

30th May, 2023

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

Scrip Code: 532745

Dear Sir/Madam,

Sub: Investor Presentation on the Audited Financial Results for the Quarter and Financial Year ended 31st March, 2023.

We are enclosing herewith the Investor Presentation on the Audited Financial Results for the Quarter and Financial Year ended 31st March, 2023.

You are requested to take the same on your records.

Thanking you.

Yours faithfully,

For Inditrade Capital Limited

Maya Menon Company Secretary & Compliance Officer



Encl: A/a

Inditrade Capital Limited

Registered Address: Second Floor, M E S Building, Kaloor, Kochi, Ernakulam, Kerala, India - 682017 India B: 0484 6714800 | F: 0484 6714820 | E: inditrade@inditrade.com | www.inditrade.com | CIN: L67120KL1994PLC008265

Inditrade Capital Limited- Investor Presentation- March 2023



Let's Progress little by little, bit by bit. One step, one day, one person at a time. Uplift lives.

inditrade



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 forwardlooking 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 forwardlooking statements to reflect subsequent events or circumstances.



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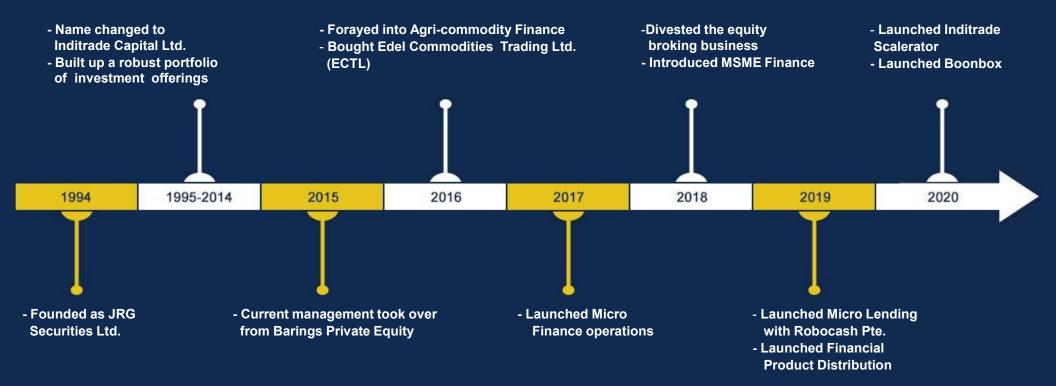
- Company Overview
- Performance Update FY 22-23
- Business Verticals Update



Company overview



Our Milestones





Products Snapshot

MSME Finance	Micro Finance	Agri-commodity Finance	Scale rator	Boonbox
Business Loans	• Micro business loans	 Loan against non-essential commodities 	Customer centric offers through Third Party	• End to end of rural E-commerce
• Upto INR 50 lakh	• Upto INR 10,000 to			Rural customers with household
	60,000	Upto INR 5 crore	 Business loans 	income < 1 lakh p.a.
 Processed within 72 				
hours	 Joint liability group based lending 	 Evaluation through exchange accredited warehouses 	• Personal loans	 Customer acquisition through affiliates
Credit underwriting			Insurance	
through alternate	 Diversified product 	Price hedged in exchange		Delivering the product to the
means	range to suit all requirements		• Health loan	customer
			• Gold loan	 Product installation and 1st level customer support
`		/		/
		Digital Approach		



Lending Partners





Financial Performance update – Q4 FY 2022-23



FY 2022-23 – Key Business Update

Particulars	Quarter ended 31.03.23 (Rs. in Cr.)	Quarter ended 31.12.22 (Rs. in Cr.)	Quarter ended 30.09.22 (Rs. in Cr.)	Quarter ended 30.06.22 (Rs. in Cr.)	Quarter ended 31.03.22 (Rs. in Cr.)	Year ended 31.03.23 (Rs. in Cr.)
Disbursement	283.77	87.7	140.07	113.52	162.10	625.06
AUM	639.89	598.7	584.68	551.02	538.06	639.89
Collection efficiency	103.07%	99.13%	99.05%	98.85	100.45%	101.76%
Lending Rate	24.88%	24.07%	24.11%	24.49%	22.28%	24.88%
Cost of Funds	12.41%	12.85%	14.55%	16.28%	11.35%	14.00%
Regular POS	95.74%	95.82%	95.28%	94.13%	93.89%	95.74%
PAR>0	4.26%	4.18%	4.72%	5.87%	6.11%	4.26%
Net worth	193.57	219.3	218.4	215.8	214.4	193.57
No. of branches	176	165	165	165	165	176
No. of employees	969	1105	1099	1067	1077	969



Disbursement Data

Particulars	Microfinance (Amount in cr)	MSME (Amount in cr)
October-21	60.00	11.19
November-21	63.90	10.35
December-21	14.53	17.74
January-22	16.18	13.48
February-22	25.94	13.15
March-22	36.64	13.74
April-22	22.49	11.04
May-22	2.32	7.01
June-22	8.72	23.95
July-22	21.84	16.28
August-22	15.78	19.71
September-22	25.70	15.39
October-22	16.85	11.20
November-22	15.21	12.74
December-22	15.50	9.67
January -23	61.55	15.11
February-23	69.94	7.67
March-23	86.16	5.20



FY 2022-23 – Consolidated Profit & Loss Statement

Particulars	Quarter ended 31.03.23	Quarter ended 31.12.22	Quarter ended 30.09.22	Quarter ended 30.06.22	Year ended 31.03.23	Year ended 31.03.22
	(Rs. in Cr.)	(Rs. in Cr.)	(Rs. in Cr.)	(Rs. in Cr.)	(Rs. in Cr.)	(Rs. in Cr.)
Interest Income	22.18	22.79	26.13	25.63	96.73	101.06
Income from Operation	27.15	21.03	30.94	19.56	98.68	80.70
Other Income	2.70	1.79	2.35	2.28	9.12	35.02
Total Revenue	52.03	45.61	59.42	47.48	204.53	216.78
Cost of Goods Sold	8.02	7.93	13.81	10.80	40.56	39.97
Operating Expenses	-1.37	1.97	2.26	1.55	4.42	6.36
Employee Cost	14.47	14.24	15.66	11.93	56.30	53.91
Admin & Other Expenses	13.11	7.31	9.23	6.67	36.32	34.50
Finance Cost	7.93	8.22	9.26	10.36	35.76	32.88
Total Expense	42.16	39.68	50.21	41.31	173.35	167.62
Net Income	9.87	5.93	9.21	6.17	31.18	49.16
Interest Income reversal	16.21	2.84	3.71	2.44	25.20	15.88
Provisions for loans						
- IMFL	0.89	-1.21	0.54	0.19	0.41	2.91
- IFL	7.22	0.24	0.25	0.62	8.33	-5.41
Bad debts						
- IMFL	12.73	2.06	0.00	0.00	14.79	0.00
- IFL	1.00	0.70	0.93	0.40	3.03	28.91
Total Provisions/write off	38.05	4.63	5.43	3.65	51.76	42.29
Profit before Tax	-28.18	1.30	3.78	2.52	-20.58	6.87

March 2023 – Consolidated Balance Sheet

ASSETS	March-23 (Amount in cr)	March-22 (Amount in cr)
Financials Assets		
Cash & Bank Balance	56.51	86.96
Receivables	32.16	9.79
Loans & Advances	258.52	429.55
Investments	10.69	11.39
Other Financial Assets	28.04	28.49
Total Financial Assets	385.92	566.18
Non- Financials Assets		
Inventories	46.39	21.89
Current & Deferred Tax Assets (Net)	9.95	6.25
Property, Plant and Equipment	3.42	2.61
Intangible assets & Goodwill on consolidation	24.77	27.66
Right to Use Asset	3.62	3.92
Other non financial assets	37.82	27.49
Total Non- Financial Assets	125.97	89.82
Total Assets	511.89	656.00



March 2023 – Consolidated Balance Sheet

LIABILITIES	March-23 (Amount in cr)	March-22 (Amount in cr)
Equity Share Capital	23.29	23.28
Reserves & Surplus	96.18	116.67
Non controlling Interest	74.11	74.45
Total Shareholders Funds	193.58	214.40
Financial Liabilities		
Payables	29.53	10.87
Borrowing & Debt Securities	226.54	355.93
Subordinated Liabilities	29.00	29.19
Other financial liabilities	19.57	32.27
Total Financial Liabilities	304.64	428.26
Non-Financial Liabilities		
Current & Deferred tax liabilities	5.92	6.26
Provisions	2.48	2.23
Other non-financial liabilities	5.27	4.85
Total Non- Financial Liabilities	13.67	13.34
Total Liabilities & Equity	511.89	656.00

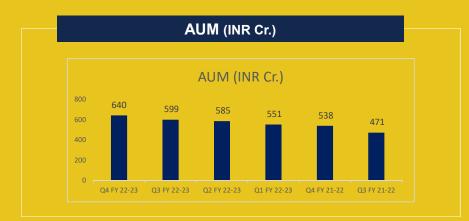


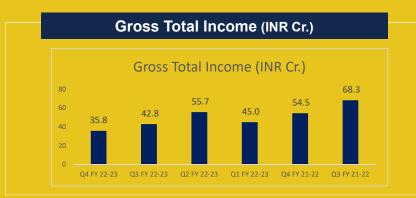
Portfolio Performance

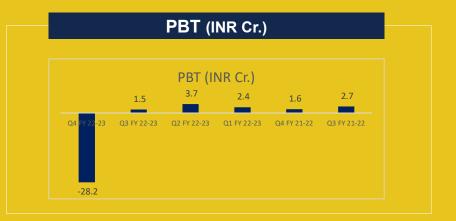
Particulars	Micro Finance	MSME	Micro loans	Agri Commodity etc	Total
Outstanding Gross Portfolio as on 31st Dec 2022	227.22	178.39	0.67	137.59	543.87
Interest Accrued	18.09	0.33	0.00	13.52	31.93
Gross Portfolio - 31st Dec 2022	245.31	178.72	0.67	151.11	575.81
*Disbursement	217.65	27.97	0.00	40.45	286.06
Interest Accrued	10.39	8.59	0.00	3.21	22.20
Restructured Interest Capitalized	0.00	0.00	0.00	0.00	0.00
Transfer/sale	0.00	108.27	0.00	0.00	108.27
Interest reversal	13.24	8.17	0.00	0.00	21.41
Transfer to IRML	56.21	0.00	0.00	35.14	91.35
Collection in Q4	0.00	0.00	0.00	0.00	0.00
Collection on account of Principal	69.92	32.14	0.00	6.96	109.01
Collection on account of Interest	10.53	8.60	0.00	3.21	22.34
Bad Debts / Reversal	0.00	1.00	-0.01	0.00	0.99
Closing Portfolio	435.87	57.10	0.00	0.00	492.97
Principal Loan	431.16	56.78	0.68	135.94	624.55
Interest Accrued	4.71	0.32	0.00	10.31	15.34
Portfolio as on 31st March 2023	435.87	57.10	0.68	146.24	639.89

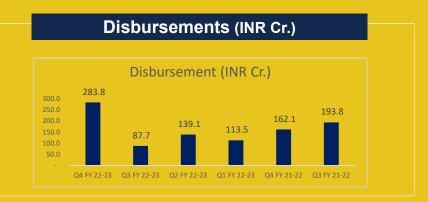


Q4 FY22-23 QoQ – Performance Update











Cost of Borrowings

Segment wise average cost of Borrowings

Micro Finance	11.51%
MSME Finance	11.90%
Agri Commodity Finance	9.03%



Provision on Portfolio

Segment	Gross NPA%	Net NPA %
MSME	4.38%	2.34%
Microfinance	0.94%	0.73%
Agri Commodity	0.00%	0.00%



Portfolio and Debt Details – ICL Consol

Particulars	March 2023 Amount (in Cr)	December 2022 Amount (in Cr)	September 2022 Amount (in Cr)	June 2022 Amount (in Cr)	March 2022 Amount (in Cr)
Own Portfolio	343.00	391.74	408.52	430.56	409.98
Managed Portfolio	296.89	206.96	176.16	120.46	128.08
Cash & Bank Balance	56.51	23.98	17.31	17.98	38.22
AUM (Including Cash & Bank Balances)	696.40	622.68	601.99	569.00	576.28
Term Loan	187.10	228.49	265.75	295.07	343.28
Sub-Ordinate Debt	29.00	29.00	29.19	29.00	29.00
Total Debt	216.10	257.49	294.94	324.07	372.28
DA,PTC &Co lending	296.89	205.96	176.16	120.46	128.08
Total Debt and DA,PTC,&Co lending	512.99	463.45	471.10	444.53	500.36
Net Owned Fund	193.58	219.30	218.40	215.79	214.40
Debt Equity Ratio	1.12	1.17	1.35	1.50	1.74
Solvency Ratio (Including DA/PTC/Partnership)	80.17%	74.59%	78.26%	78.12%	86.83%
Solvency Ratio (Excluding DA/PTC/Partnership)	54.09%	61.94%	69.26%	72.25%	83.06%



Portfolio – Detailed Breakup

Amt in Cr.

Portfolio Segment	Own	Managed	Total
Microfinance	161.59	274.28	435.87
MSME	34.49	22.61	57.1
Agri & Other Loans	146.9	0	146.92
Total Portfolio	343	296.89	639.89

Portfolio Share	Percentage
Microfinance	68.12%
Others	31.88%



Indi Impact Business verticals



Commodity Business	Micro Finance Business	MSME Finance	Scalerator	Boonbox
New Digital Initiatives for Future Growth	Tech-enabled underwriting	Tech-enabled underwriting	Customer centric offers through Third Party	• End to end of rural E-commerce
Dissemination of price & demand/ supply information to facilitate:	 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 	 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 	Business loans Personal loans	 Rural customers with household income < 1 Lakh p.a. Customer acquisition through affiliates Delivering the product to the customer Product installation and 1st level customer support
Commodity Procurement Engine			• Gold Ioan	
Mobile app solution to enable fulfilment of commodity demand of processors by aggregating supplies from trader network				
		Tech – enabled collection solutions		
Commodity Disposal Engine		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		
Disposal of agri-commodities through efficient price discovery, enabled through live e-auction and mobile app solution				



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 7 locations spread across Tier I and Tier II cities in 6 states of southern and western India.

The Segment started its operations in May 2018 and has been able to disburse cumulative amount of INR 441 Cr.

Handled by professional team of 96 employees having indepth experience/ knowledge across all the functions

Active borrowers stands at 1818.

AUM (INR Cr.) 178.72 173.18 200 144.37 150 120.80 95.18 100 57.1 50 Q4 FY 22-23 Q3 FY 22-23 Q2 FY 22-23 Q1 FY 22-23 Q4 FY 21-22 Q3 FY 21-22

AUM (INR Cr.)

Disbursement (INR Cr.) 80.00 68.41 51.37 50.00 40.00 33.61 42.00 40.38 39.28 10.00 20.00 10.00 10.00 40.38 40.58

Q2 FY 22-23

Q1 FY 22-23

Q4 FY 22-23

Q3 FY 22-23



Q4 FY 21-22

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





Microfinance

JLG model of lending with average ticket size of 30K given to women borrowers for income generation activities.

Operations in 9 states: 169 active branches.

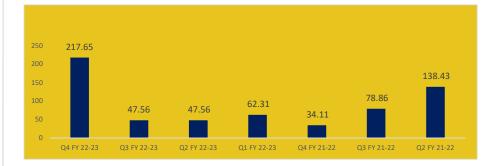
Started its operations in April 2017 and has made cumulative disbursement of INR 1666 Cr.

Handled by a team of 840 employees and managed by leadership team having cumulative experience of more than 50 years.

Active borrowers stands at 142K (approx).



Disbursement (INR Cr.)





3. 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



24 Commodities lent against



e-Auction Services

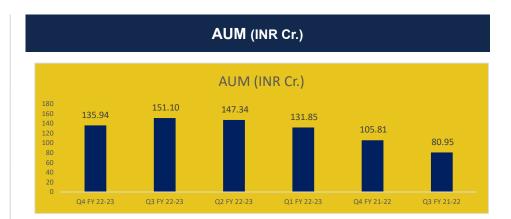


Agri Commodity etc..

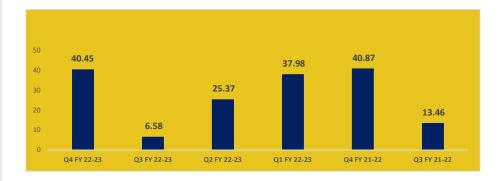
Segment is focussed towards providing finance in nonessential and exchange traded Agri commodities.

Operations spread across all the major mandis in western, central and southern India.

Started in 2016 and Cumulative disbursement stands at more than INR 1180 Cr.



Disbursement (INR Cr.)





4. Scalerator





Business Performance: AUM



Total AUM (in Mn)

Assumptions done based on Ambit for other clients Fig in Mn

Dec is a projection



5. Boonbox - Profile

- Boonbox is a Rural Assisted Commerce platform that brings choice and convenience to the doorsteps of the rural consumer. Boonbox has catered to the needs and aspirations of rural consumers and delivered products like Consumer durables (TV, refrigerators, washing machines), Mobile phones, Kitchen appliances, and Fast Moving Consumer Goods to customers across 3,00,000 villages, in 16 states.
- Boonbox is unleashing to tap the \$100Bn Rural E-Commerce potential with its Vision to become one stop destination to satisfy all the needs of RURAL INDIA. Boonbox is serving the underserved but aspirational segment of Bharat by leveraging years of experience in last mile distribution and expertise in working in rural markets.
- In its 8 years of experience, Boonbox has developed a complete new rural ecosystem, which provides a rural consumer affordability, accessibility and assortment which in turn is alleviating their lifestyles.



Boonbox – Business Model

Boonbox leverages the power of rural networks to fulfil the needs of the aspirational rural customer. The ecosystem created by Boonbox encompasses end-to-end of rural commerce:-

1. Customer acquisition: Through tie ups with affiliates (typically microfinance institutions, banking correspondents, rural level NGOs etc.) which provide Boonbox access to a large captive customer base

2. Discovery and Catalogue: Boonbox has access to the field force of its affiliates and trains them to showcase a catalogue of rural products (mobiles, consumer durables and cookware among others) to rural customers.

3. Financing: Boonbox tie ups allow for financed purchases at the rural customer's level. The financing can either be provided by the affiliates directly or by the network of NBFCs lined up by Boonbox.

4. Category & Sourcing: Curate Catalogues based on the understanding of the local markets is used to create the categories & products relevant for the rural consumers. Boonbox has direct tie-ups with all the leading Consumer brands like Samsung, LG, Whirlpool, Prestige, Butterfly etc) and procures directly from them through its centralized sourcing team.

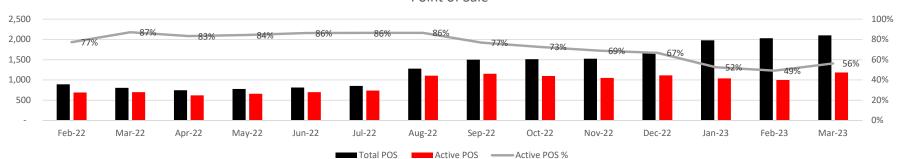
5. Fulfillment: Boonbox has created a network of rural last mile partners who deliver products to the doorstep of the customer in an efficient and timely manner

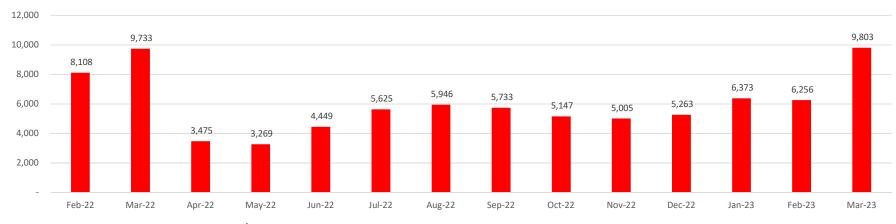
6. Servicing: Boonbox operates an in-house multi-lingual call centre to support customers in product delivery and installation as well as provide first level customer support

Target Segment: Aspirational Rural Consumers with annual household income of >INR 1 lakh per annum. Addressable market estimated to be ~120 Mn Households



6. Boonbox- Business Performance





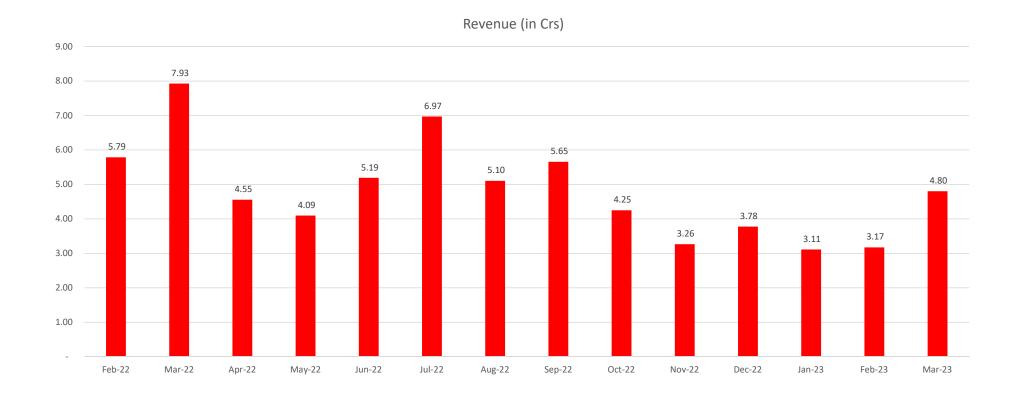
Customers

Note : - Customer data based on No of orders received for the month

Point of Sale

inditrade

Revenue





THANK YOU

