

2nd February, 2024

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 Un-audited Financial Results for the Quarter and Nine months ended 31st December, 2023.

We are enclosing herewith the Investor Presentation on the Un-audited Financial Results for the Quarter and Nine months ended 31st December, 2023.

We request that the above information may please be taken on record.

Thanking you.

Yours faithfully,

For Inditrade Capital Limited

MAYA
MENON

Digitally signed by MAYA MENON
DN: c=IN, o=PERSONAL, ou=6032,
serialNumber=423280733c245848c98
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9021b1320732abae778a6954161
669b088392b, cn=MAYA MENON
Date: 2024.02.02 18:31:09 +05'30'

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- December 2023



Let's Progress

little by little, bit by bit.

**One step, one day,
one person at a time.**

Uplift lives.

inditrade

inditrade

Disclaimer

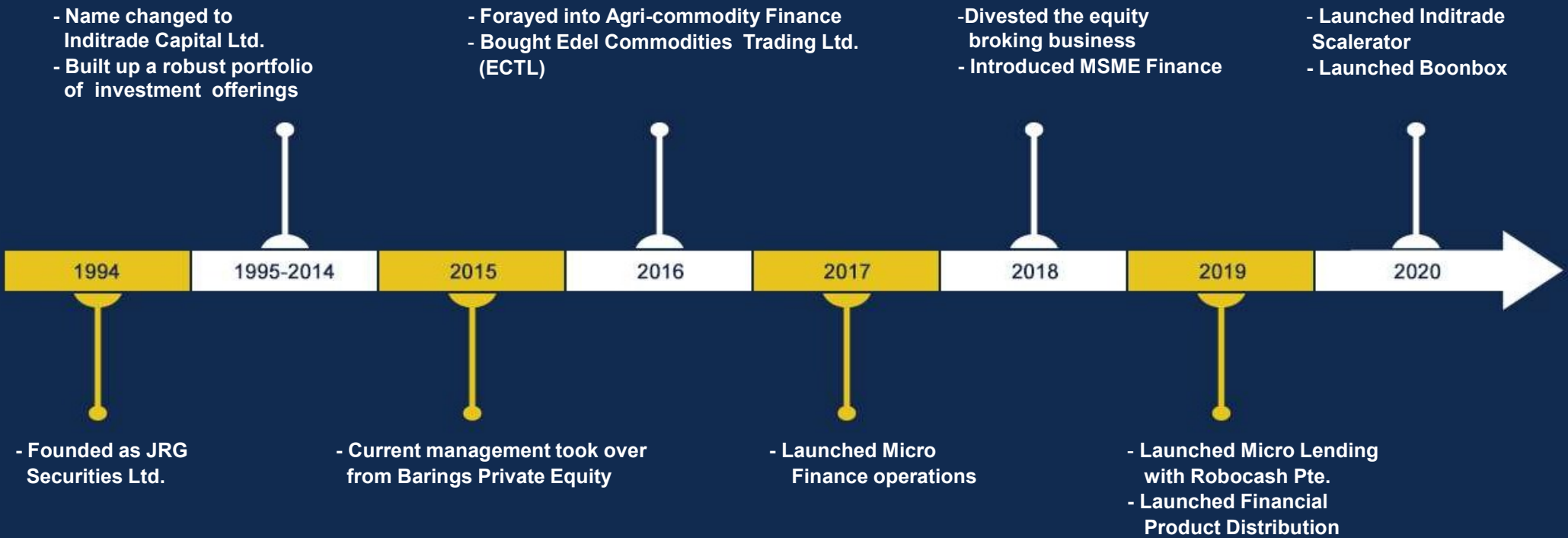
Certain statements in this document that are not historical facts are forward looking statements. Such forward looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant 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 FY 2023-24**
- **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

Agri-commodity Finance

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

Scalerator

- Customer centric offers through Third Party
- Business loans
- Personal loans
- Insurance
- Health loan
- Gold loan

Boonbox

- End to end of rural E-commerce
- 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

Digital Approach

Lending Partners

Bank Borrowings



Non-Bank Borrowings



Securitization/ DA/ BC Partner



Financial Performance update – Q3 FY 2023-24

FY 2023-24 – Key Business Update

Particulars	Quarter ended 31.12.23 (Rs. in Cr.)	Quarter ended 30.09.23 (Rs. in Cr.)	Quarter ended 30.06.23 (Rs. in Cr.)	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.)	Year ended 31.03.23 (Rs. in Cr.)
Disbursement	157.22	135.25	123.36	283.77	87.7	140.07	113.52	625.06
AUM	745.56	718.89	676.42	639.89	598.7	584.68	551.02	639.89
Collection efficiency	94.79%	98.21%	96.94%	103.07%	99.13%	99.05%	98.85	101.76%
Lending Rate	23%	23%	23%	24.88%	24.07%	24.11%	24.49%	24.88%
Cost of Funds	15.77%	14.73%	13.19%	12.41%	12.85%	14.55%	16.28%	14.00%
Regular POS	94.27%	95.45%	94.99%	95.74%	95.82%	95.28%	94.13%	95.74%
PAR>0	5.73%	4.55%	5.01%	4.26%	4.18%	4.72%	5.87%	4.26%
Net worth	194.21	193.62	193.73	193.58	219.3	218.4	215.8	193.57
No. of branches	158	163	176	176	165	165	165	176
No. of employees	1175	1264	1225	1217	1131	1099	1067	1217

Disbursement Data

Particulars	Microfinance (Amount in cr)	Fincorp (Amount in cr)
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
April-23	29.89	2.94
May-23	40.49	7.78
June-23	39.69	2.57
July-23	38.37	1.24
August-23	45.50	3.56
September-23	45.85	1.16
October-23	52.35	8.92
November-23	55.34	0.63
December-23	33.15	6.83

Consolidated Inditrade Capital Limited

Particulars	Quarter ended 31.12.23	Quarter ended 30.09.23	Quarter ended 31.12.22	Nine month ended 31.12.23	Nine month ended 31.12.22	Year ended 31.03.23
	(Rs. in Cr.)	(Rs. in Cr.)	(Rs. in Cr.)	(Rs. in Cr.)	(Rs. in Cr.)	(Rs. in Cr.)
Total Revenue	41.38	45.31	42.93	132.06	143.50	179.33
Cost of Goods Sold	7.72	9.54	7.93	28.71	32.54	40.56
Operating Expenses	2.42	2.37	1.97	7.66	5.78	4.42
Employee Cost	12.45	13.14	14.24	39.17	41.83	56.30
Admin & Other Expenses	8.13	8.36	7.32	25.39	23.21	36.32
Finance Cost	7.01	6.29	8.21	21.45	27.83	35.76
Total Expense	37.73	39.70	39.67	122.38	131.19	173.35
PBT	3.65	5.61	3.26	9.68	12.31	5.98
Provisions for loans						
- IMFL	1.60	2.29	0.85	5.50	1.58	0.41
- IFL	0.24	0.14	0.23	-5.70	1.11	8.33
Bad debts						
- IMFL	0.00	0.00	0.00	1.54	0.00	14.79
- IFL	0.70	1.21	0.71	4.35	2.03	3.03
Extra ordinary items	2.54	3.64	1.79	5.69	4.72	26.56
Adjusted Profit before Tax	1.11	1.95	1.47	3.99	7.59	-20.58
Profit after Tax	0.92	0.35	0.82	1.73	4.69	-20.27

December 2023 – Consolidated Balance Sheet

ASSETS	December-23 (Amount in cr)	March-23 (Amount in cr)
Financials Assets		
Cash & Bank Balance	53.43	56.51
Receivables	50.80	32.16
Loans & Advances	211.66	258.52
Investments	13.85	10.69
Other Financial Assets	28.37	28.04
Total Financial Assets	358.11	385.92
Non- Financials Assets		
Inventories	2.97	46.39
Current & Deferred Tax Assets (Net)	9.47	9.95
Property, Plant and Equipment	2.55	3.42
Intangible assets & Goodwill on consolidation	22.61	24.77
Right to Use Asset	2.11	3.62
Other non financial assets	46.14	37.82
Total Non- Financial Assets	85.84	125.97
Total Assets	443.96	511.89

December 2023 – Consolidated Balance Sheet

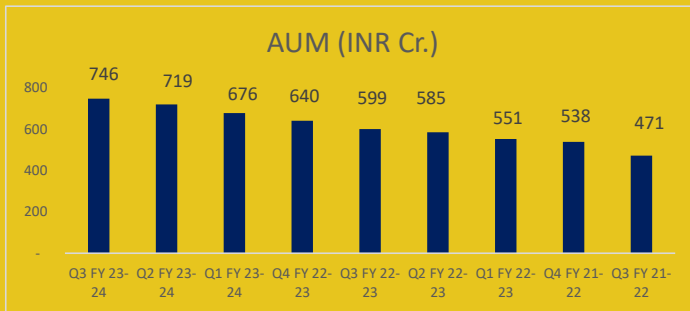
LIABILITIES	December-23 (Amount in cr)	March-23 (Amount in cr)
Equity Share Capital	23.29	23.29
Reserves & Surplus	95.10	96.18
Non controlling Interest	75.82	74.11
Total Shareholders Funds	194.21	193.58
<u>Financial Liabilities</u>		
Payables	21.76	29.53
Borrowing & Debt Securities	151.17	226.54
Subordinated Liabilities	30.18	29.00
Other financial liabilities	28.27	19.57
Total Financial Liabilities	231.38	304.64
<u>Non- Financial Liabilities</u>		
Current & Deferred tax liabilities	8.16	5.92
Provisions	2.36	2.48
Other non-financial liabilities	7.85	5.27
Total Non- Financial Liabilities	18.37	13.67
Total Liabilities & Equity	443.96	511.89

Portfolio Performance

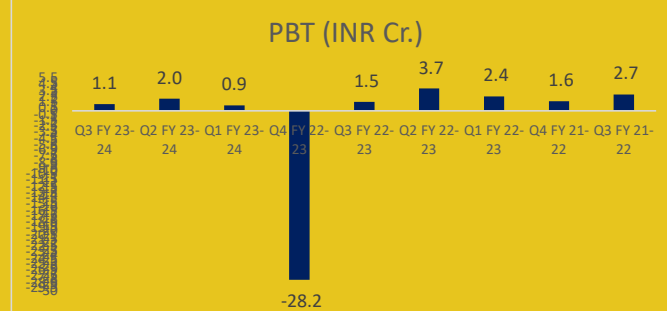
Particulars	Micro Finance	Fincorp	Total
Outstanding Gross Portfolio as on 30 th Sept 2023	514.42	194.59	709.00
Interest Accrued	0.81	9.07	9.88
Gross Portfolio – 30th Sept 2023	515.23	203.66	718.89
Disbursement	140.83	16.38	157.21
Interest Accrued	6.06	8.44	23.90
Restructured Interest Capitalized	0.00	0.00	0.00
Transfer/sale	0.00	0.00	0.00
Interest reversal	0.00	0.00	0.00
Transfer / reversal	0.00	18.04	18.04
Collection in Q3 FY 2023-24	0.00	0.00	0.00
Collection on account of Principal	71.12	38.39	109.51
Collection on account of Interest	6.47	10.34	16.81
Bad Debts / (Reversal)	0.00	0.71	0.71
Closing Portfolio			
Principal Loan	584.13	153.83	737.96
Interest Accrued	0.40	7.19	7.59
Portfolio as on 31st December 2023	584.53	161.02	745.55

Q3 FY23-24 QoQ – Performance Update

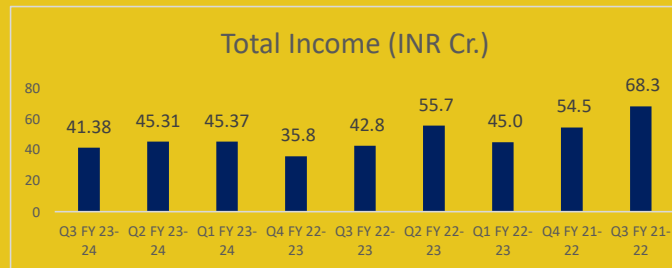
AUM (INR Cr.)



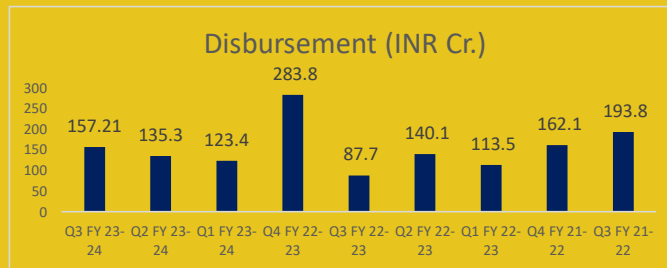
PBT (INR Cr.)



Gross Total Income (INR Cr.)



Disbursements (INR Cr.)



Cost of Borrowings

Segment wise average cost of Borrowings	
Micro Finance	18.21%
Fincorp	14.81%

Provision on Portfolio

Segment	Gross NPA%	Net NPA %
Microfinance	6.38%	1.98%
Fincorp	7.52%	3.80%

Portfolio and Debt Details – ICL Consol

Particulars	Dec 2023 Amount (in Cr)	Sept 2023 Amount (in Cr)	Dec 2022 Amount (in Cr)	March 2023 Amount (in Cr)	March 2022 Amount (in Cr)
Own Portfolio	274.58	297.06	391.74	343.00	409.98
Managed Portfolio	470.98	421.83	206.96	296.89	128.08
Cash & Bank Balance	21.00	50.56	23.98	56.51	38.22
AUM (Including Cash & Bank Balances)	766.56	769.45	622.68	696.40	576.28

Term Loan	110.17	170.50	228.49	187.10	343.28
Sub-Ordinate Debt	30.18	29.57	29.00	29.00	29.00
Total Debt	140.35	200.07	257.49	216.10	372.28
DA,PTC &Co lending	470.93	421.83	205.96	296.89	128.08
Total Debt and DA,PTC,&Co lending	611.28	621.90	463.45	512.99	500.36

Net Owned Fund	194.21	193.62	219.30	193.58	214.40
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Debt Equity Ratio	0.72	1.03	1.17	1.12	1.74
Capital Adequacy ratio – Fincorp	60.96%	52.68%	45.10%	49.67%	50.93%
Capital Adequacy ratio – Microfinance	14.90%*	21.24%	17.63%	18.39	20.66%

*Considering CCD of Rs 10 crore in early January 2024, CAR will be 22.51%

Portfolio – Detailed Breakup

Portfolio Segment Amount (in Cr)	Own Amount (in Cr)	Managed Amount (in Cr)	Total Amount (in Cr)
Microfinance	115.69	468.85	584.54
MSME	12.59	2.13	14.72
Agri & Other Loans	146.30	-	146.30
Total Portfolio	274.58	470.98	745.56

Portfolio Share	Percentage
Microfinance	78%
Others	22%

THANK YOU

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