

07th August, 2020

The Manager,
Department of Corporate Services
BSE Ltd.
1st Floor, Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai - 400001

Scrip Code: 532745

Dear Sirs,

Sub: Investor Presentation for the Q1 Results of FY 2020-2021

Ref: Our Letter dated 28th July, 2020

Further to the reference cited above, we are enclosing herewith Investor Presentation on the Financial Results for the Quarter ended 30th June, 2020.

You are requested to take the same on your records.

Thanking You,

Yours Faithfully,

For Inditrade Capital Limited



Vinod Mohan
Company Secretary cum Compliance Officer



Encl:A/a

Inditrade Capital Limited



Investor Presentation Q1 FY20-21

inditrade
F i n a n c i n g P r o g r e s s



Disclaimer

Certain statements in this document that are not historical facts are forward looking statements. Such forward looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Inditrade Capital Limited will not be in any way be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

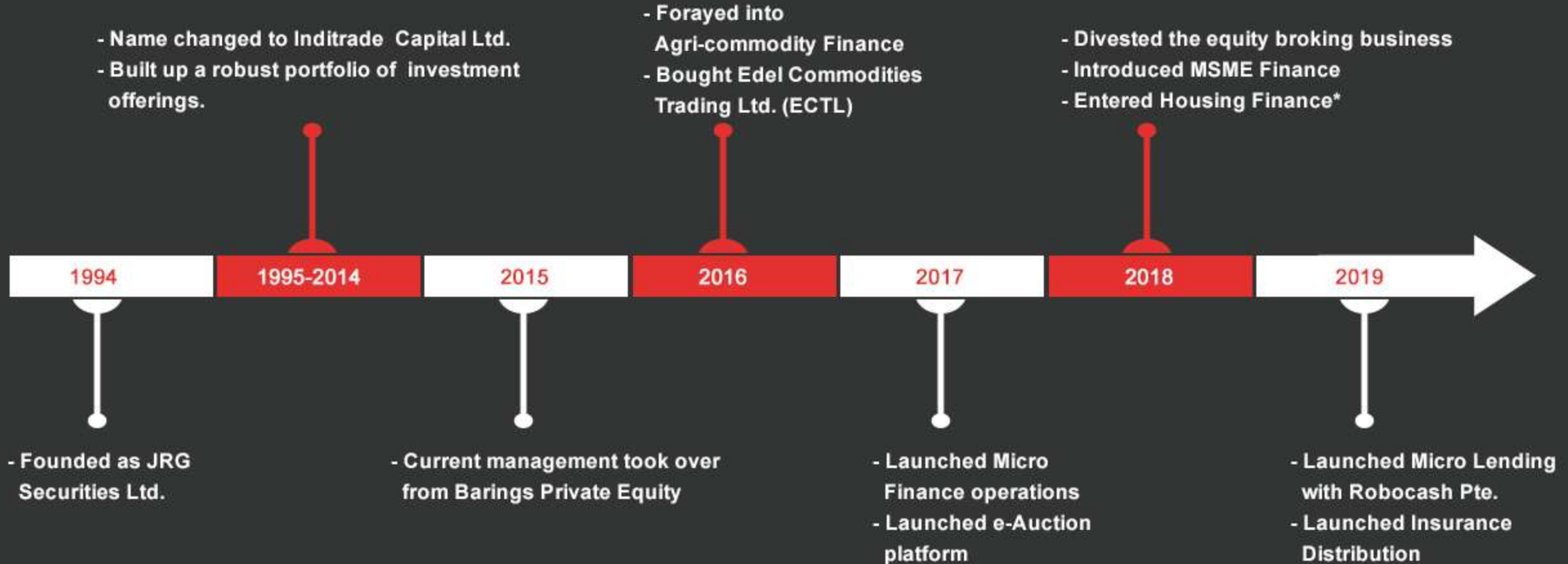


Contents

- Company Overview
- Performance Update – Q1 FY20-21
- Business Verticals Update
- Others

COMPANY OVERVIEW

Our Milestones



Products Snapshot

MSME Finance

- Business Loans
- Upto INR 50 lakh
- Processed within 72 hours
- Credit underwriting through alternate means

Micro Finance

- Micro business loans
- Upto INR 10,000 to 60,000
- Joint liability group based lending
- Diversified product range to suit all requirements

Micro Lending

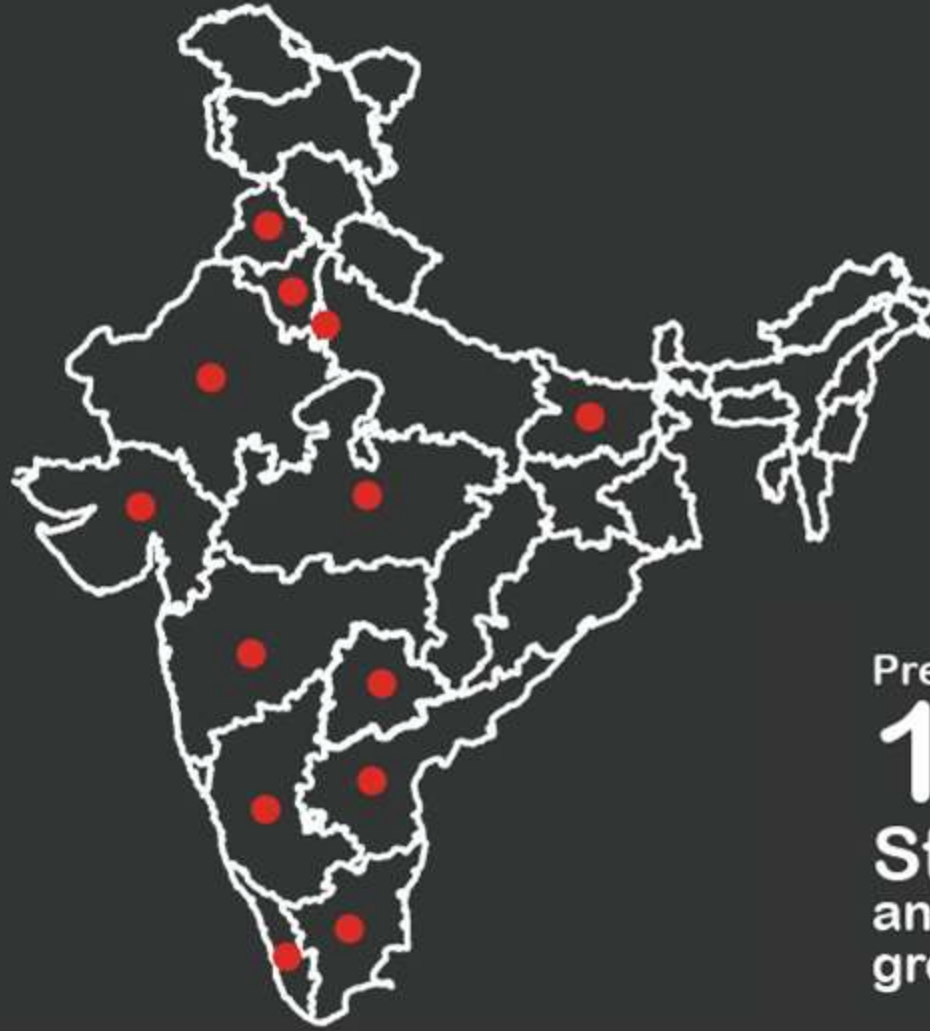
- Individual Loan
- Upto INR 25,000
- Processed within 15 minutes
- Completely online process
- Credit underwriting through alternate means

Agri-commodity Finance

- Loan against non-essential commodities
- Upto INR 5 crore
- Evaluation through exchange accredited warehouses
- Price hedged in exchange

Phygital Approach

Our Footprint
Today



Present in
13
States
and
growing

Lending Partners

<p>Bank Borrowings</p>	        <p>We understand your world</p>
<p>Non - Bank Borrowings</p>	           
<p>Securitization/ DA/ BC Partner</p>	        <p>Belstar</p>

Financial Performance update

Q1 FY 20-21

FY 2019-20 Financial Performance Highlights

Total AUM stands at INR 449.64 Cr

Balance Sheet Size as on June 2020 is INR 479 Cr

Gross Total Income for Q1 FY20-21 is INR 28.7 Cr

Profit before Tax and COVID Provision stands at INR 6.9 Cr

Profit before Tax after COVID Provision stands at INR 3.5 Cr

Income Statement - Consolidated

Inditrade Capital Limited (Consolidated)	(All amounts in INR Crore)					
	2020-21	2019-20				
Particulars	Q1	Q4	Q3	Q2	Q1	FY 2019-20
Revenue	28.64	44.35	33.25	33.19	26.88	137.67
Less:- Expenses	21.81	40.28	27.22	27.80	21.61	116.91
Profit Before Tax and COVID Provision	6.83	4.07	6.03	5.39	5.27	20.76
Less :- COVID Provision	3.39	-	-	-	-	-
Profit before Tax	3.44	4.07	6.03	5.39	5.27	20.76

FY 2020-21 – Consolidated Profit & Loss Statement

As per Ind AS
Amt. Rs. in Cr
Ind AS

Particulars	For the period ended 30 June	FY 2019-20
	2020	
Interest Income	25.3	107.6
Sale of Services	0.7	4.9
Fee & Commission Income	0.7	1.8
Gain on de-recognition of financial instruments	0.0	1.2
Other Income	2.0	22.0
Gross Total Income	28.7	137.4
Finance Costs	7.2	34.1
Net Total Income	21.5	103.3
Employee Benefit Expenses	10.1	42.9
Depreciation & Amortization	0.8	2.2
Other Expenses	4.1	31.8
Impairment on financial instruments	(0.4)	5.9
Profit before Tax from Continuing operations	6.9	20.5
Profit / Loss before Tax from discontd. operations	-	0.3
Profit before tax and exceptional item	6.9	20.8
Income from exceptional Item	-	-
Total Profit before tax and COVID Provision	6.9	20.8
COVID Provision	3.4	-
Profit Before Tax after COVID Provision	3.5	20.8
Less: Tax Expense	1.0	6.3
Total Profit After Tax for the Period	2.5	14.4

June 2020 – Consolidated Balance Sheet

As per Ind AS Amt in Cr

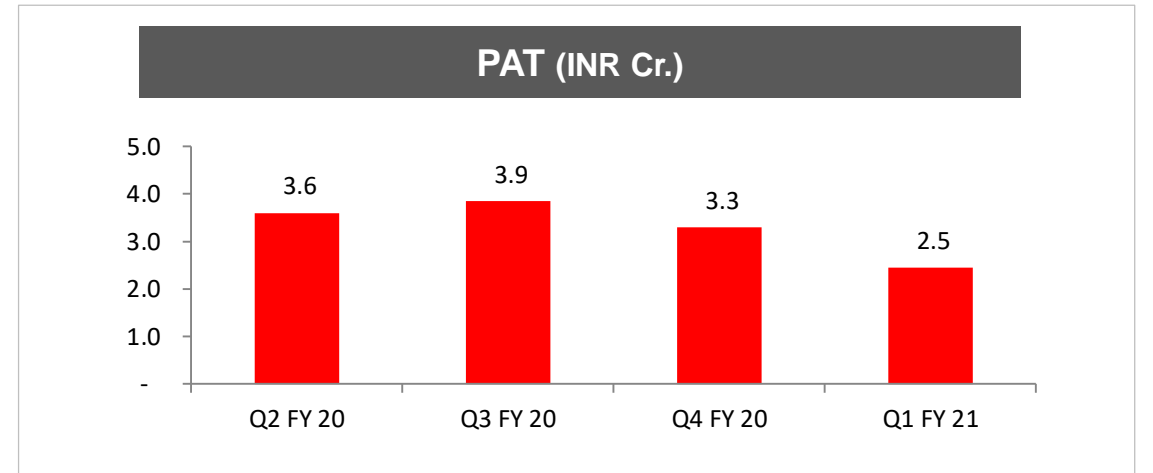
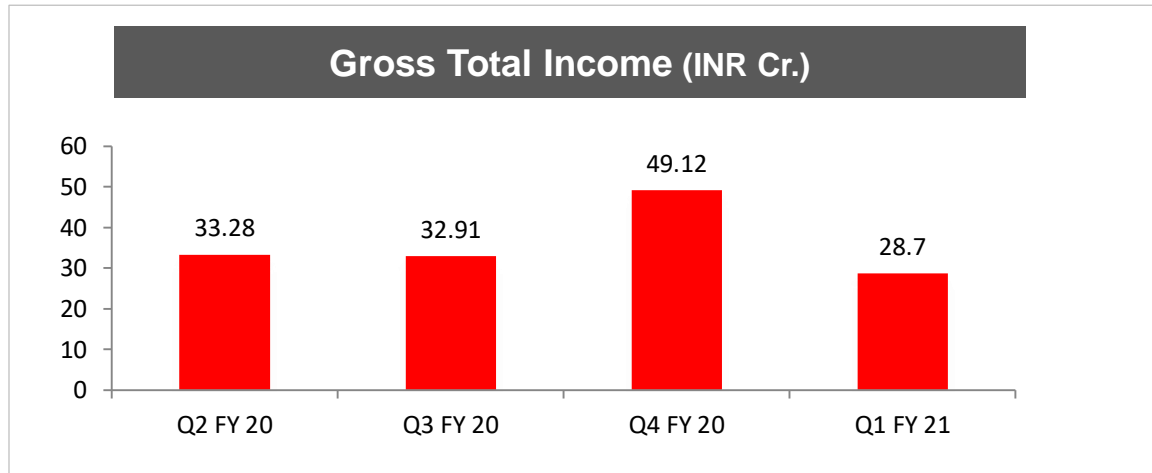
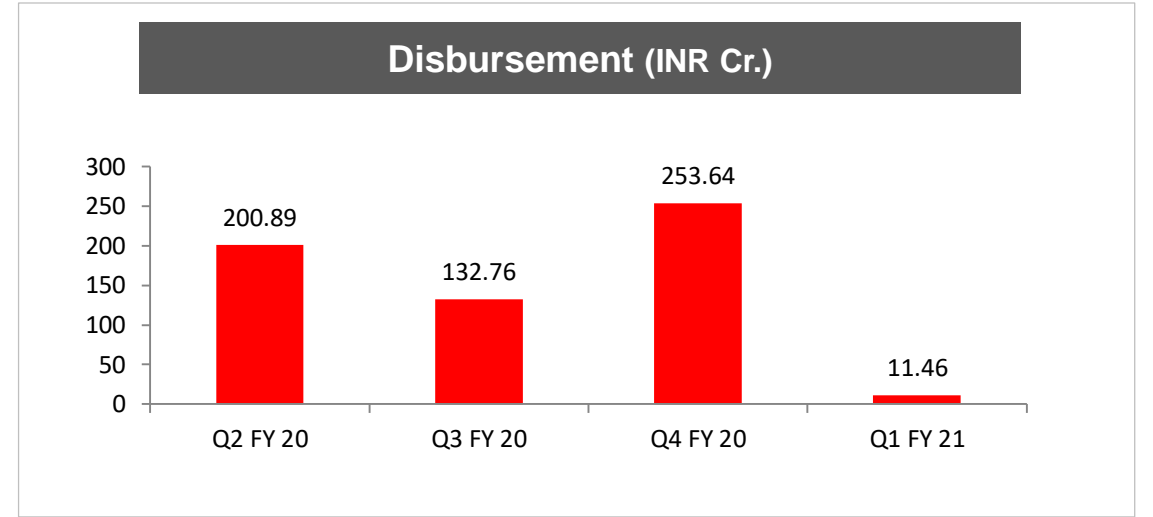
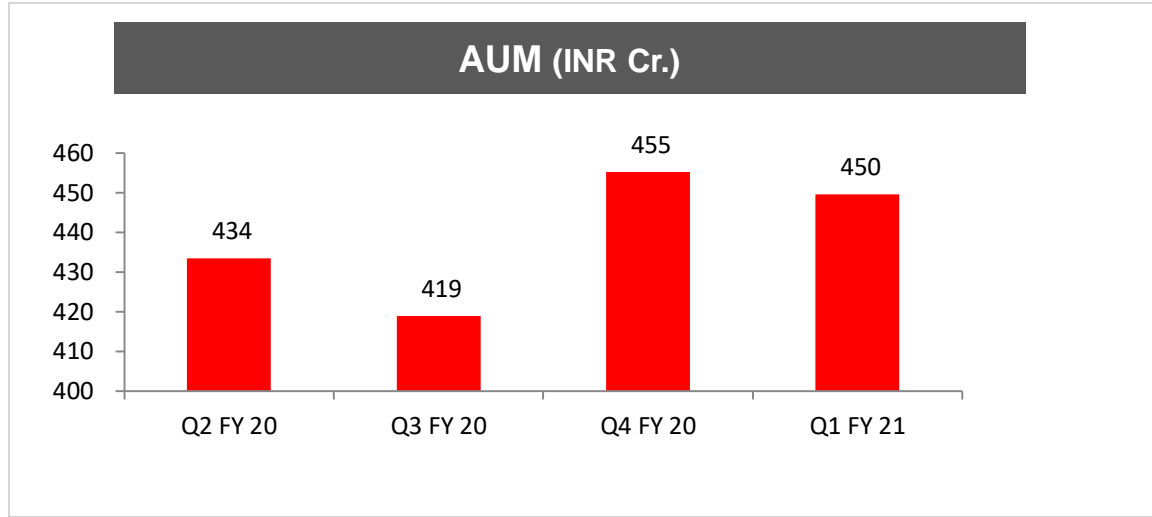
ASSETS	June-20	Mar-20
Financials Assets		
Cash & Bank Balance	55.9	55.3
Receivables	2.7	3.5
Loans & Advances	309.3	307.0
Investments	0.9	1.0
Other Financial Assets	34.8	30.8
Total Financial Assets	403.6	397.6
Non- Financials Assets		
Inventories	45.4	36.7
Current & Deferred Tax Assets (Net)	6.3	6.6
Property, Plant and Equipment	3.5	3.7
Intangible assets & Goodwill on consolidation	2.1	1.9
Right to Use Asset	4.0	3.3
Other non financial assets	14.1	11.9
Total Non- Financial Assets	75.4	64.1
Total Assets	479.0	461.7

LIABILITIES	June-20	Mar-20
Equity Share Capital	23.3	23.3
Reserves & Surplus	105.8	103.8
Non controlling Interest	61.2	60.4
Total Shareholders Funds	190.3	187.5
Financial Liabilities		
Payables	24.1	30.1
Borrowing & Debt Securities	176.5	158.8
Subordinated Liabilities	49.3	48.1
Other financial liabilities	32.5	31.8
Total Financial Liabilities	282.4	268.8
Non- Financial Liabilities		
Current tax liabilities	3.1	2.1
Provisions	1.7	1.5
Other non-financial liabilities	1.5	1.9
Total Non- Financial Liabilities	6.3	5.4
Total Liabilities & Equity	479.0	461.7

Portfolio Performance

Particulars	Micro Finance	MSME	Micro loans	Agri	Total
Outstanding Gross Portfolio as on 31st March 2020	296.39	75.93	44.55	38.41	455.28
Interest Accrued	3.16	0.29	-	-	3.44
Gross Portfolio - 1st April 2020	299.55	76.22	44.55	38.41	458.73
Disbursement	-	0.01	8.96	2.49	0.00
Interest Accrued	18.05	4.53	-	1.11	0.00
Collection in Q1			-	-	-
Collection on account of Principal	21.80	6.26	10.52	-	0.00
Collection on account of Interest	4.21	1.43	5.60	-	0.00
Closing Portfolio			-		-
Principal Loan	274.59	69.69	42.98	40.90	428.16
Interest Accrued	16.99	3.39	-	1.11	21.49
Portfolio as on 30th June 2020	291.58	73.07	42.98	42.01	449.64

Q1 FY20-21 QOQ – Performance Update



Cost of Borrowings

Segment wise average cost of Borrowings:

Microfinance	-	14.88%
MSME Finance	-	10.97%
Agri Commodity	-	9.56%

Provision on Portfolio

Segment	Gross NPA%	Net NPA %
MSME	1.89%	0.20%
Microfinance	1.02%	0.00%
Micro Loans	0.00%	0.00%
Agri Commodity	0.00%	0.00%

Portfolio and Debt Details – ICL Consol

Particulars	Amount (in Cr)
Own Portfolio	317.08
Managed Portfolio	132.56
AUM	449.64

Term Loan	144.83
Sub-Ordinate Debt	49.32
Total Debt	194.15
DA PTC	132.56
Total Debt & DA PTC	326.71

Net Owned Fund	190.28
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Debt Equity Ratio	1.02
Solvency Ratio (Including DA/PTC/Partnership)	72.66%
Solvency Ratio (Excluding DA/PTC/Partnership)	61.23%

Portfolio – Detailed Breakup

Portfolio Segment			Amt in Cr
	Own	Managed	Total
Microfinance	194.54	97.04	291.58
MSME	37.55	35.52	73.07
Micro Loans	42.98	-	42.98
Agri Loans	42.01	-	42.01
Total Portfolio	317.08	132.56	449.64

Portfolio Share	Percentage
Microfinance	65 %
Others	35 %

Indi Impact

BUSINESS VERTICALS

Agri Commodity Finance

New Digital Initiatives for Future Growth

Dissemination of price & demand/ supply information to facilitate:



Commodity Procurement Engine

Mobile app solution to enable fulfilment of commodity demand of processors by aggregating supplies from trader network



Commodity Disposal Engine

Disposal of agri-commodities through efficient price discovery, enabled through live e-auction and mobile app solution

Micro Finance

Tech-enabled underwriting

- 100% automated rule based approvals with no deviations/ manual intervention
- Geo-tagging of home addresses
- 100% customer onboarding using Adhar
- eKYC being explored through partnerships
- 100% disbursement through bank accounts
- Analytics based platform for up-selling

Tech-enabled monitoring & collection

- Prime color coding of centres based on track record of repayments for monitoring
- Automation of internal audit processes*
- Cashless collection pilot project

MSME Finance

Tech-enabled underwriting

- Credit underwriting & loan programs based on POS swipes at merchant outlets and/ or financials
- Templates & engine rules for credit evaluation across customer segments
- Automated rule based approvals
- Ongoing exercise to create alternate credit & social scoring methodology using digital footprints

Tech – enabled collection solutions

Automated repayment mechanisms to ensure a first claim on revenue, enabling low default rates:

- Own POS deployment
- Lock box POS
- Fixed, scheduled daily/ weekly/ bi-weekly ACH transactions

Micro Lending

Completely Digital Process



Credit Underwriting

- Credit Bureau integration
- Bank statement analyzed
- Alternate credit & social scoring methodology

Fraud Checks

- Image recognition
- IP screening
- Email id verification
- Mobile scoring

24X7 disbursement & collection

1. MSME Finance, launched in 2018

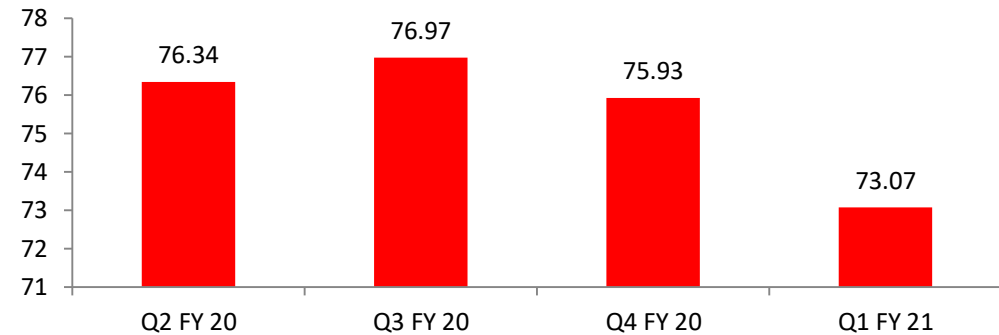
 A large portion of the **63.3 million MSMEs** in India do not have access to organised financial services



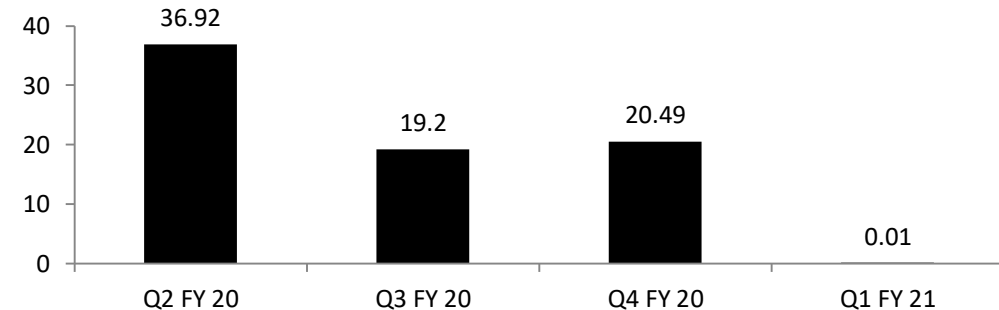
MSME Finance

- Focussed towards providing working capital and business loans to small enterprises.
- Operations of the same is run through 10 locations spread across Tier I and Tier II cities in 4 states of southern and western India.
- The Segment started its operations in May 2018 and has been able to disburse cumulative amount of INR 156 Cr.
- Handled by professional team of 60 odd employees having in-depth experience/ knowledge across all the functions
- Client Base stands at 800 (approx).

AUM (INR Cr.)



Disbursement (INR Cr.)



2. Micro Finance, since 2017



Almost
98% Women-Owned
Businesses are currently
micro-enterprises which are
under served.

COMPLETELY DIGITIZED PROCESS, A COMPLETELY CONFIDENT BUSINESS



Identification, KYC
and Credit Checks



Sanction &
Disbursement

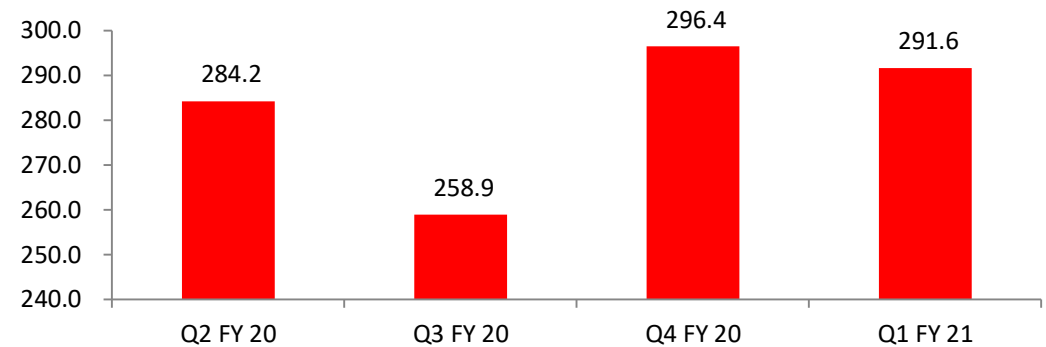


Collection &
Servicing

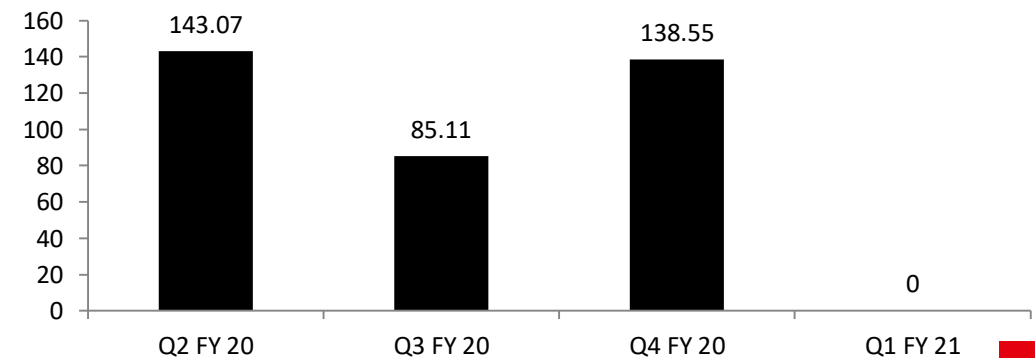
Microfinance

- JLG model of lending with average ticket size of 30K given to women borrowers for income generation activities.
- Operations in 9 states: 171 active branches .
- Started its operations in April 2017 and has made cumulative disbursement of INR 885 Cr.
- Handled by a team of 1000 plus employees and managed by leadership team having cumulative experience of more than 50 years.
- Client Base stands at 2.4 Lakhs (approx).

AUM (INR Cr.)



Disbursement (INR Cr.)



3. Micro Lending

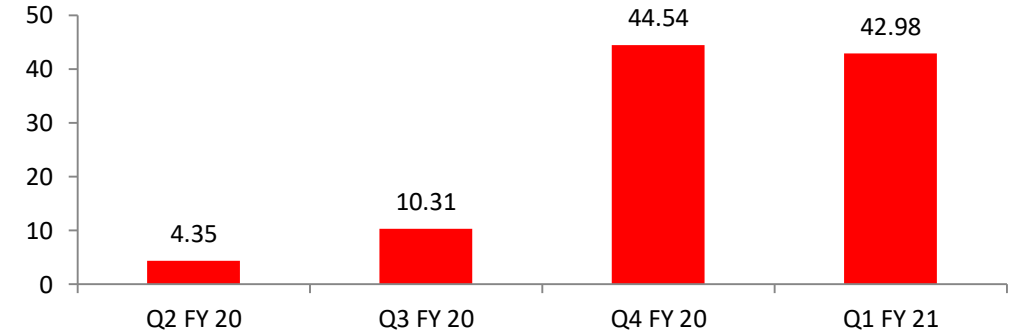


Digital lending in India will reach **US\$ 1 trillion** by 2023 driven by the five-fold rise in the digital disbursements*

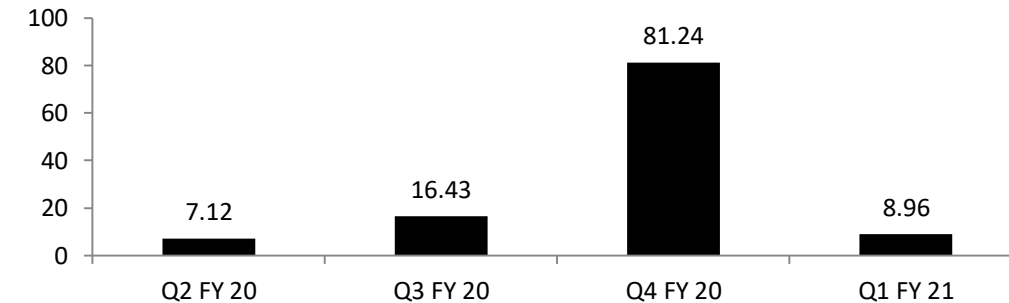
Micro Loans

- Focussed towards providing instant small ticket unsecured loan (INR 2- 25K) through state of the art online platform.
- PAN India operations targeting customers from bottom of the pyramid.
- Segment started its operations in Jan 2019 and has made a cumulative disbursement of INR 108.03 Cr
- Managed by inhouse team of 30 members

AUM (INR Cr.)



Disbursement (INR Cr.)



4. Agri Commodity Finance, since 2016



Only **12-18%** of the **INR 4 Lakh Crore** agri-commodity market is served by banks and financial institutions



We facilitate **Post-Harvest Finance** for non-essential, exchange-traded commodities



25 Commodities lent against

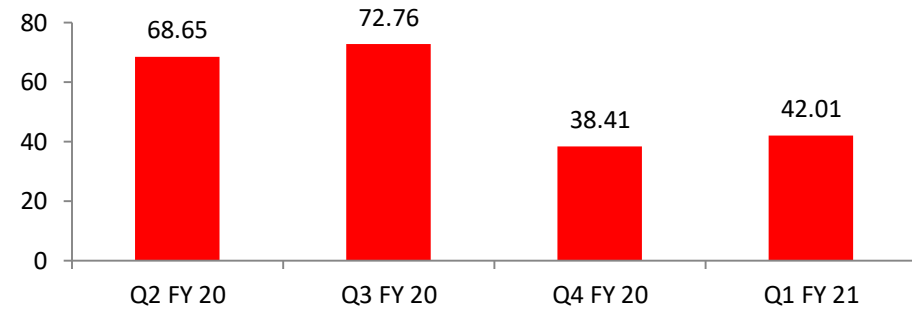


e-Auction Services

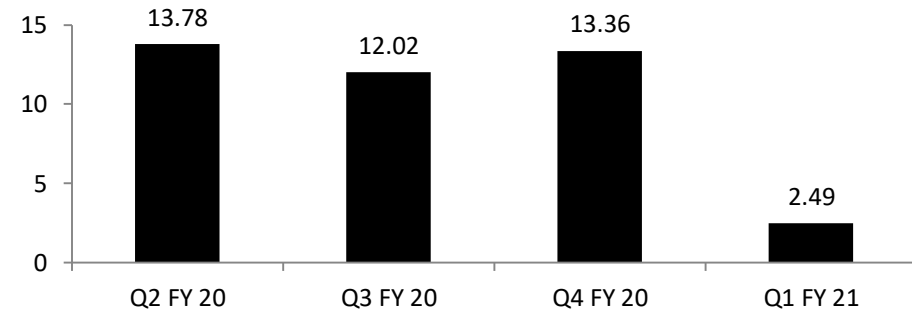
Agri Commodity

- Segment is focussed towards providing finance in non essential and exchange traded agri commodities.
- Operations spread across all the major mandis in western, central and southern India.
- Started in 2016 and Cumulative disbursement stands at more than INR 910 Cr.

AUM (INR Cr.)



Disbursement (INR Cr.)



Others

Acquisition update

Background

- Ø Sistema Business Scalerator (SBS) was a part of Russian Conglomerate, Sistema.
- Ø When Sistema exited Indian telecom business (MTS), they retained their distribution arm SBS which then started distributing amongst others, financial products.
- Ø SBS has been offering unsecured business loans, healthcare loans and personal loans to its customers by sourcing the same from multiple lenders e.g. Lending Cart.
- Ø The SBS team has long and deep relationships with suppliers and customers and also unparalleled access to 306 towns and cities in the five states of Southern India.

Acquisition update

Inditrade Augmentor Ltd. (IAL)

- Ø IAL has on-boarded the entire team of SBS w.e.f. 3rd August 2020.
- Ø SBS team brings with it the experience, relationships and deep market knowledge.
- Ø IAL also inherits the existing systems and process from SBS.
- Ø No consideration has been paid to SBS. It's just on boarding of the SBS employees.
- Ø IAL will scale up its third party distribution business by distributing loan products as well as other financial products going forward.

THANK YOU