 FY23 – Other Important Updates



## Diversification of funding sources and lowering of funding cost

**Co-lending** started with **Vivriti Capital** from Q1 FY23 with monthly commitment of **INR 20 crore**. Co-lending with **MAS Financial** of **INR 5 crore** planned from Aug'22

**Bank funding:** Added **IDFC First Bank** in Q1 FY23

**Securitization:** Third PTC transactions of ₹ 9.87 crore closed in Q1 FY23

**Further banking partnership** discussions ongoing



## Equity capital raise

**Raised ₹ 20.77 crore Equity** from non-promoter investors in Jun 2022

**Raised ₹ 14.42 crore Equity** from non-promoter investors in Dec 2021

Ongoing discussions for raising further Equity capital for growth



## Other Updates

**Secured lending:** Launch of quasi-secured and secured lending products from Q1 FY23

Expanded **Branch Network to 39** as of Aug'22 (added 9 branched in YTD FY23)

Ongoing **impact initiatives** (vet doctor consultancy for livestock borrowers)

Launch of **CSR partnership** (agro-forestry) to boost agriculture income of borrowers



# THANK YOU



## Corporate Office Address

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