

To,  
Department of Corporate Relations,  
**BSE Limited,**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai – 400 001

**Dated: May 27, 2022**

Ref: (MONEYBOXX | 538446] INE296Q01012)

**Subject: Investor Presentation**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in terms of other applicable laws, if any, please find the Investor Presentation for Q4 & FY22 Financial Results ending March 31, 2022.

This is for your information and records.

This will also be hosted on Company's website at [www.moneyboxxfinance.com](http://www.moneyboxxfinance.com)

Thanking you,

Yours faithfully

For **Moneyboxx Finance Limited**



(Bhanu Priya)

**Company Secretary and Compliance Officer**

**M.no- A36312**

**Date: May 27, 2022**

**Place: Gurugram**





# MONEYBOXX FINANCE LIMITED

Board Meeting

Financial Results: Q4 & FY22 ending 31<sup>st</sup> Mar 2022

27 May 2022



## Disclaimer

This document may contain certain forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The Company does not undertake to revise any forward- looking statement that may be made from time to time by or on behalf of the Company.

# Agenda

## Highlights of Q4 & FY22

### About the Company

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**Moneyboxx Finance Limited** –  
Fast-growing, new-age NBFC  
Target Market & Opportunity  
Our differentiated & proven model



**Operations Snapshot** –  
Balanced Business Model

### Business Performance Update

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**Disbursements** –  
Business rebounded strongly from Q2  
after a dip in Q1 due to COVID



**Diversified AUM** – focus on  
borrowers in essential sectors and  
granular portfolio paying off



**Collection Efficiency** - remains one of  
the best in industry even during stress  
periods



**Asset quality remains  
strong and resilient**

### Review of Financial Position

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**Prudent Capital Management**  
Strong Capital Adequacy  
Raised Tier-II Capital in Q2 and Tier-I  
Equity Capital in Q3



**Path to Profitability**



**Other Updates** – Funding  
sources; Impact Initiatives

# Who we are – Moneyboxx Finance Limited

Building a scalable and profitable business with financial inclusion at heart

## Fast-growing, tech-driven, BSE-listed NBFC

- ✓ Small unsecured business loans of ₹ 100k-300k in Tier-3 and below places
- ✓ Plan to start secured business loans of ₹ 300k-700k from Q1 FY23
- ✓ Started in Feb'19, operating in 5 states with 30 branches as of Mar'22
- ✓ Current AUM of ₹ 121 crores (Mar'22) and served more than 15,000 borrowers

FY26 TARGET:



**18x AUM growth**  
₹ 2,100+ crores



**7x branches**  
200+

## Funding Livelihoods not Lifestyles, Transforming Lives

- ✓ Serving the most underserved segment i.e., 'The Missing Middle'
- ✓ **Sustainable impact** beyond just capital
- ✓ Enabling **2x growth** in disposable income of borrowers in 3 years



## MISSION STATEMENT

To deliver easy, cost-efficient and technology driven financing solutions to aspiring micro enterprises



## VISION STATEMENT

To be "The Lender of Choice" for deserving micro enterprises in India



# Target Market: MFI+ Segment

Moneyboxx addressing credit needs of under-served Micro & Small Enterprises (MSEs) in Tier-III & beyond

- ▶ **Targeting the Missing Middle** – Deserving micro and small enterprises with unmet credit needs, often those graduating from group borrowing (MFI) to individual borrowing

- ▶ **Customers across sectors with focus on essential:** Livestock, Kirana, Trading (retailers other than Kirana) and Small Manufacturers

- ▶ **Tier 3 cities and below** with initial focus on Rajasthan, Punjab, Haryana, Madhya Pradesh and Uttar Pradesh



## Unsecured business loans

- ▶ Ticket size: INR 50,000-300,000
- ▶ Shorter tenure: 12-36 months

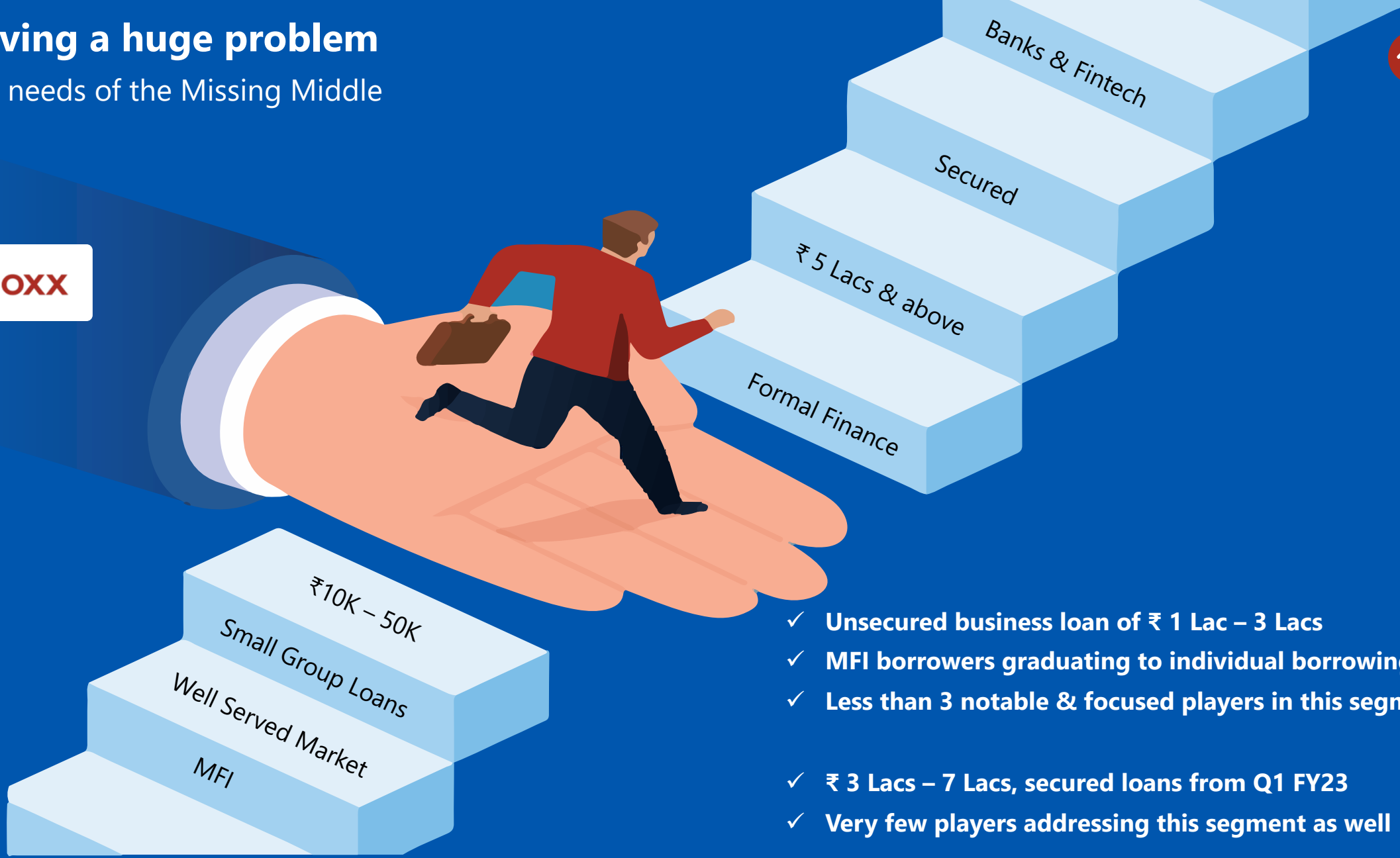
## Secured business loans

- ▶ ₹ 3-7 Lakhs from Q1FY23

- ▶ **'Direct-to-customer' (No DSA):** Direct sourcing leads to better customer understanding and long-term relationship
- ▶ Entirely **digital** (paperless) process from lead generation to disbursement

# We are solving a huge problem

Meeting credit needs of the Missing Middle



- ✓ Unsecured business loan of ₹ 1 Lac – 3 Lacs
- ✓ MFI borrowers graduating to individual borrowing
- ✓ Less than 3 notable & focused players in this segment
- ✓ ₹ 3 Lacs – 7 Lacs, secured loans from Q1 FY23
- ✓ Very few players addressing this segment as well

# Moneyboxx has a proven business model to execute MFI+ Loans



## Competitive advantages of MONEYBOXX



### On-ground presence

Solid understanding of local economies, clusters and sectors



### Origination: Direct-to-customer

No DSA. Direct sourcing leads to better customer understanding and long-term relationship



### Robust underwriting

In-depth analysis of customers using non-traditional & non-financial alternative data sources & sector-specific inputs



### IT-enabled decision-making

Strong analytics, digital processes

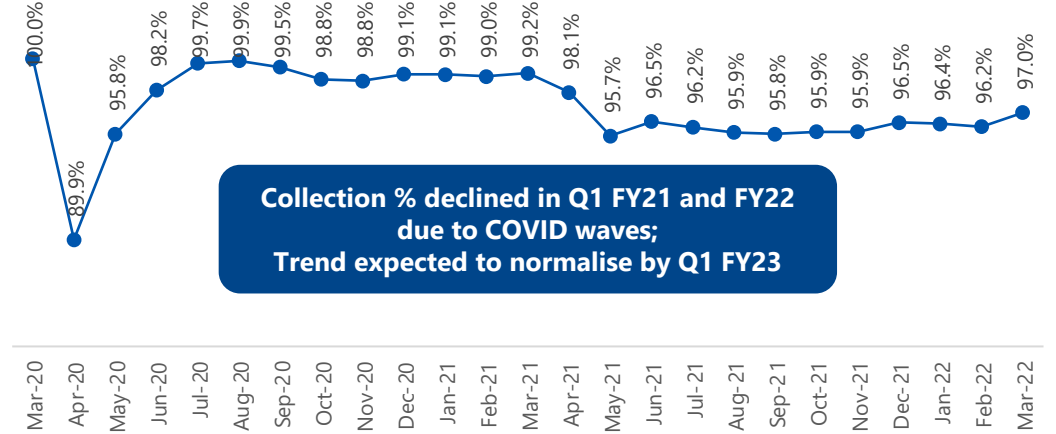


### Leveraging local team & intelligence Strong Collection Mechanism

## Proven underwriting capabilities and collection efficiency amidst the most challenging environment



### Exceptional Collection Efficiency

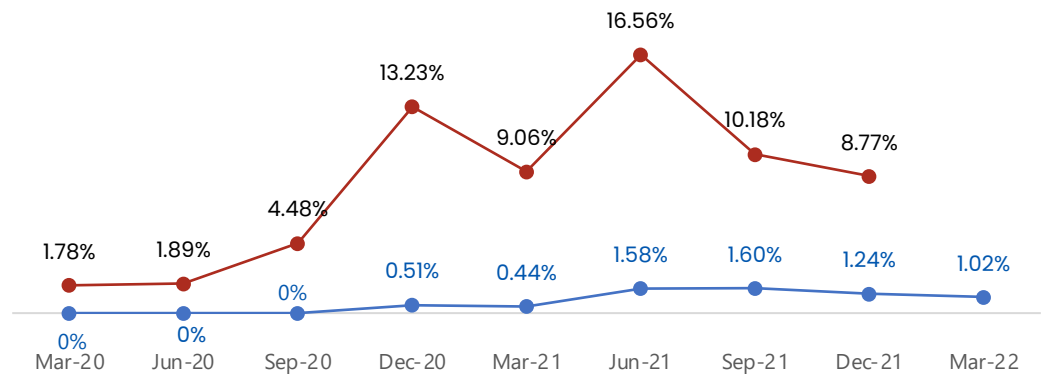


Collection % declined in Q1 FY21 and FY22 due to COVID waves; Trend expected to normalise by Q1 FY23

— Moneyboxx: On-time Collection %



### Robust asset quality despite pandemic



— Moneyboxx 30+ PAR% — MFI Industry 30+ PAR %

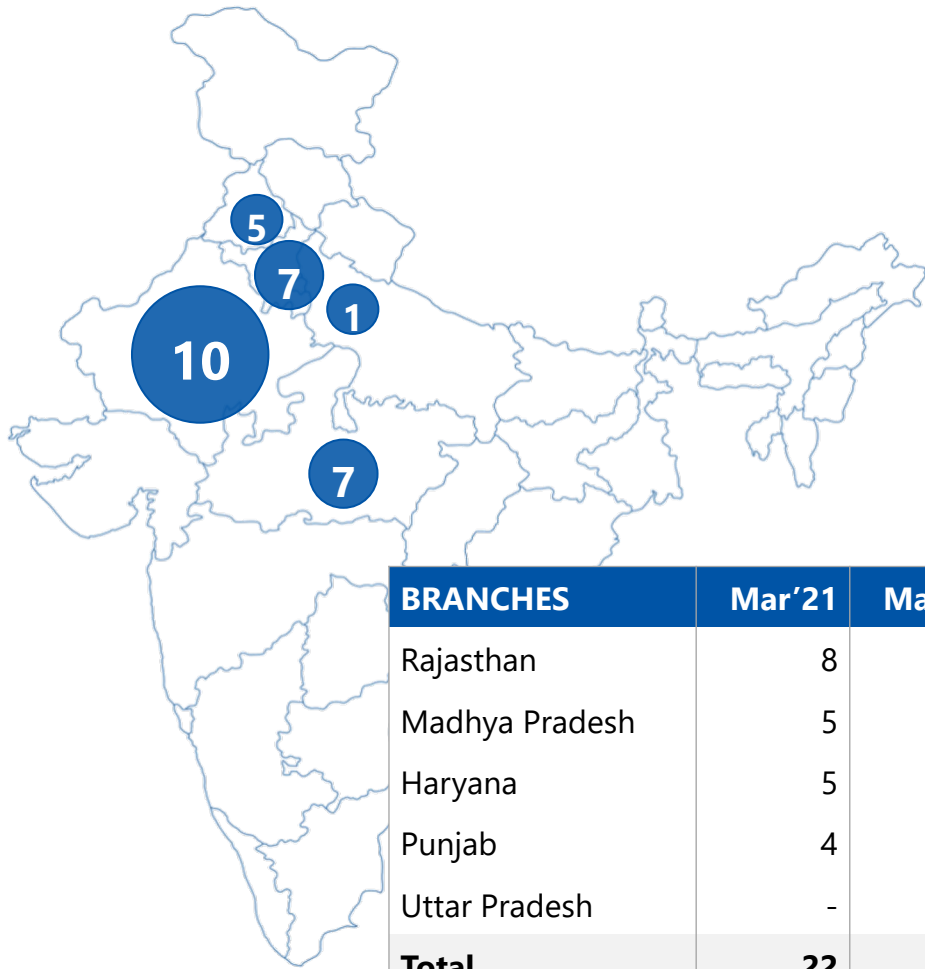


# Journey so far – Robust systems & processes ensured success despite COVID



Successfully scaled up operations in a span of three years

Data as of Mar 2022



BRANCHES	Mar'21	Mar'22
Rajasthan	8	10
Madhya Pradesh	5	7
Haryana	5	7
Punjab	4	5
Uttar Pradesh	-	1
<b>Total</b>	<b>22</b>	<b>30</b>

## We today are...



**30** branches



**11,468** live customers



**313** employees



**₹ 121** crores AUM



**₹ 201.8** crores disbursements



**18** lenders

## Transforming lives



**15,259** borrowers funded



**33%** women borrowers



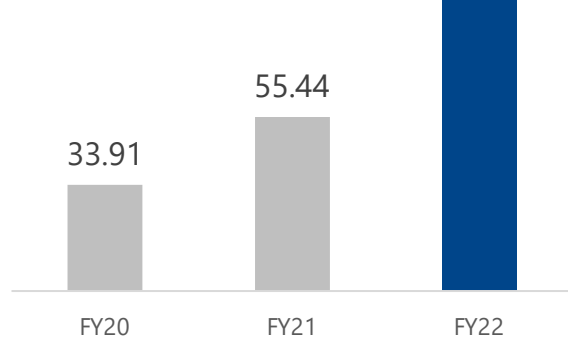
**33%** new-to-credit



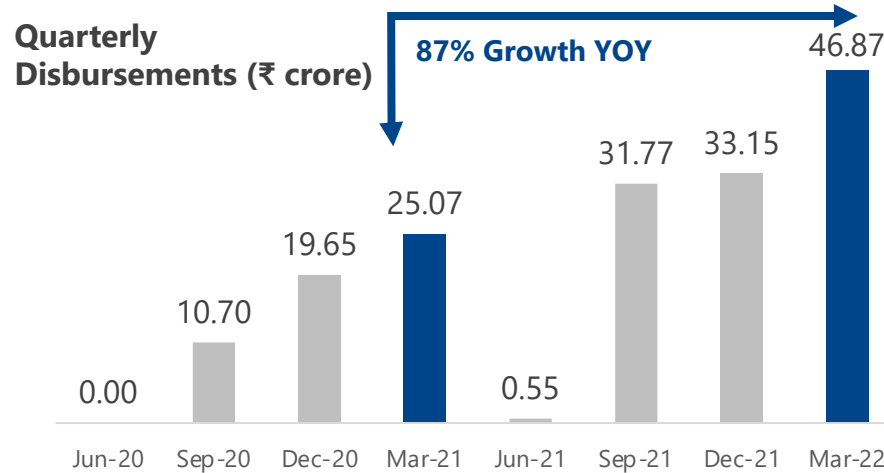
# Business normalized from July 2021 after second COVID wave



**Annual Disbursements (₹ crore)**  
YOY growth 102.7%



**Quarterly Disbursements (₹ crore)**

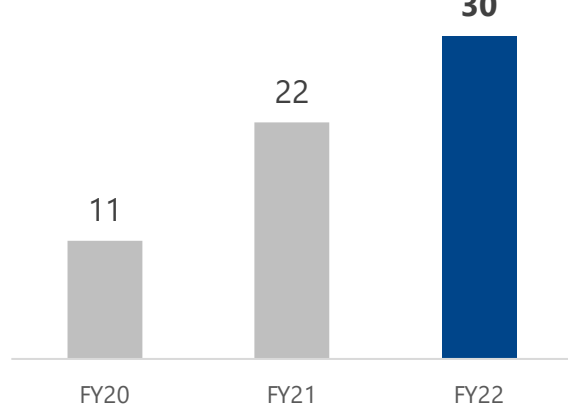


**Strong disbursement growth with focus on essential sectors**

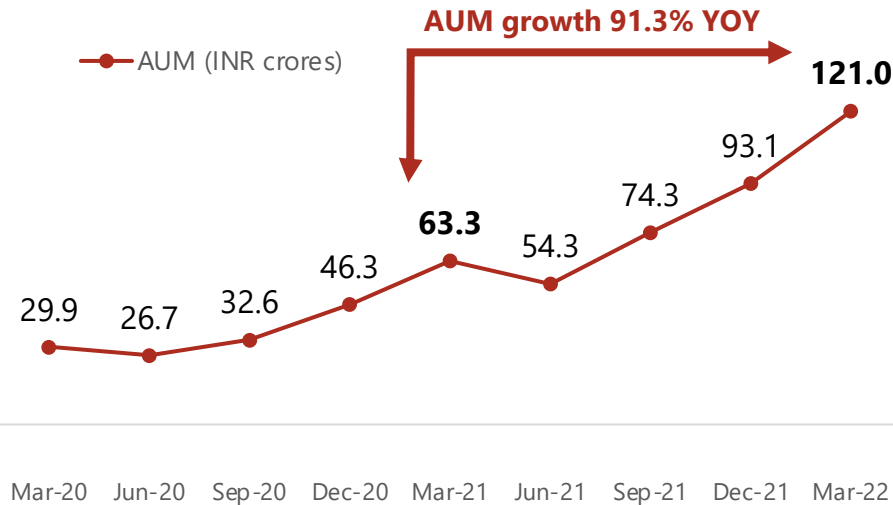


**Business improving and long-term prospects remain favorable**

**Year-end Branches**



**AUM (INR crores)**



**Robust AUM growth due to strong business growth and ...**



**... rising branch productivity (1.5x increase in AUM per Branch)**

Branch Productivity	Mar'21	Mar'22
Year-end Branches	22	30
Branches (>3-month vintage)	17	22
<b>AUM per Branch:</b>	<b>₹ 3.7 crore</b>	<b>₹ 5.5 crore</b>

Note: AUM and Disbursements are before Ind-AS adjustments

# Diversified AUM across sectors and geographies

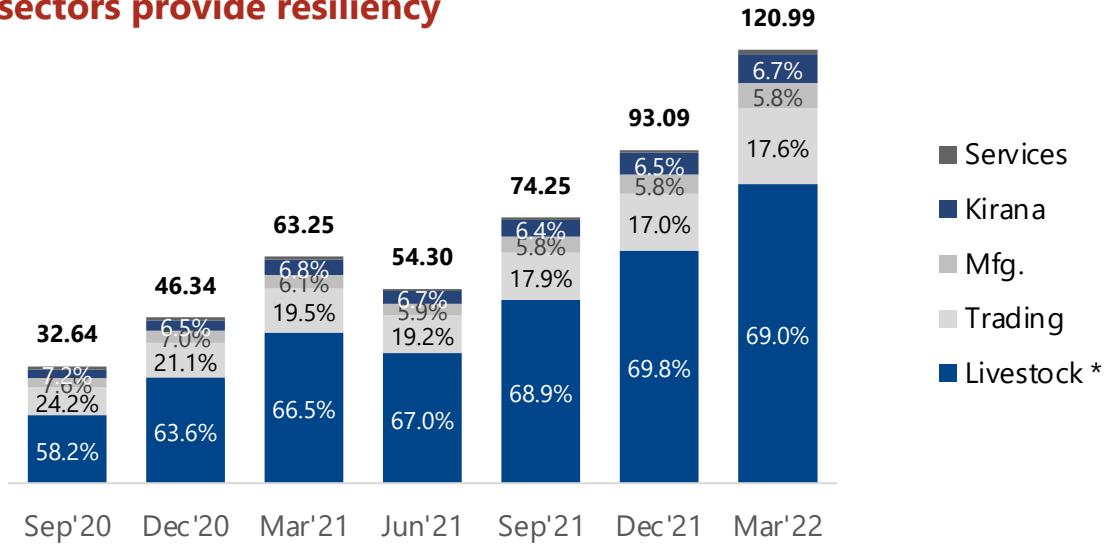


Focus on essential sectors provide stability



**Livestock & Kirana sectors provide resiliency**

AUM by Sectors (INR crores)



**Focused more on essential sectors amidst pandemic leading to high collections and resilient asset quality**

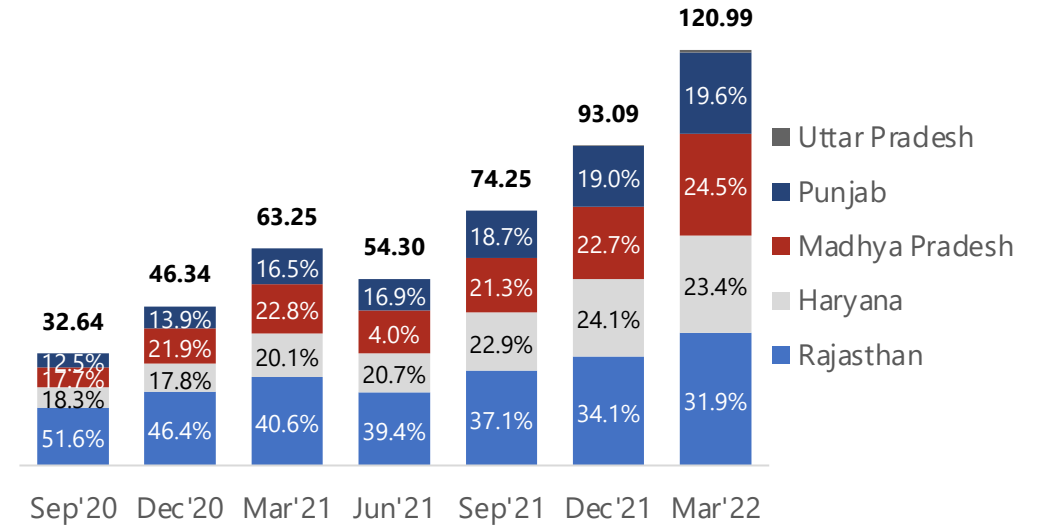
**\*Livestock customers have multiple sources of income including agri-income from farmland**

**Geographic diversification lends stability**



**Improved geographic diversification** with no single state accounting for more than **33% of AUM**

AUM by States (INR crores)



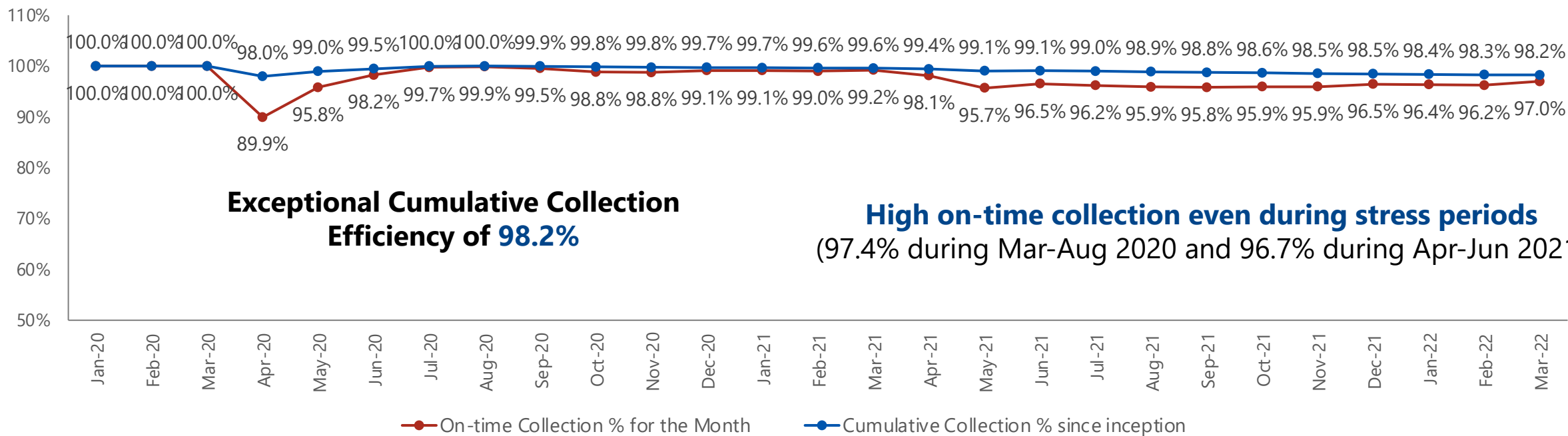
Note: AUM before Ind-AS adjustments

# Exceptional collection efficiency even during stress periods

Testimony of strong underwriting standards and collection efficiency at Moneyboxx



**Collection % declined from April 2021 due to severe lockdowns in Q1 FY22 & no moratorium. Trend expected to normalise from Q1 FY23 onwards with improving outlook**



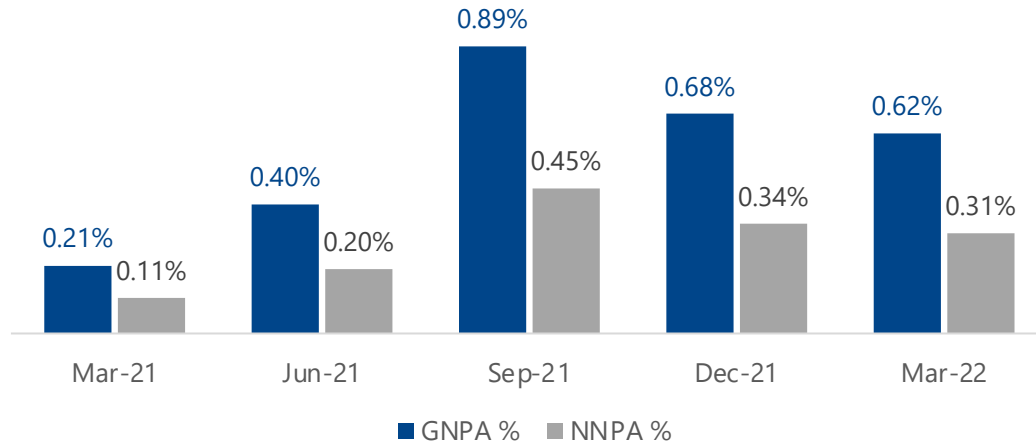


# Resilient Portfolio

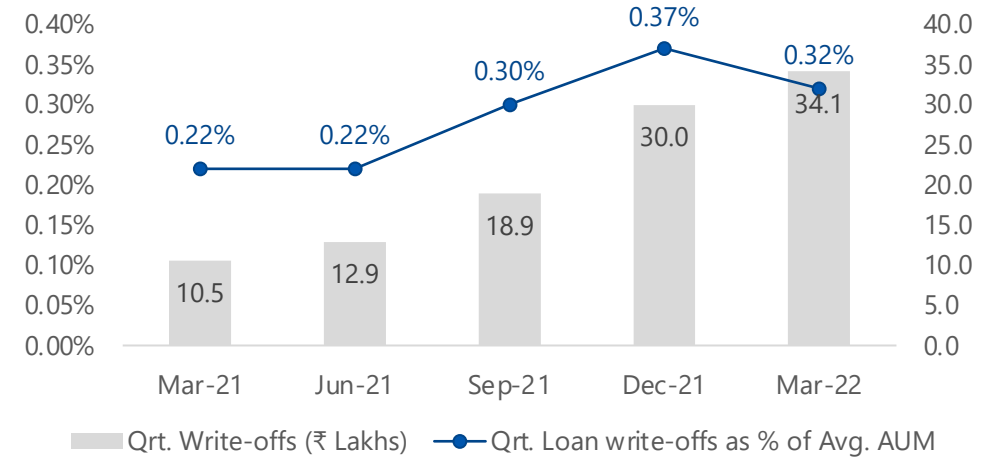
Strong and stable asset quality with very low NPAs



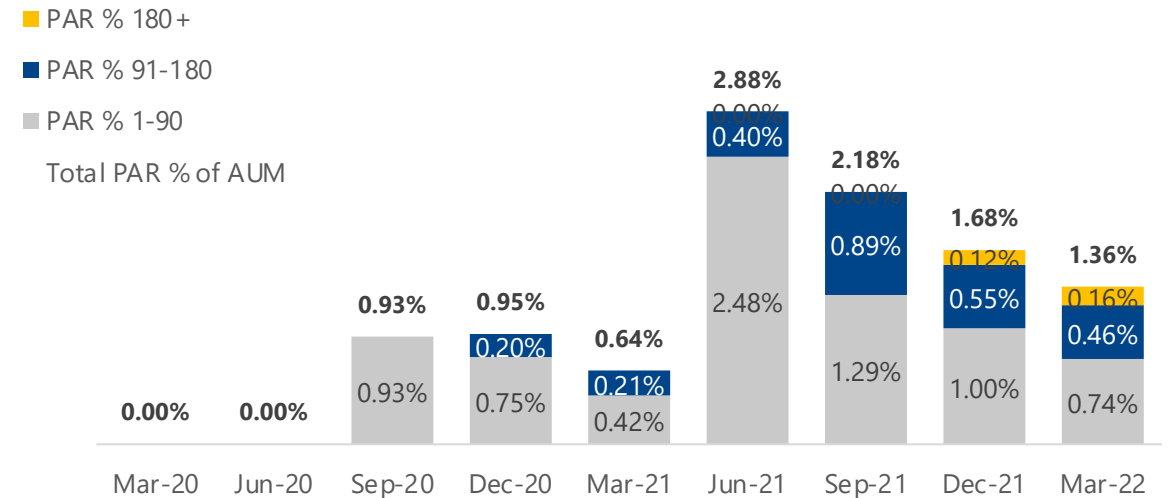
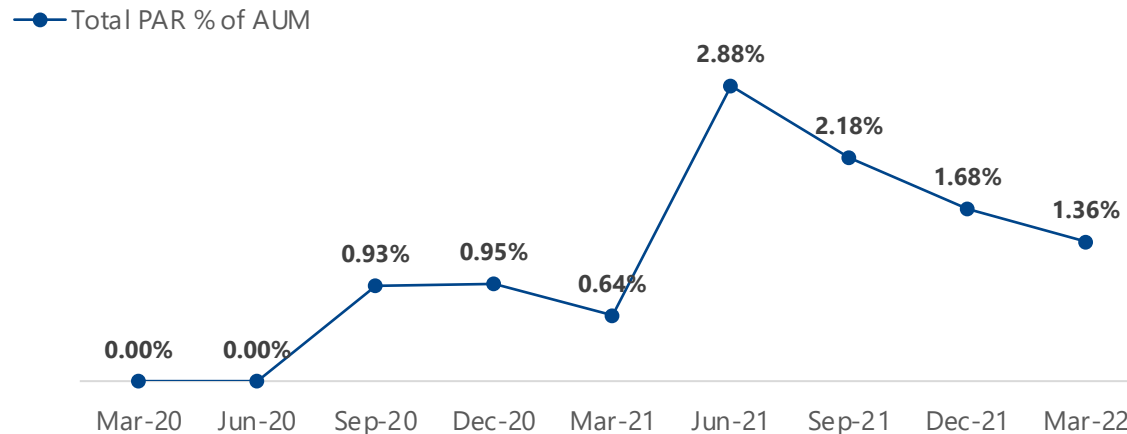
## Very Low NPAs



## Low write-offs and credit cost



## Improving PAR (% of AUM) after a spike due to 2<sup>nd</sup> COVID wave



# Prudent Capital Management



Stronger balance sheet after Equity fund raise of ₹ 14.42 crore in Q3FY22 and expected to raise ₹ 22 crore in May'22  
Tier-II Capital raise of ₹ 6.61 crore in H1 FY22

## Continuous validation of model by lenders



Cumulative debt raise of **₹ 157.92 crores** (including ₹ 6.61 crore subordinated debt) as of Mar 2022

DCB BANK

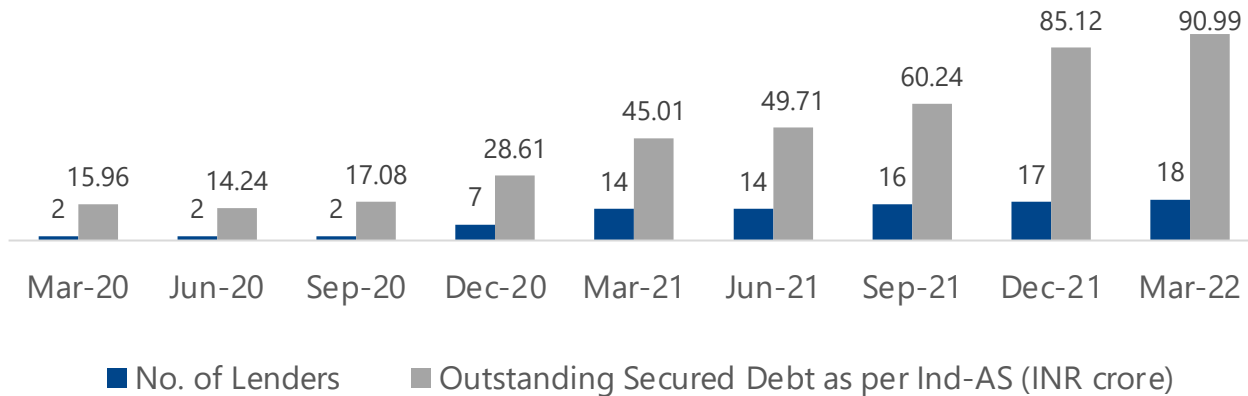
Added **DCB Bank**, Klay Finvest, Vivriti Capital and Western Capital as new lenders in FY22 and **IDFC First Bank** in Apr'22



**FY22: Raised ₹ 98.92 crore** (Term loans ₹ 76.50 crores, PTC ₹ 15.81 crores and Sub Debt ₹ 6.61 crore)



Debt raising capacity improving and funding costs to decline with maturing relationships with existing lenders and expected addition of **multiple banks**



## Adequately capitalized for growth

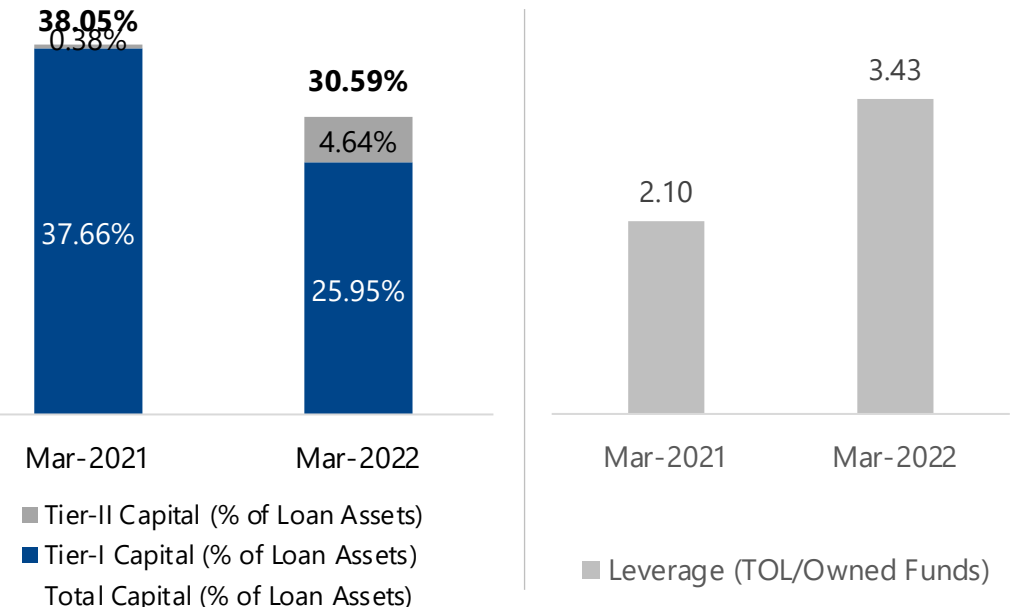


### Strong Capital Adequacy:

30.59% as of May'22

Strengthened capital position in FY22 with:  
₹ **06.61 crore** of Tier-II Capital raise in H1FY22  
₹ **14.42 crore** of Tier-I Equity Capital in Q3FY22  
Expected to raise ₹ **22 crore** Tier-I Equity in May'22

Plans to raise further Capital to support growth plans



# Path to Profitability



Strong unit economics, rising scale of operations and improving productivity to drive profitability

## Growing Income with rising scale of operations



Income growth of **112%** driven by strong **improvement in branch productivity**

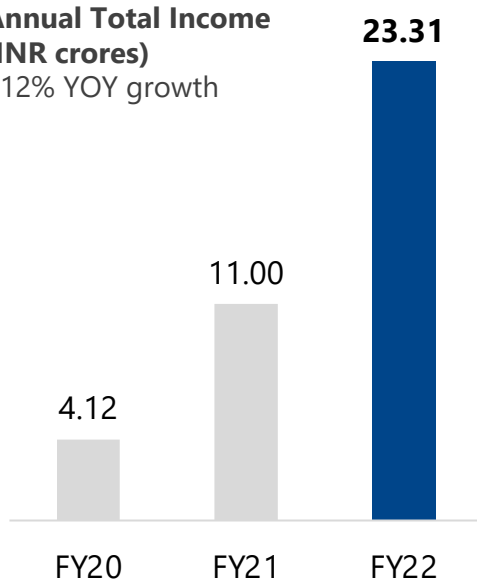


Branch unit economics remain solid with **high NIMs** and fast break-even period

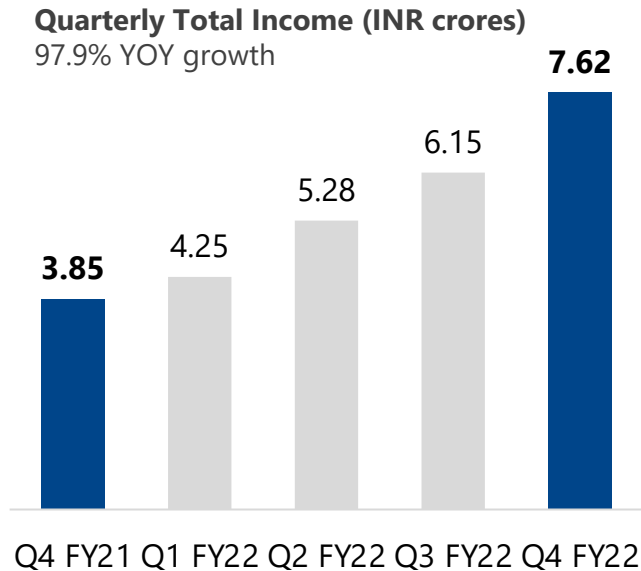


Further productivity improvement, higher ticket-size and branch expansion to drive **strong growth going forward**

**Annual Total Income (INR crores)**  
112% YOY growth

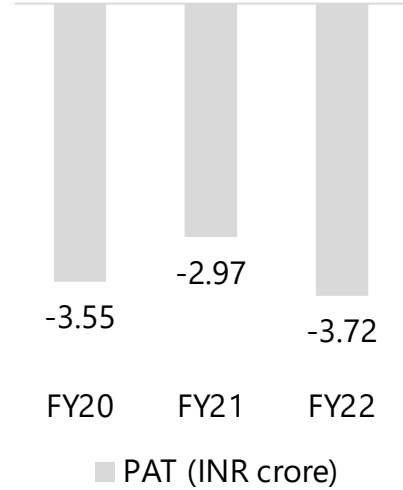


**Quarterly Total Income (INR crores)**  
97.9% YOY growth

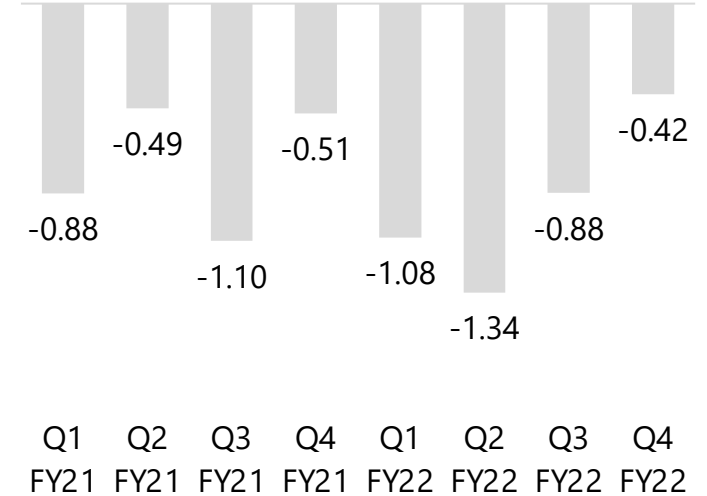


## Profitability to improve with rising scale

**Annual PAT (₹ crore)**



**Quarterly PAT (₹ crore)**



- ✓ Losses in the last three years on account of build-out stage and pandemic
- ✓ Clear plan to achieve profitability supported by solid Branch unit economics, improving productivity, rising scale of operations and declining cost of borrowings
- ✓ Losses would have been negligible in FY21 and FY22 without COVID

# Summary Financial Statements



Profit & Loss Statement (₹ crore)	31-Mar-21	31-Mar-22
Interest Income	10.85	22.29
Sale of Services (Fee-based)	0.11	0.30
Other Income	0.04	0.71
<b>1. Total Income</b>	<b>11.00</b>	<b>23.31</b>
Finance costs	3.60	10.56
Employee benefits expense	8.18	13.03
Other expenses	2.18	3.96
Credit costs (Impairment & ECL provisions)	0.11	1.34
Depreciation & Amortization	0.81	0.94
<b>2. Expenses</b>	<b>14.88</b>	<b>29.83</b>
<b>3. Profit before tax (1-2)</b>	<b>-3.89</b>	<b>-6.52</b>
4. Tax expense (deferred taxes)	-0.91	-2.80
<b>5. Profit (Loss) for the year</b>	<b>-2.97</b>	<b>-3.72</b>

Cash Flow Statement (₹ crore)	31-Mar-21	31-Mar-22
<b>(A) Operating Cash Flows</b>	<b>-34.75</b>	<b>-59.38</b>
<b>(B) Investing Cash Flows</b>	<b>-1.47</b>	<b>-2.82</b>
Issue of Share Capital (including premium)		14.42
Share issue expenses		-0.43
Proceeds from Borrowings	41.50	83.46
Repayment of Borrowings	-12.45	-37.48
Payment of lease liabilities	-0.34	-0.54
Proceeds from Subordinated Debt		6.53
<b>(C) Financing Cash Flows</b>	<b>28.71</b>	<b>65.96</b>
<b>(D) Changes in Cash (A+B+C)</b>	<b>-7.51</b>	<b>3.75</b>
Beginning Cash and cash equivalents	9.84	2.33
<b>Closing Cash and cash equivalents</b>	<b>2.33</b>	<b>6.08</b>

Balance Sheet (₹ crore)	31-Mar-21	31-Mar-22
Equity Share Capital	20.08	21.60
Reserves & Surplus	4.07	12.91
<b>Equity</b>	<b>24.15</b>	<b>34.51</b>
Borrowings	45.01	90.99
Subordinated Debt	0.00	6.53
Lease Liability	1.37	1.43
<b>Financial Liabilities</b>	<b>46.39</b>	<b>98.95</b>
Current liabilities	1.91	6.07
Provisions	0.55	1.05
Other non-financial liabilities	0.03	0.02
<b>Non-financial liabilities</b>	<b>2.50</b>	<b>7.14</b>
<b>Total Equity &amp; Liabilities</b>	<b>73.03</b>	<b>140.60</b>
Cash and cash equivalents	2.33	6.08
Bank Balances other than Cash and cash equivalents	0.10	1.80
Loans	61.88	119.05
Investments	0.00	0.00
Other financial assets	2.66	2.70
<b>Financial Assets</b>	<b>66.97</b>	<b>129.63</b>
Current assets (net)	1.19	2.27
Deferred tax assets (net)	0.84	3.62
Property, plant and equipment	1.30	1.50
Capital Work-in-Progress	1.54	2.33
Right of Use Asset	1.19	1.24
Other Intangible assets	0.01	0.00
<b>Non-Financial Assets</b>	<b>6.06</b>	<b>10.97</b>
<b>Total Assets</b>	<b>73.03</b>	<b>140.60</b>





# THANK YOU



## Corporate Office Address

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