

MANGAL

CREDIT & FINCORP LIMITED

(Formerly known as "Tak Machinery and Leasing Ltd.")

Date: 20th August, 2021

To,
BSE Limited
Listing Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai - 400 001

Scrip Code: 505850
Scrip Id: MANCREDIT

Sub.: Submission of Presentation on Unaudited Financial Results for the quarter ended 30th June, 2021

Ref.: Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR")

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI LODR"), enclosed herewith please find the Presentation on Unaudited Financial Results for the quarter ended 30th June, 2021.

Kindly take the same on your record and oblige.

Thanking you,
Yours faithfully,
For Mangal Credit and Fincorp Limited

Meghraj Sohanlal Jain
Chairman & Managing Director
DIN: 01311041



CIN No.: L65990MH1961PLC012227

1701/1702, 17th Floor, 'A' Wing, Lotus Corporate Park, Western Express Highway,
Goregaon (E), Mumbai - 400 063.

Tel : 022 - 42461300 • Website: www.mangalfincorp.com • Email : info@mangalfincorp.com



Earning Updates
Q1FY22

Company Overview



Mumbai, 12th Aug, 2021: Mangal Credit and Fincorp Limited (MCFL), is a renowned nonbanking financial company engaged in the business of providing loans against jewellery (Gold/diamond), business & personal loans & loan against property, has announced its results for Q1FY22.

About MCFL:

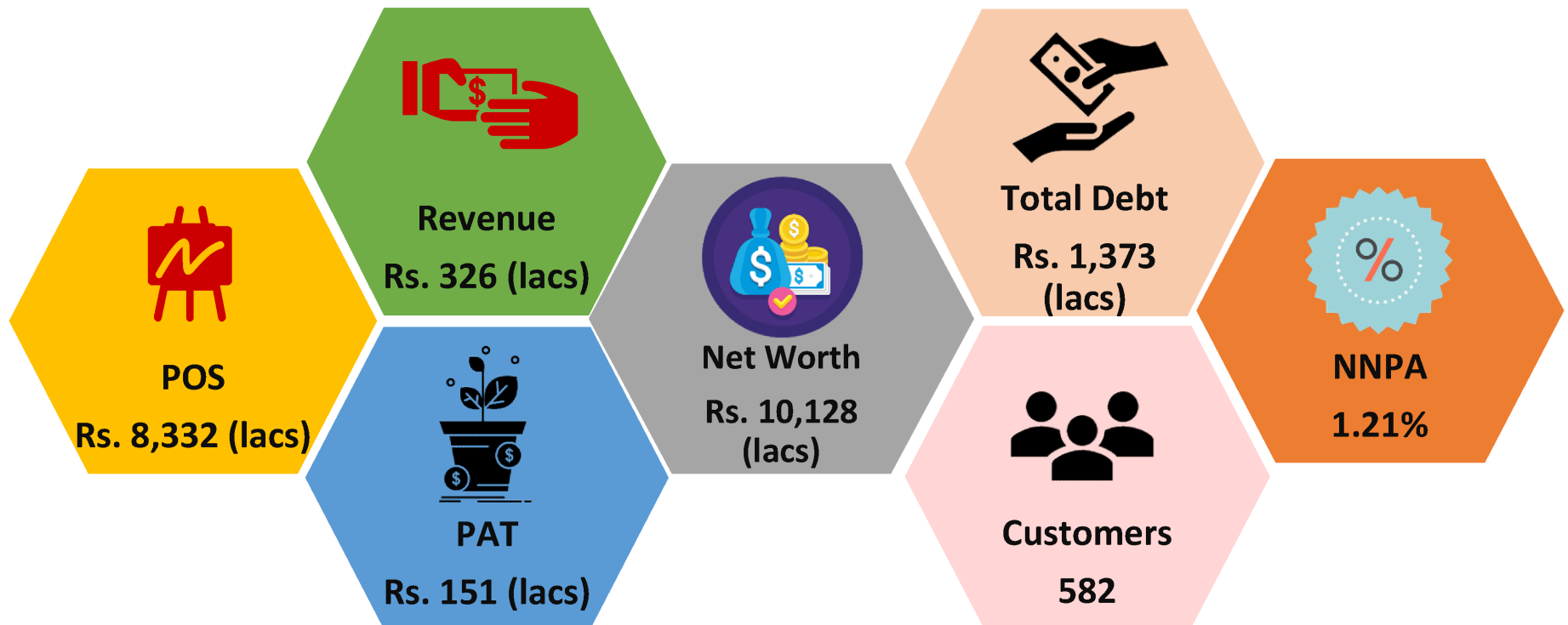
MCFL was established in **2012** and is a **renowned NBFC** based in **Mumbai**. It is expanding its branch network into Gujarat also. It is engaged in the business of providing gold loan, personal loan and business loan.

In a short span of time, MCFL has been successful in growing its customer base multifold, led by its aggressive expansion plans and better service facility. Currently it has **582 clients** and an **AUM of Rs. 8332 lacs**.

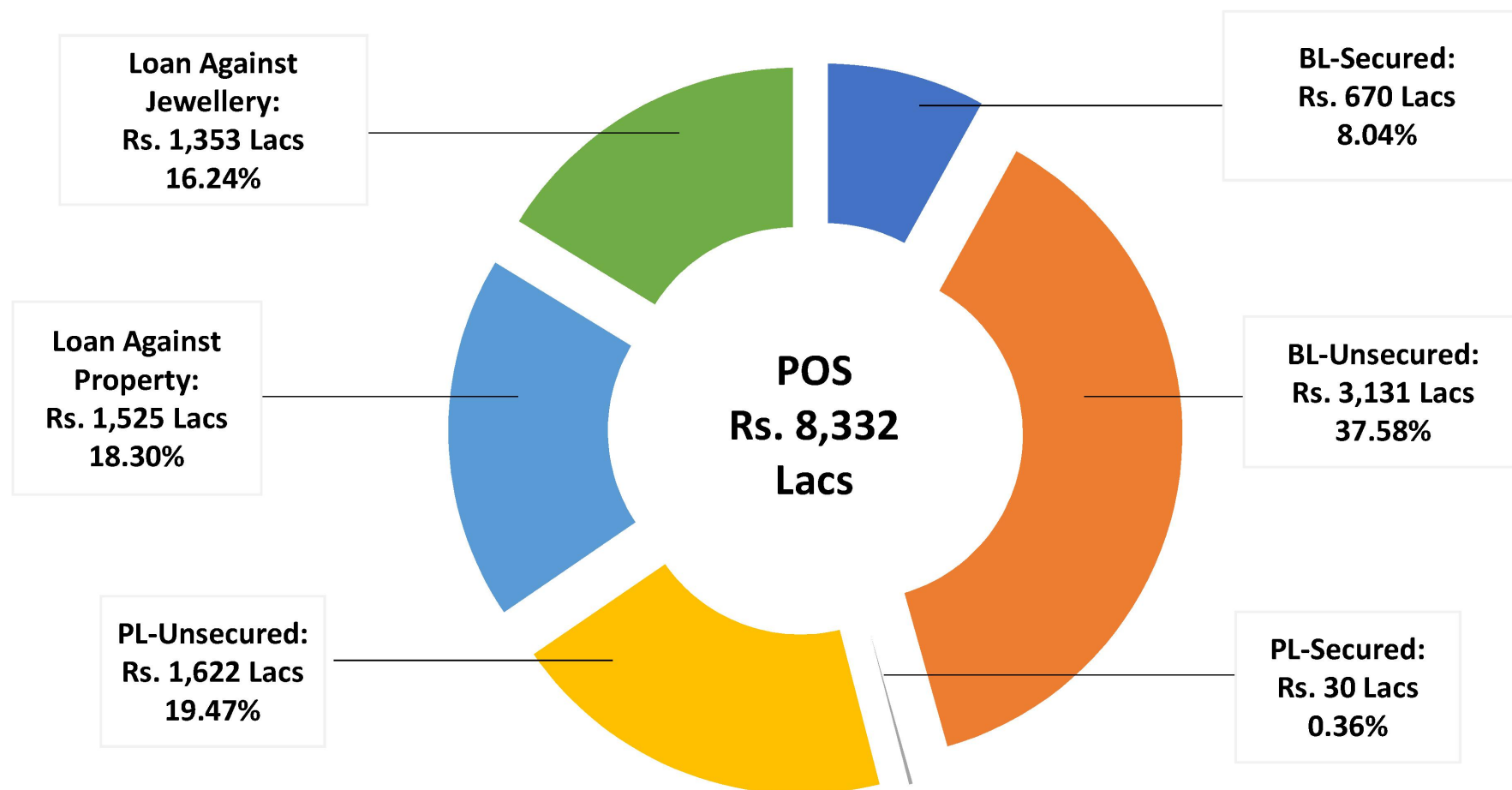
MCFL prides in being an **Asset Quality** conscious company due to its superior risk management practices and better due diligence activities.

MCFL has been spending on setting up a **digital infrastructure** to make the loan availing process hassle free and to gain a competitive edge.

Q1FY22: Where we stand now



Q1FY22 Portfolio Mix: *Healthy Portfolio Mix across segments*



Q1FY22 Financial Performance: *Comparison*



Amount in Rs. Lacs	Q1FY22	Q4FY21
Revenue From Operation	318.16	360.40
Other Revenue	7.75	1.22
Gross Revenue	325.91	361.62
Employee Benefits Expense	51.10	54.30
Other Expenses	32.32	36.90
EBIDITA	242.49	270.42
Depreciation	7.64	5.10
EBITA	234.85	265.31
Interest Cost	32.36	22.09
PBT	202.49	243.22
Tax	51.96	104.38
PAT	150.53	138.84
OCI	-	15.23
Total Comprehensive Income	150.53	154.07
ROA (Annualised)	7.26%	7.61%
ROE (Annualised)	5.99%	5.58%

Key Highlights

- Opex is continue to be monitored at Management level reason being cost has declined.
- ROE is at higher side in **Q1FY22** due to increase in PAT.

Q1FY22 Financial Performance: *Comparison*



Particulars	Q1FY22	Q4FY21
Equity share capital	1,931.40	1,931.40
Other equity	8,196.95	8,046.42
Networth	10,128.35	9,977.82
Debt	1,372.79	1,311.14
POS	8,331.78	8,246.62
CRAR%	86.20%	86.43%
Ratio Analysis		
Debt / Equity (D/E)	0.14	0.13
Revenue Yield	15.73%	15.33%
Portfolio Yield	15.35%	14.68%
Opex	4.03%	4.72%
Employee Cost	2.47%	2.81%
Other Cost	1.56%	1.91%

Q1FY22 Financial Performance: *Bird Eye View*



Q1 FY22 & Q4 FY21 – Earning Updates

- Revenue from Operations reported at ₹ 318.16 Lacs in Q1 FY22 and ₹ 360.4 Lacs in Q4 FY21
- Net Interest Margin (NIM) stands at ₹ 293.55 Lacs in Q1FY22 and ₹ 339.53 Lacs in Q4 FY21
- PAT at ₹ 150.53 Lacs in Q1FY22 and ₹ 138.84 Lacs in Q4FY21.
- Disbursements at ₹ 1,336 Lacs in Q1FY22 and ₹ 1844 Lacs in Q4FY21.

Financial Performance Comparison – Q1 FY22 v/s Q1 FY21

- Net Interest income recorded a growth by 29% from ₹ 239.97 lacs in Q1 FY21 to ₹ 309.04 lacs in Q1 FY22 mainly driven by Unsecured & Jewellery loan product.
- Total financed cost stood at ₹ 32.36 lacs in Q1 FY22, compared to ₹ 16.64 lacs in Q1 FY21.
- Net profit stood at ₹ 150.53 lacs in Q1 FY22, compared to ₹ 155.18 lacs in Q1 FY21.
- Net Interest Margin (NIM) stood at 3.55% in Q1 FY22, compared to 3.63% in Q1 FY21.
- Disbursements at ₹ 1,336 Lacs in Q1FY22 vs. ₹ 432 Lacs in Q1FY21.

Management Commentary

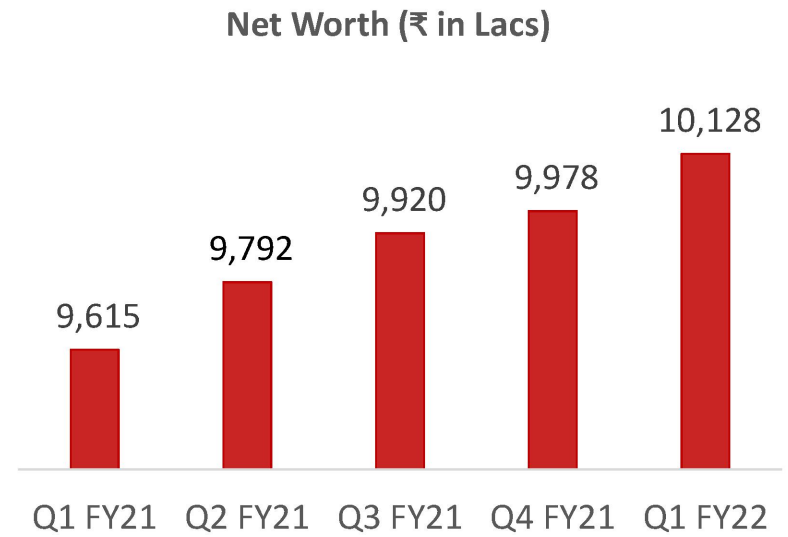
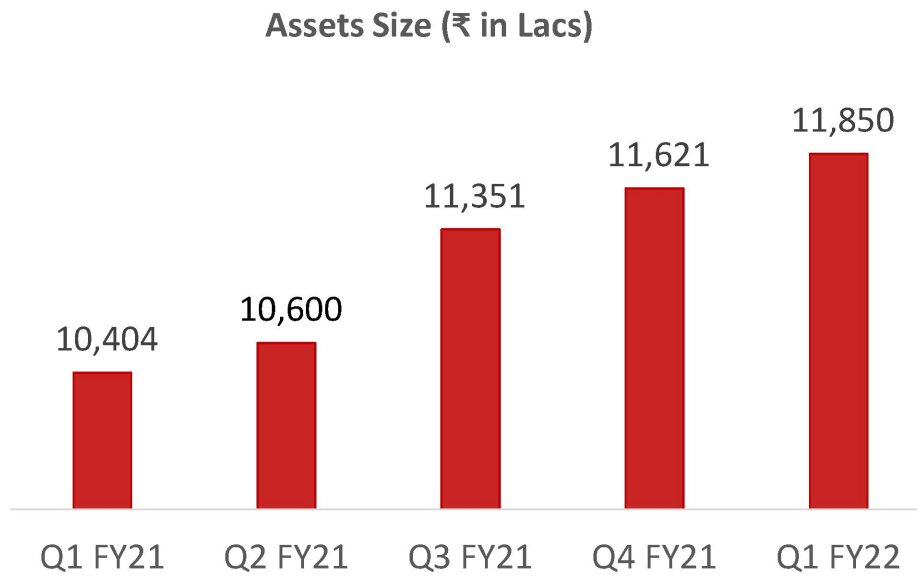
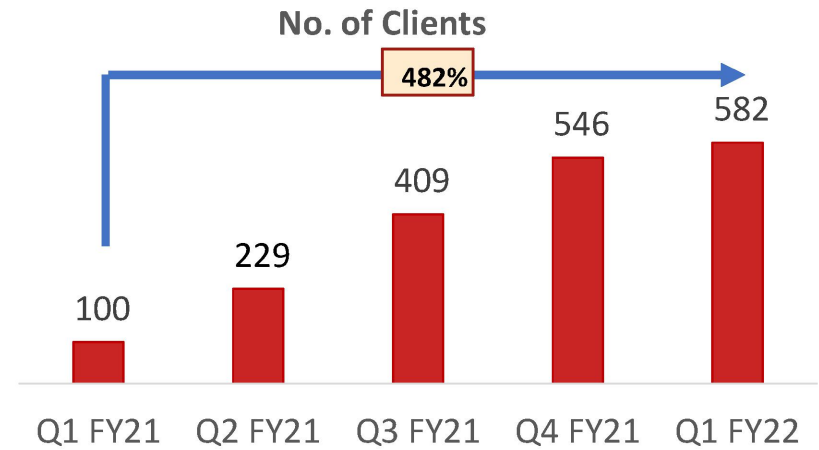
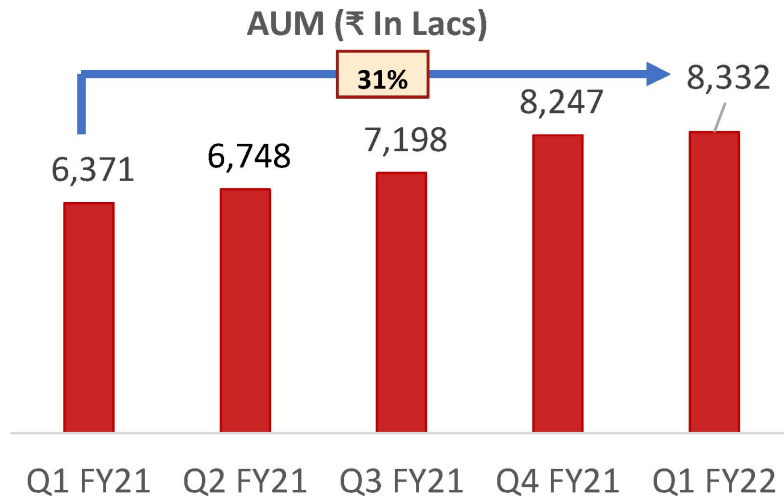
Commenting on the performance of Q1 FY22 , Mr. Meghraj Jain, Managing Director, said “Q1FY22 witnessed a nation-wide lockdown due to 2nd wave of COVID-19. These challenging times have raised several concerns for viability of several businesses and families. This led to individuals and businesses seek loan for their survival and for continuing of their businesses. Consequently, we have seen a growing trend in our client base, disbursements as well as AUM. **Our client base grew by 482% from 100 in Q1 FY21 to 582 in Q1 FY22 and disbursements grew by 210% from Rs. 431 lacs in Q1 FY21 to Rs. 1336 lacs in Q1 FY22. AUM stands at Rs. 8332 lacs in Q1 FY22 as compared to Rs. 6371 lacs in Q1 FY21.**

The current challenging times have brought a great **uptrend** in the growth of our **Gold/Diamond Loan business** and we have further moved a step ahead in our expansion plan by setting up yet **another retail branch** in order to gain more market share.

Our revenue grew by **28.39% y-o-y** due to addition of newer clients and repeat loans to existing clients. Our loan book stands at **Rs. 8332 lacs.**”

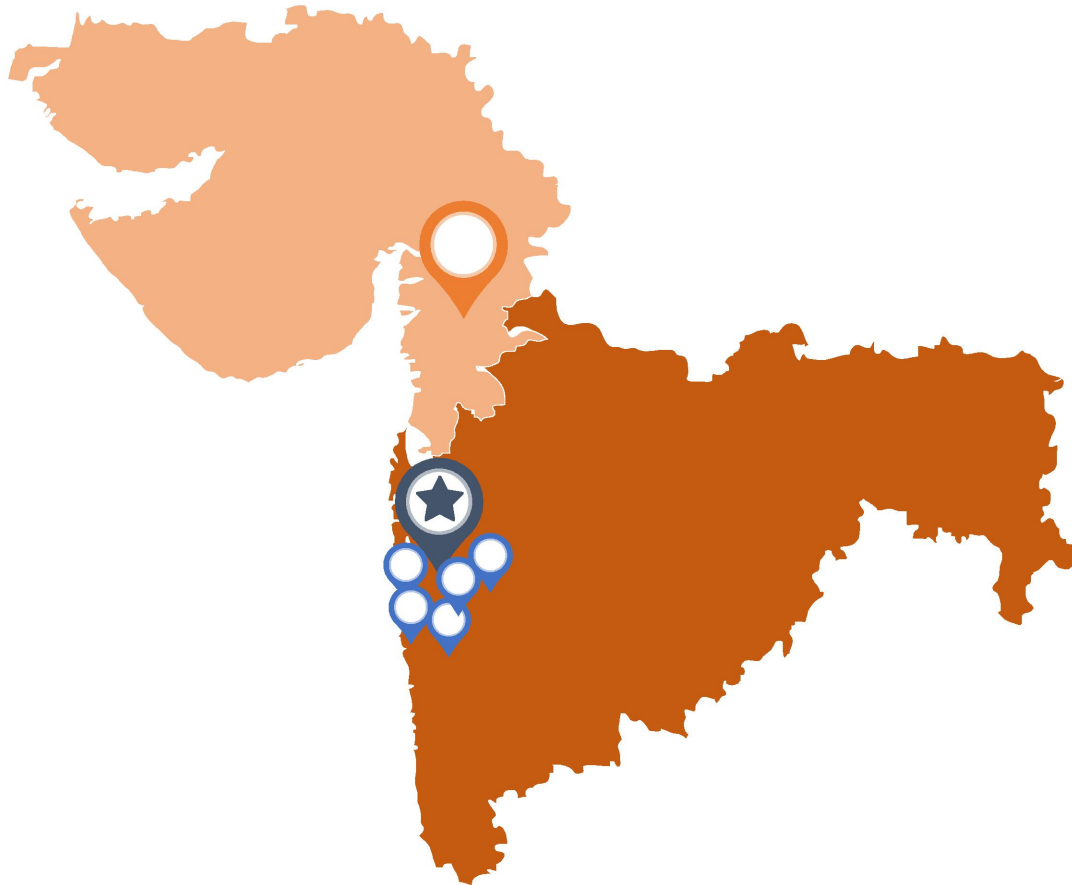
Management Guidance

- Management expects the topline to grow by **40% by end of FY22**. It remains focused to increase their loan book/POS upto **Rs. 50,000 lacs by 2025**, targeting a loan book of **Rs. 11000 Lacs by end of current fiscal**. These will be achieved by its aggressive expansion plans to expand its footprints through **10 more branches** translating it to **1500+ clients** by end of FY22.
 - Management remains committed to grow its flagship product '**Gold Loan Lending**' and expects it to grow by **150%** in current fiscal.
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Branches & Portfolio Distribution

Branch Network:



Branches in Mumbai:

- Vile Parle



Channel Partners tie-up in Mumbai:

- 2 Channel Partners in Lower Parel.
- 1 Channel Partner Dombivali.
- 1 Channel Partner Santacruz.
- 1 Channel Partner Ghansoli.
- 1 Channel Partner Andheri.



Branches in Gujarat:

- Surat