

4th February 2021

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 Q3 Results of FY 2020-2021

Ref: Our Letter dated 29th January, 2021

Further to the reference cited above, we are enclosing herewith the Investor Presentation on the Financial Results for the Quarter and Nine months ended 31st December, 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 Q3 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.

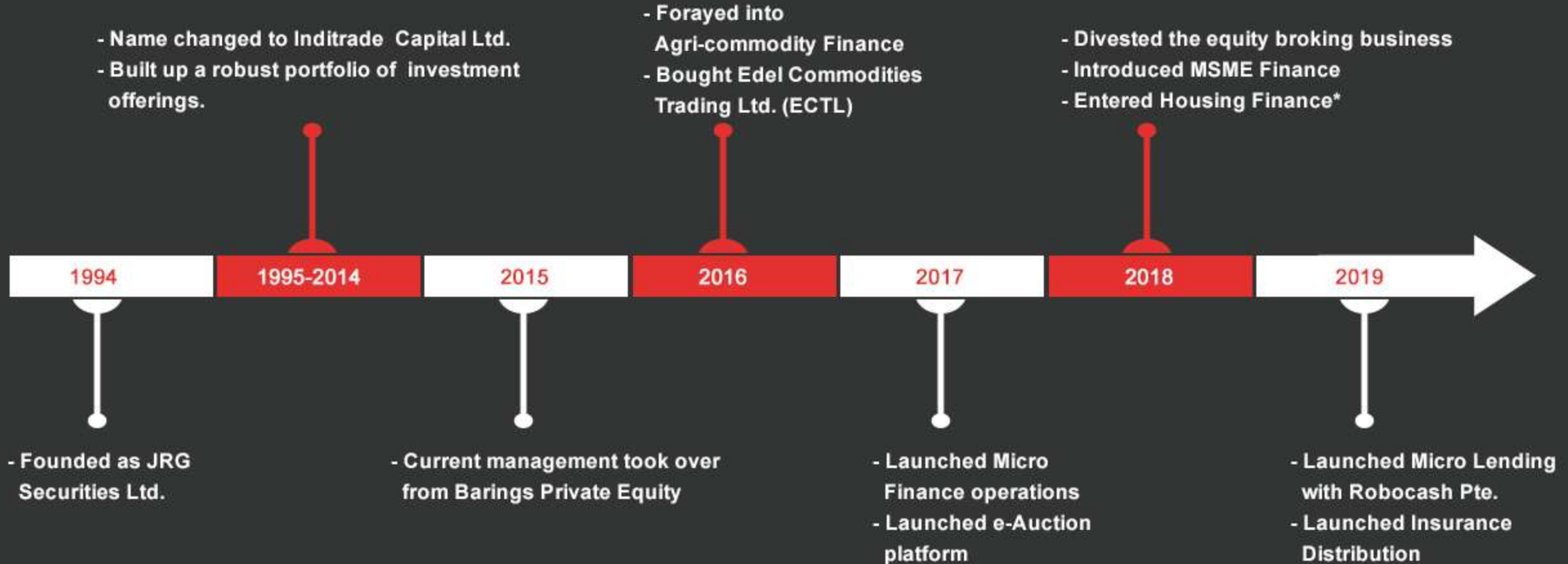


Contents

- Company Overview
- Performance Update – Q3 FY20-21
- Business Verticals Update

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

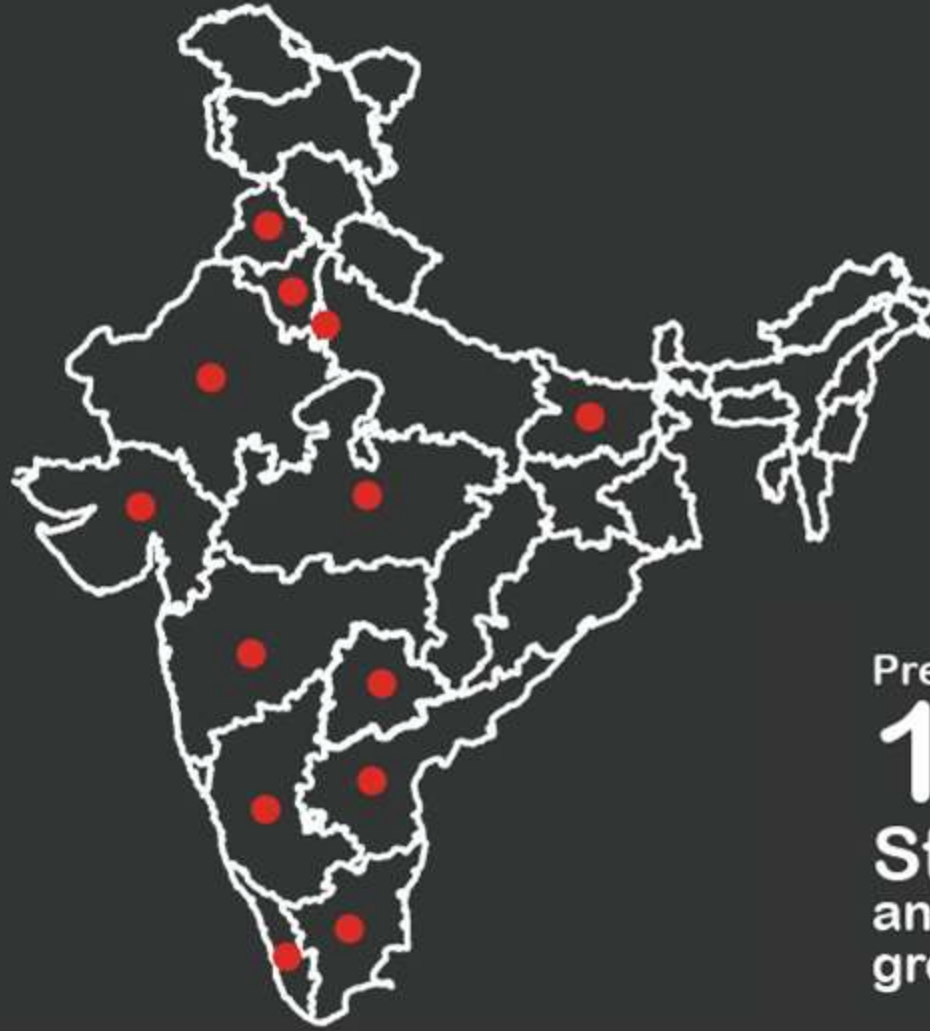
- Individual Loan
- Upto INR 25,000
- Processed within 15 minutes
- Completely online process
- Credit underwriting through alternate means

Agri-commodity Finance

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

Digital 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>	       

Financial Performance update

Q3 FY 20-21

Q3 FY 2020-21 Financial Performance Highlights

Total AUM stands at INR 416.90 Cr

Balance Sheet Size as on 31st Dec 2020 is INR 558.7 Cr

Gross Total Income for Q3 FY20-21 is INR 78.4 Cr

Profit before Tax stands at INR 4.7 Cr

Profit after Tax stands at INR 2.8 Cr

FY 2020-21 – Consolidated Profit & Loss Statement

As per Ind AS
Amt. Rs. in Cr

Particulars	For the Quarter ended 31 Dec	For the Quarter ended 30 Sep
	2020	2020
Interest Income	71.5	40.6
Sale of Services	2.1	2.3
Fee & Commission Income	1.2	1.1
Gain on de-recognition of financial instruments	0.0	0.0
Other Income	3.6	3.4
Gross Total Income	78.4	47.4
Finance Costs	7.3	6.9
Net Total Income	71.1	40.5
Employee Benefit Expenses	12.8	11.7
Depreciation & Amortization	0.8	0.8
Other Expenses	51.6	14.1
Impairment on financial instruments	1.2	9.6
Profit before Tax from Continuing operations	4.7	4.3
Profit / Loss before Tax from discontd. operations	-	-
Profit before tax and exceptional item	4.7	4.3
Income from exceptional item	-	-
Total Profit before tax	4.7	4.3
Less: Tax Expense	1.9	1.2
Total Profit After Tax for the Period	2.8	3.1

Dec 2020 – Consolidated Balance Sheet

As per Ind AS

Amt in Cr

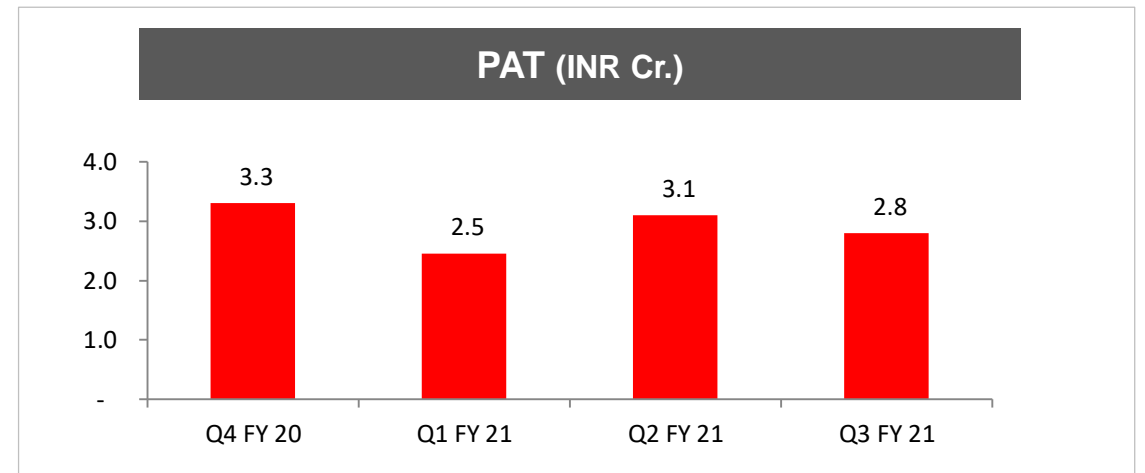
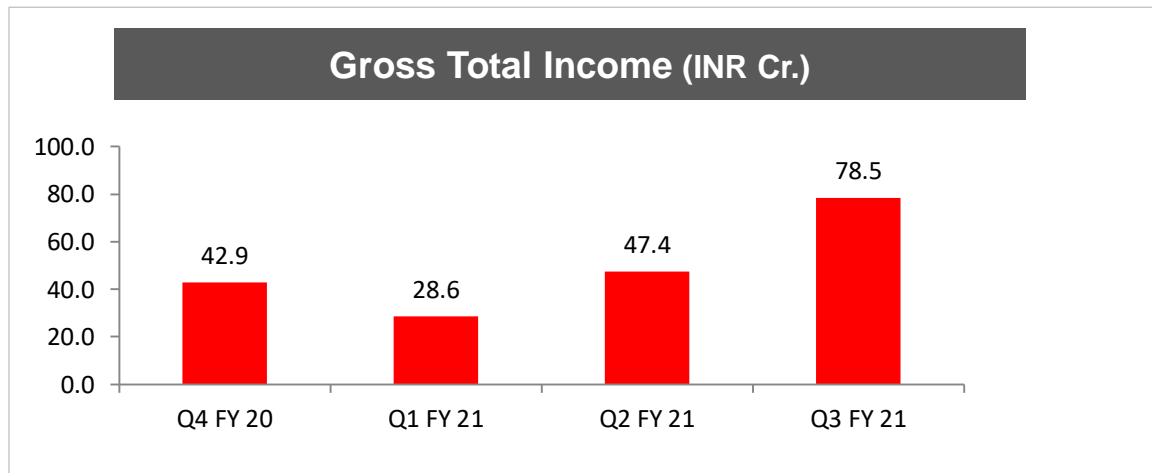
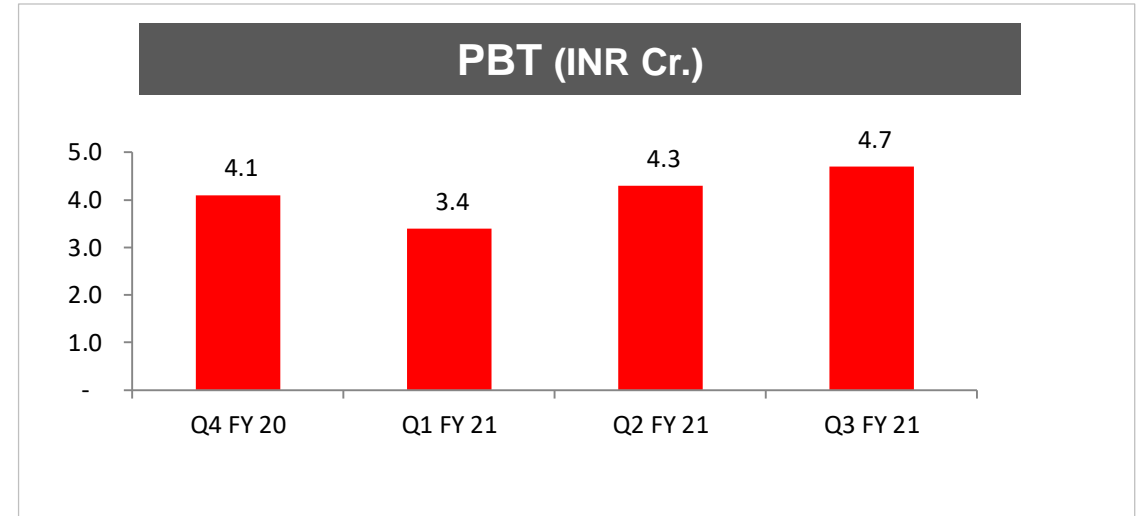
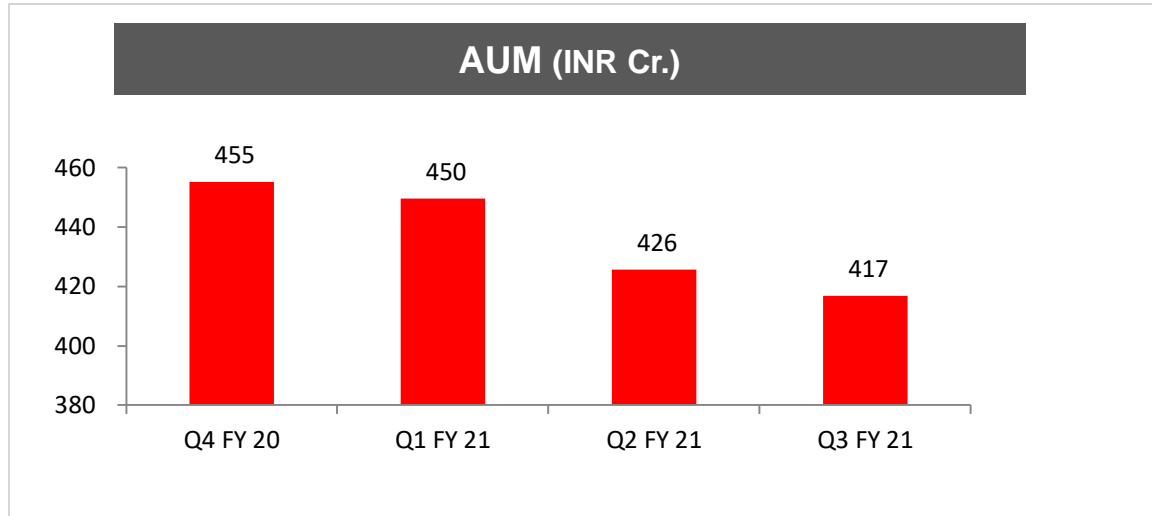
ASSETS	Dec-20	Sep-20
Financials Assets		
Cash & Bank Balance	68.5	43.7
Receivables	2.9	2.8
Loans & Advances	341.2	311.3
Investments	1.1	9.1
Other Financial Assets	37.8	35.5
Total Financial Assets	451.5	402.4
Non- Financials Assets		
Inventories	74.3	49.0
Current & Deferred Tax Assets (Net)	7.9	8.0
Property, Plant and Equipment	3.3	3.3
Intangible assets & Goodwill on consolidation	2.1	2.1
Right to Use Asset	3.3	3.5
Other non financial assets	16.3	13.7
Total Non- Financial Assets	107.2	79.6
Total Assets	558.7	482.0

LIABILITIES	Dec-20	Sep-20
Equity Share Capital	23.3	23.3
Reserves & Surplus	110.4	108.2
Non controlling Interest	63.2	62.2
Total Shareholders Funds	196.9	193.7
Financial Liabilities		
Payables	81.8	28.6
Borrowing & Debt Securities	182.7	160.0
Subordinated Liabilities	48.3	69.0
Other financial liabilities	21.1	20.7
Total Financial Liabilities	333.9	278.3
Non- Financial Liabilities		
Current tax liabilities	7.4	6.0
Provisions	1.9	2.0
Other non-financial liabilities	18.6	2.0
Total Non- Financial Liabilities	27.9	10.0
Total Liabilities & Equity	558.7	482.0

Portfolio Performance

Particulars	Micro Finance	MSME	Micro loans	Agri Commodity	Total
Outstanding Gross Portfolio as on 1st Oct 2020	226.48	66.50	62.60	42.42	398.00
Interest Accrued	25.29	0.48	-	1.82	27.59
Gross Portfolio - 1st Oct 2020	251.77	66.98	62.60	44.24	425.59
*Disbursement in Q3	30.33	5.44	33.17	33.04	101.97
Interest Accrued	12.91	3.59	-	1.45	17.95
Restructured Interest Capitalized		0.10	-	-	0.10
Collection in Q3					
Collection on account of Principal	78.25	14.23	-	16.88	109.36
Collection on account of Interest	13.43	3.12	52.92	2.70	72.17
Closing Portfolio					
Principal Loan	178.56	57.71	95.77	58.57	390.61
Interest Accrued	24.77	0.96	-	0.56	26.29
Portfolio as on 31st Dec 2020	203.33	58.66	95.77	59.14	416.90
* Disbursement & Collection of Micro Loans are shown on Net basis.					

Q3 FY20-21 QOQ – Performance Update



Cost of Borrowings

Segment wise average cost of Borrowings:

Microfinance	-	13.90%
MSME Finance	-	11.25%
Agri Commodity	-	8.50%

Provision on Portfolio

Segment	Gross NPA%	Net NPA %
MSME	5.84%	2.51%
Microfinance	1.45%	0.00%
Micro Loans	0.00%	0.00%
Agri Commodity	0.00%	0.00%

Portfolio and Debt Details – ICL Consol

Particulars	31.12.2020 Amount (in Cr)	30.09.2020 Amount (in Cr)
Own Portfolio	358.99	327.98
Managed Portfolio	57.91	97.61
AUM	416.90	425.59

Term Loan	126.01	120.35
Sub-Ordinate Debt	48.00	48.67
Total Debt	174.01	169.02
DA PTC	57.91	97.61
Total Debt & DA PTC	231.92	266.63

Net Owned Fund	196.93	193.63
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Debt Equity Ratio	0.88	0.87
Solvency Ratio (Including DA/PTC/Partnership)	55.63%	62.65%
Solvency Ratio (Excluding DA/PTC/Partnership)	48.47%	51.53%

Portfolio – Detailed Breakup

Portfolio Segment	Own	Managed	Amt in Cr
			Total
Microfinance	167.93	35.40	203.33
MSME	36.15	22.51	58.66
Micro Loans	95.77	-	95.77
Agri Loans	59.14	-	59.14
Total Portfolio	358.99	57.91	416.90

Portfolio Share	Percentage
Microfinance	49%
Others	51 %

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

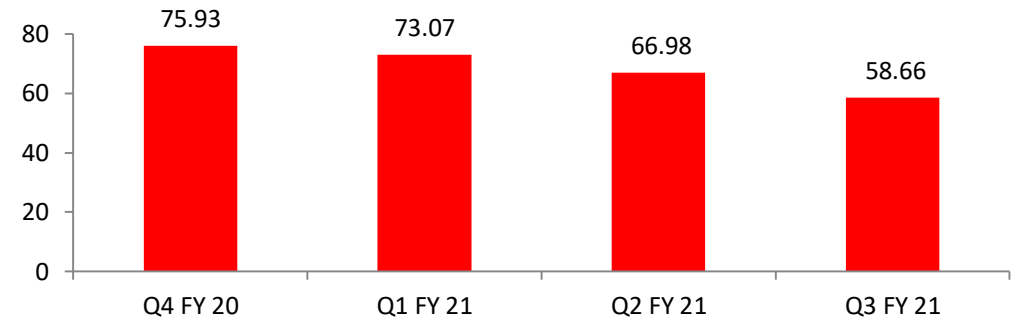
 A large portion of the **63.3 million MSMEs** in India do not have access to organised financial services



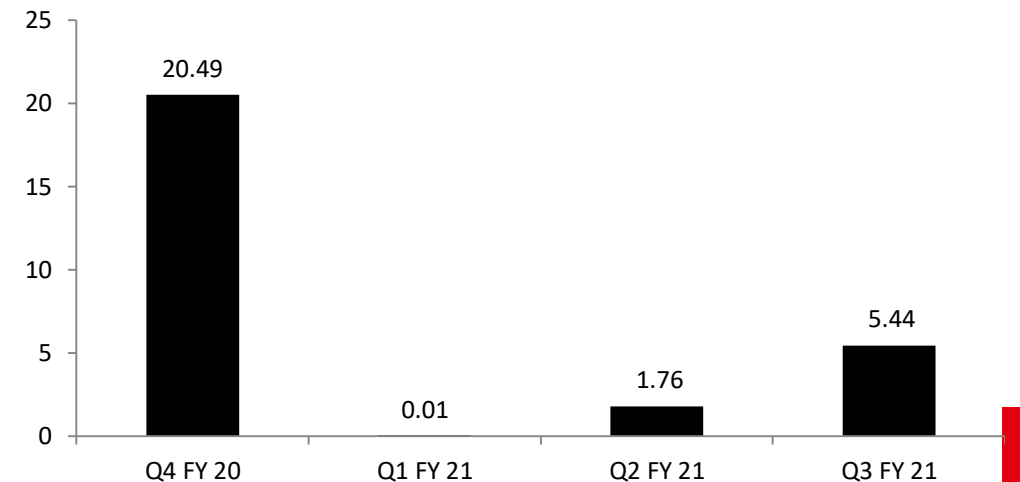
MSME Finance

- 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 163 Cr.
- Handled by professional team of 60 odd employees having in-depth experience/ knowledge across all the functions
- Client Base stands at 1100 (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

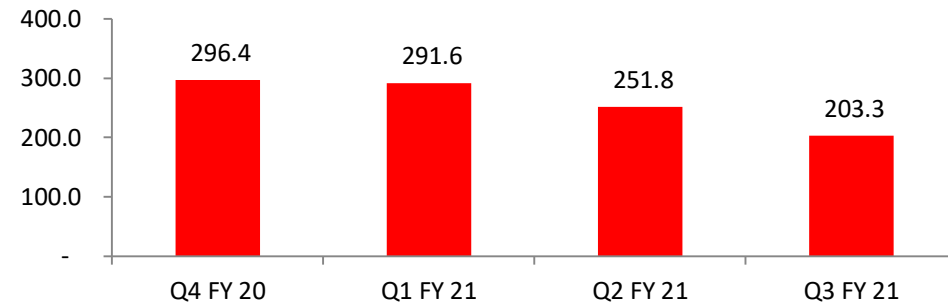


Collection &
Servicing

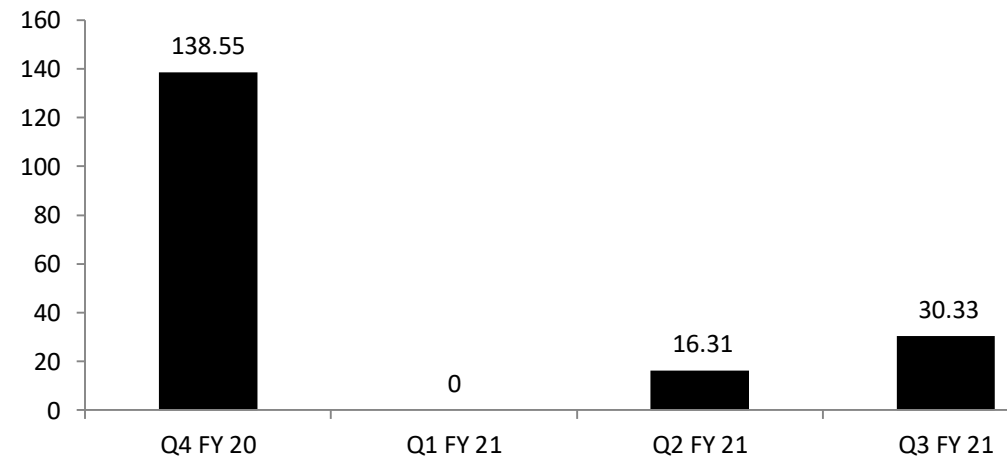
Microfinance

- 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 931 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 2.45 Lakhs (approx).

AUM (INR Cr.)



Disbursement (INR Cr.)



3. Micro Lending

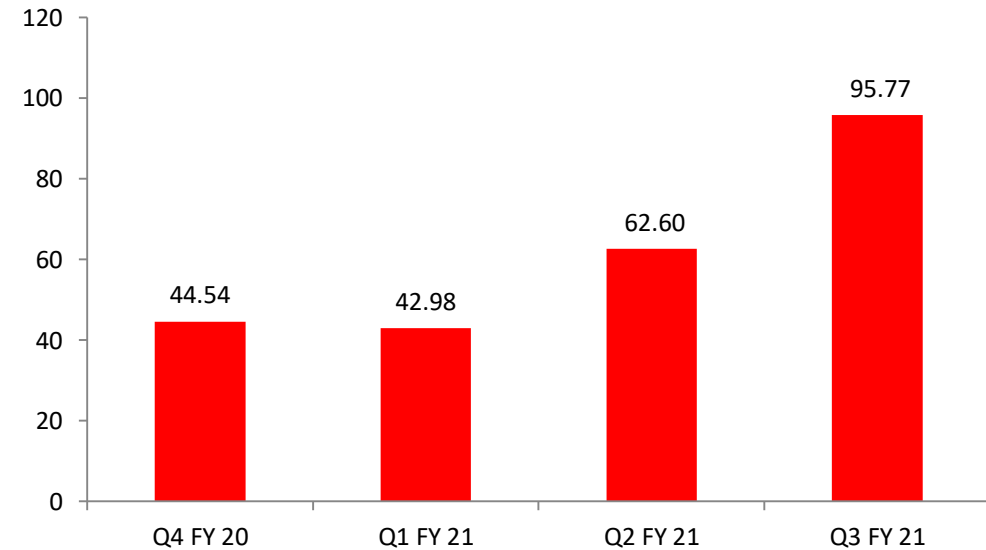


Digital lending in India will reach **US\$ 1 trillion** by 2023 driven by the five-fold rise in the digital disbursements*

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 528 Cr
- Managed by in house team of more than 30 members

AUM (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

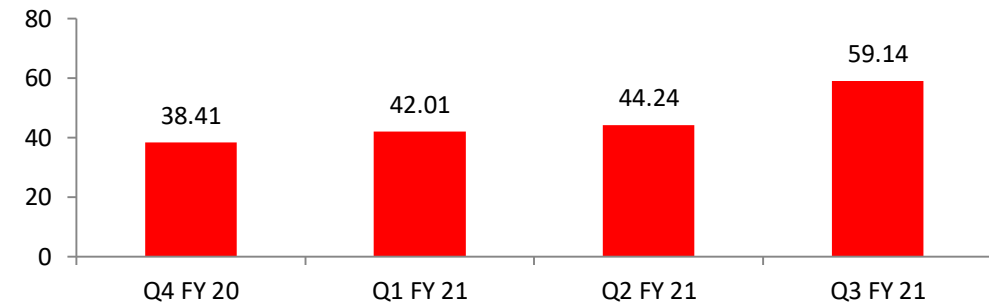


e-Auction Services

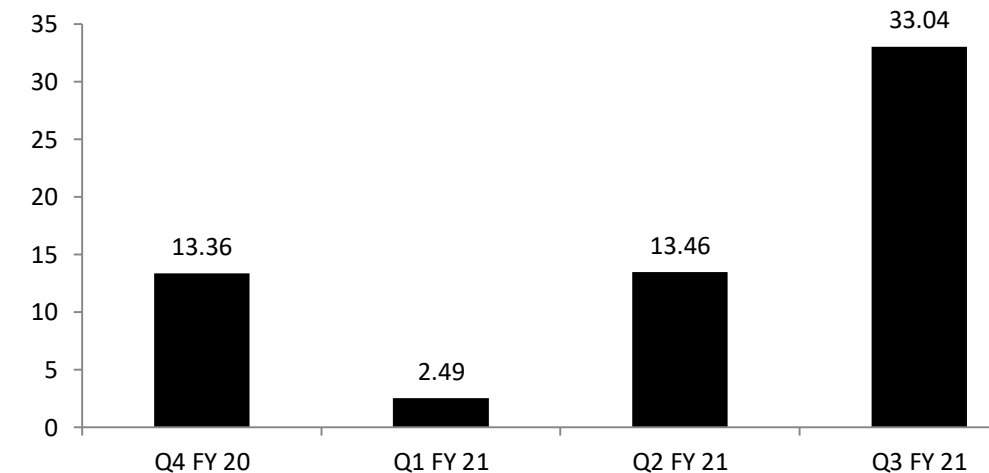
Agri Commodity

- 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 956 Cr.

AUM (INR Cr.)



Disbursement (INR Cr.)



THANK YOU