

MANGAL

CREDIT & FINCORP LIMITED

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

Date: 24th May, 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 Audited Financial Results for the quarter and year ended 31st March, 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 Audited Financial Results for the quarter and year ended 31st March, 2021.

Kindly take the same on your record and oblige.

Thanking you,

Yours faithfully,

For Mangal Credit and Fincorp Limited

Meghraj 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



MANGAL
CREDIT & FINCORP LIMITED

Earnings Update for Q4 & 12M FY21

Company Overview



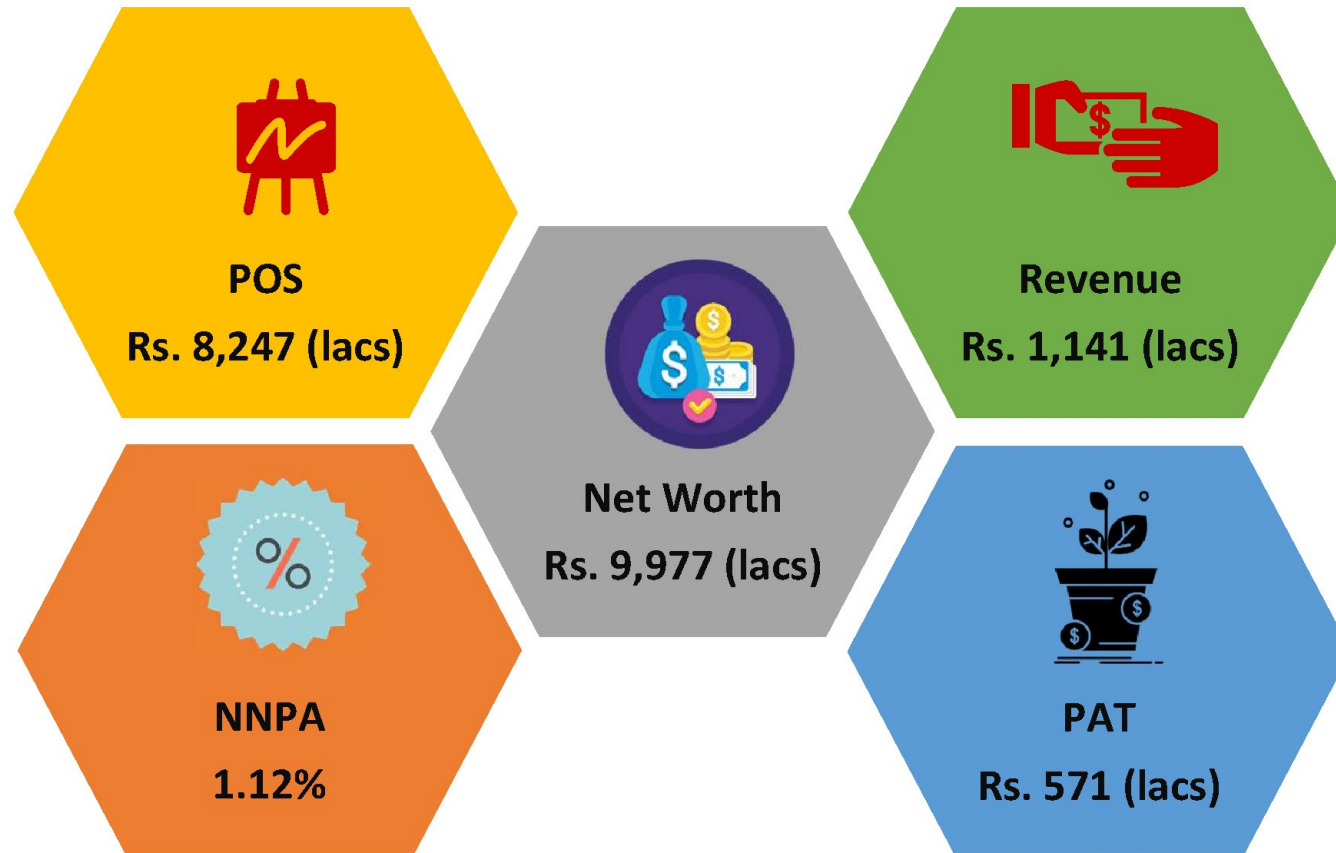
Mumbai, 20TH May, 2021: Mangal Credit and Fincorp Limited (MCFL), is a renowned non-banking financial company engaged in the business of providing loans against jewellery (Gold/diamond), business & personal loans & loan against property, has announced its results for the 4th Quarter and 12 months ending March 2021;

ABOUT MCFL:

MCFL was established in 2012 and is a renowned non-banking financial company based in Mumbai, which is engaged in the business of providing business & personal loans and loan against gold & diamond jewellery.

MCFL is having a reputation among its clients, which has been shaped with high quality practices, customer driven approach and high focus on collaborative growth. Many years of devoted research and experience have empowered the organization to give brisk and customized finance choices and investment schemes for various clients who do not have access to mainstream commercial banks. This has helped in winning the respect and loyalty of their innumerable customers.

MCFL: Financial Dashboard



FY21 Financial Performance: *Comparison*

Amount in Rs. Lacs	Q4FY21	Q3FY21	Q4FY20	FY21	FY20
Revenue From Operation	360.40	263.81	214.91	1,130.50	886.52
Other Revenue	1.22	3.63	638.34	10.54	745.76
Gross Revenue	361.62	267.44	853.25	1,141.04	1,632.28
Employee Benefits Expense	54.30	39.75	27.54	139.99	94.22
Other Expenses	36.90	39.19	33.77	101.76	147.99
EBIDITA	270.42	188.50	791.95	899.29	1,390.08
Depreciation	5.10	8.56	6.09	24.00	14.00
EBITA	265.31	179.94	785.86	875.29	1,376.08
Interest Cost	22.09	12.24	0.04	56.94	19.74
PBT	243.22	167.70	785.82	818.35	1,356.34
Tax	104.38	38.80	146.93	247.24	279.86
PAT	138.84	128.90	638.89	571.11	1,076.48
OCI	15.23	-	25.15	15.23	21.13
Total Comprehensive Income	154.07	128.90	664.04	586.34	1,097.61
ROA (Annualised)	7.61%	7.92%	43.48%	7.83%	18.68%
ROE (Annualised)	5.58%	5.23%	28.46%	5.87%	11.99%



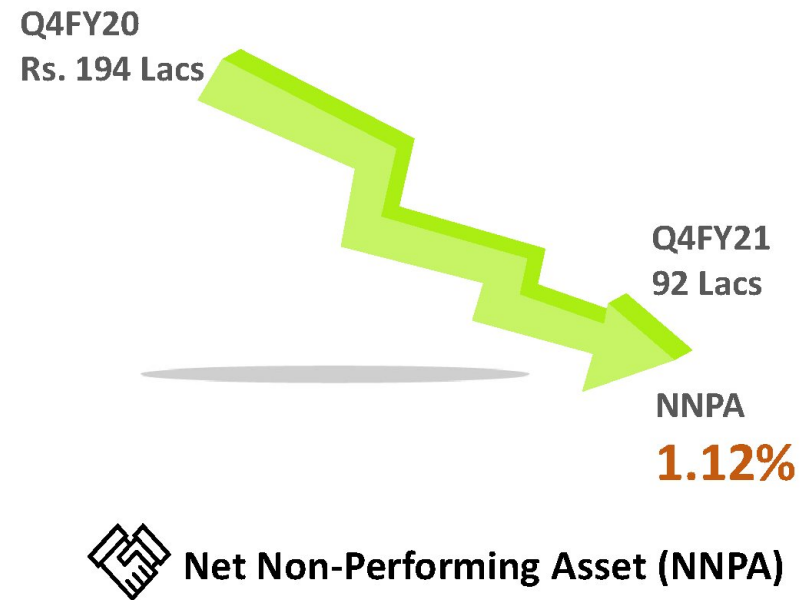
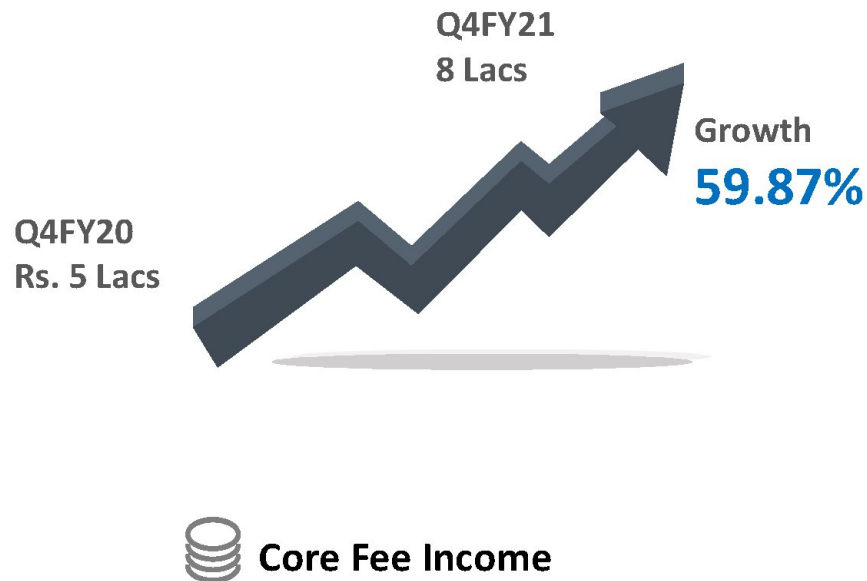
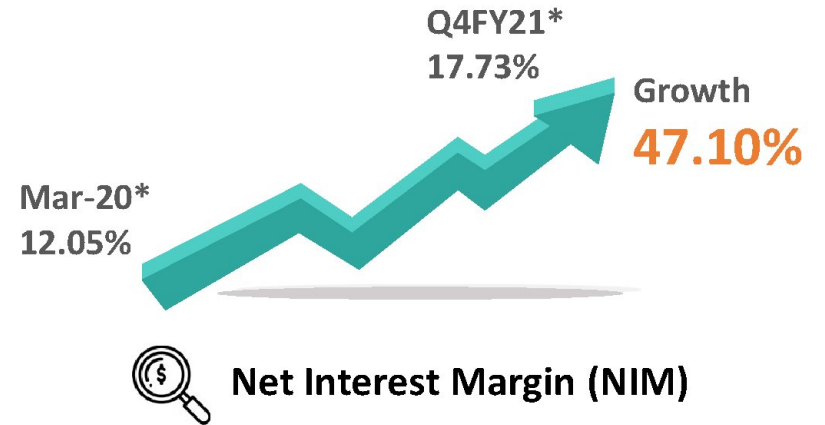
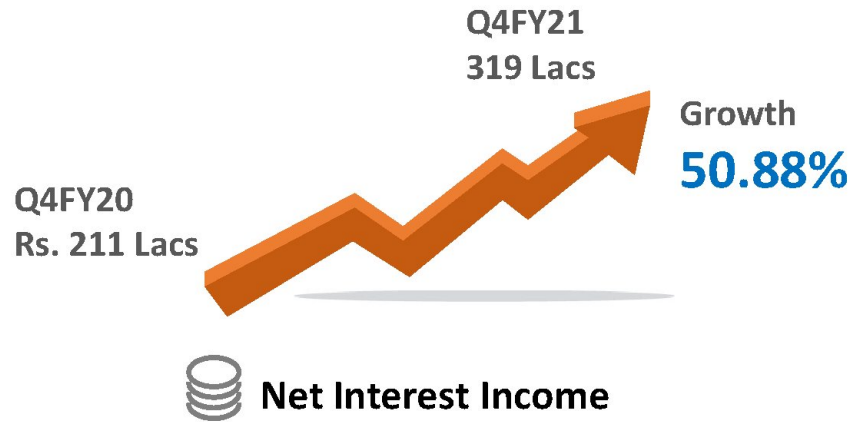
FY21 Financial Performance: *Bird Eye View*



Financial Performance Comparison - FY21 v/s FY20

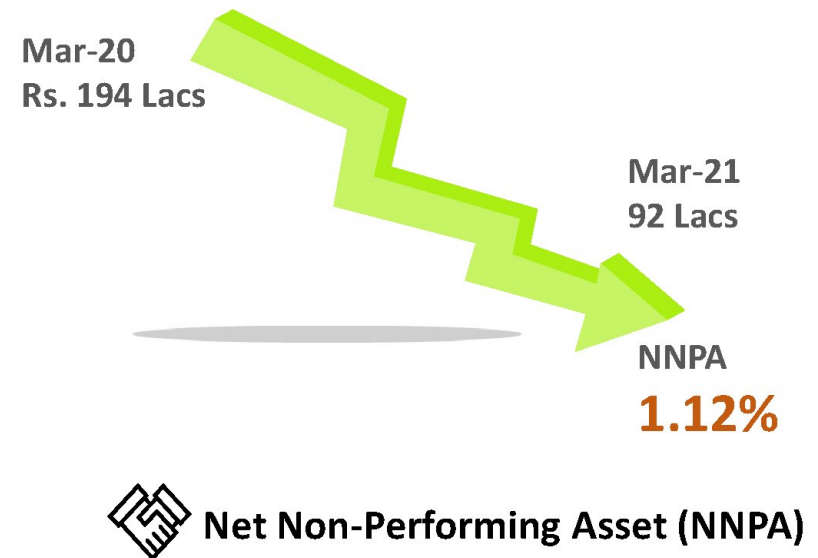
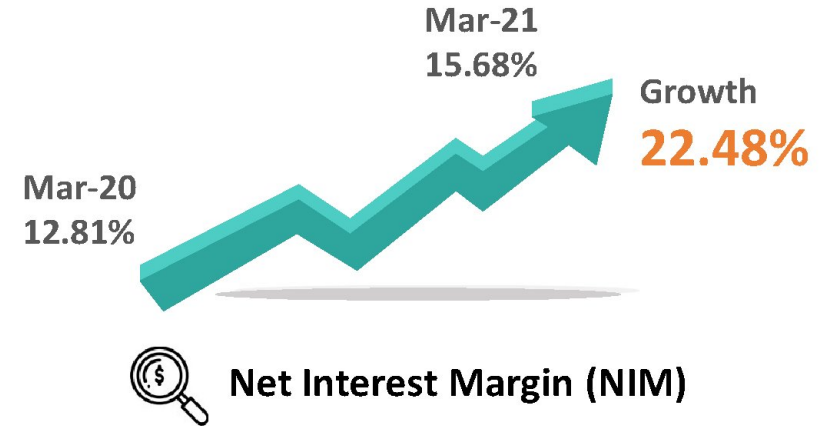
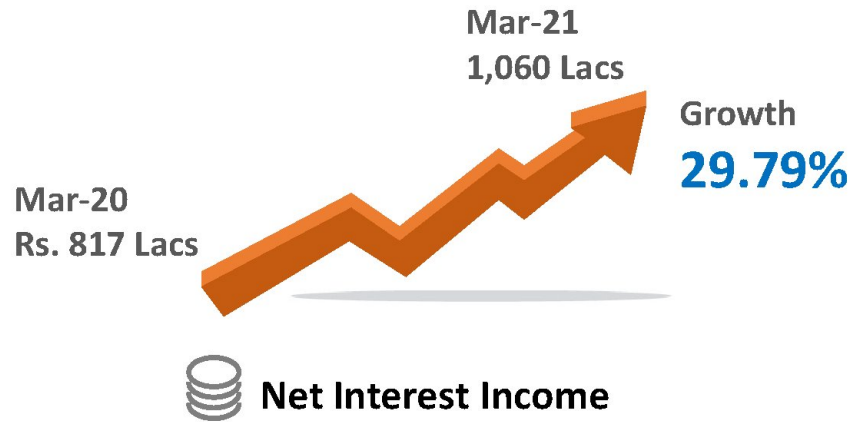
- Net Interest Income from operations recorded a growth by 29.79 % from ₹ 816.53 lacs in FY20 to ₹ 1059.76 lacs in FY21 mainly driven by Unsecured & Jewellery loan product.
- Total financed cost stood at ₹ 56.94 lacs in FY21, compared to ₹ 19.74 lacs in FY20.
- Net profit stood at ₹ 571.11 lacs in FY21, compared to ₹ 1076.47 lacs in FY 20.
- Net Interest Margin (NIM) stood at ₹ 1,084.08 in FY21, compared to ₹ 888.90 in FY20.
- Capital Adequacy Ratio stood at 86.43 % in FY21, compared to 93.27 % in FY20.
- Total Loans in the Assets grew by 28.78 % from ₹ 8,372.68 lacs in FY21 compared to ₹ 6501.42 lacs in FY20.

Q4FY21 Financial Comparison: *Bird Eye View*



**Annualized*

FY21 Financial Comparison: *Bird Eye View*



Management Commentary & Guidance



Commenting on the performance of Q4 FY21 and 12 month of FY21, Mr. Meghraj Jain, Managing Director, said *“We had big upside in our fresh disbursements which has grown by 11% adding to our existing loan book of RS. 6,340.29 lacs in FY20 with a focus on ‘Loan against Gold/Diamonds’ and the strong numbers have prompted us to come up with expansion plans of adding 5 more retail branches in areas of Mumbai and Thane with an aim to become a well-entrenched and dynamic players in this segment. We opened our first branch in Vile Parle, Mumbai and had fresh disbursements of Rs. 1957.15 lacs in just 9 months of operations. Our net profit for the year stood at Rs. 571.11 lacs mainly driven by unsecured loan and jewellery loan and our Capital Adequacy Ratio stood at 85.66%.*

We have invested ₹ `10 lacs in our IT infrastructure to enhance our credit monitoring and optimize operational efficiencies. We have received a credit rating of IVR BBB- with an outlook stable for long-term bank facilities of ₹20cr (Rating Agency: Infomerics Valuation & Rating, March 2021).

We have strong plans and strategies to tap the growing opportunities arising post Covid19 period in securitized based personal loans, as large no. of small business and individuals would require capital to restart and resume operations. MCFL is well positioned to capture the maximum opportunities presented by the industry with its upper hand and forward move in this segment and foothold in Western India.

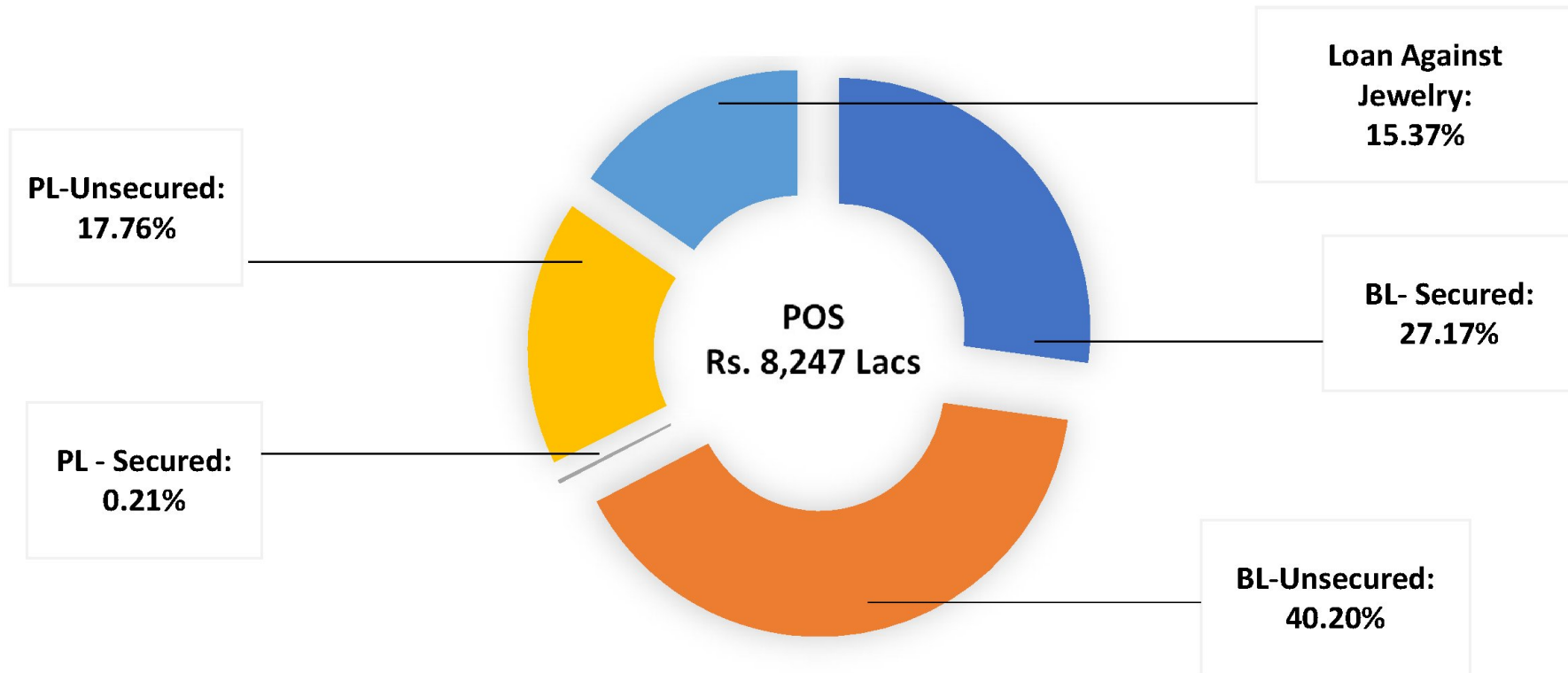
*We are likely to ride the gold and diamond jewellery loan industry wave which is **expected to grow at a CAGR of about 13.4 per cent over FY 2020-2022 to reach about INR 4,50,000 crore in FY 2022**, with NBFCs leading the way. Our average loan ticket size to ranges in ₹ 3 lacs – ₹ 20 lacs for Asset-based lending, ₹ 1 lac – ₹ 5 lacs for SME Loan, ₹ 1 lacs – ₹ 10 lac for personal loans and ₹ 3K – ₹ 50 lacs for jewellery loans” .*

Apart from the physical branches, we are looking forward to **embracing digitalization**. We are even planning to **go paperless in our gold loan processing**. Further, we are also trying to **integrate newer payment gateways** for a **better collection mechanism** in the coming years.

Management Guidance for FY22;

- MCFL is prudently **aspiring to grow its loan book/POS upto ₹50,000 lacs by 2025**, with a balanced product mix and expanding footprints in western and northern states of India.
- MCFL focus will remain unchanged to expand its **footprints in more than 10 new cities** in which will translate into **approx. 2000+ of new clients** by the end of FY22.
- MCFL is poised to grow its flagship product ‘Gold Loan Lending’ amidst COVID19 impact around the countries and rising demand of working capital by small businesses, salaried professionals, farmers, and traders

Q4FY21 Portfolio Mix: *Healthy Portfolio Mix across segments*



* *Personal Loan: Customers personal requirement.*

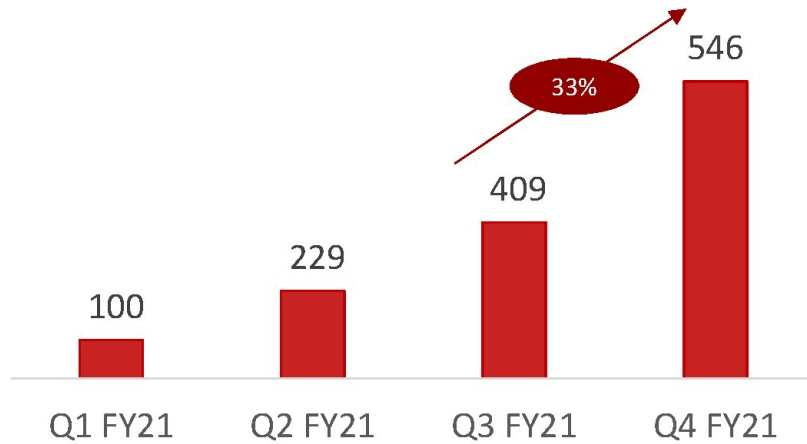
* *Loan Against Jewelry: Loan by pledging gold/diamond as collateral for personal requirement.*

* *Business Loan: Facility to customer's working capital requirement & capital expenditure.*

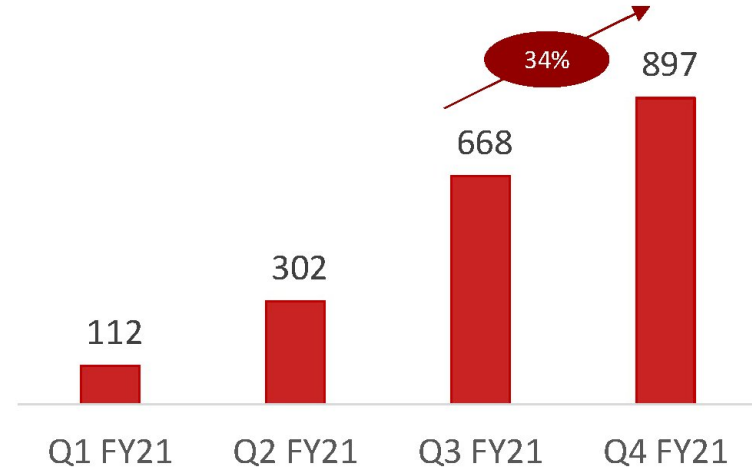
Q4 Key Performance Indicators: *Quarter on Quarter*



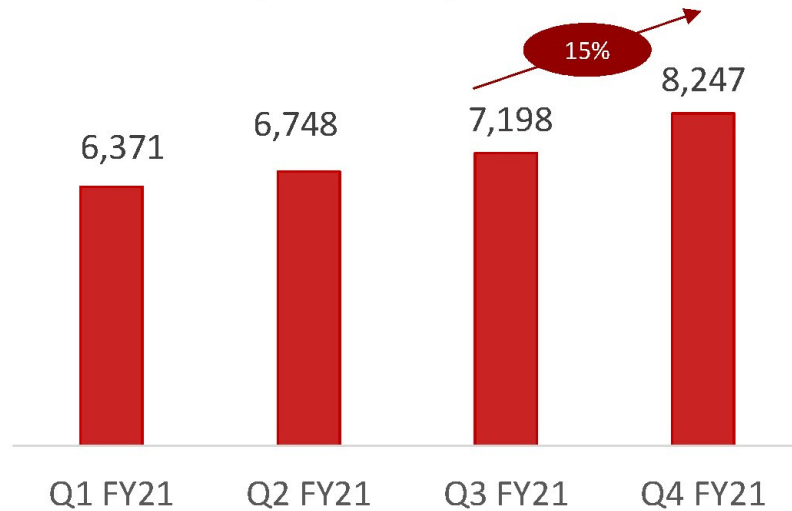
No. of Clients (#)



No. of Loans (#)



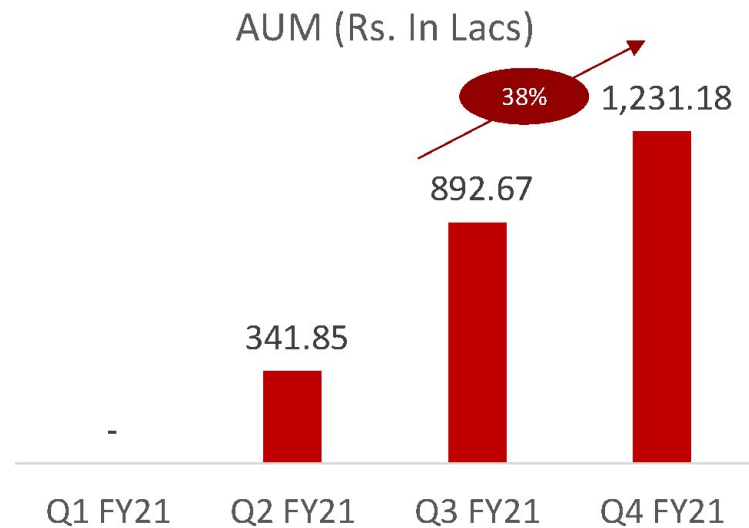
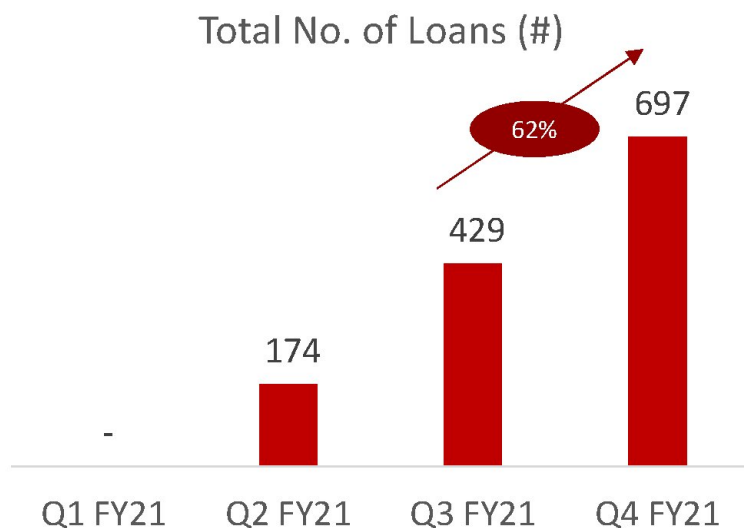
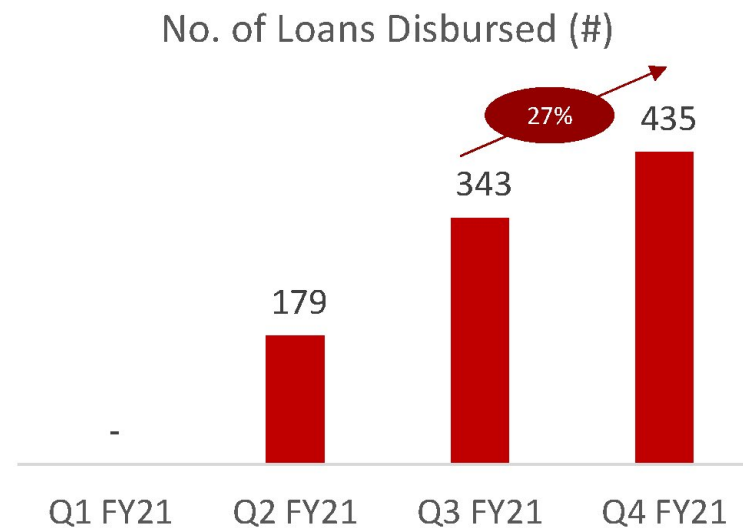
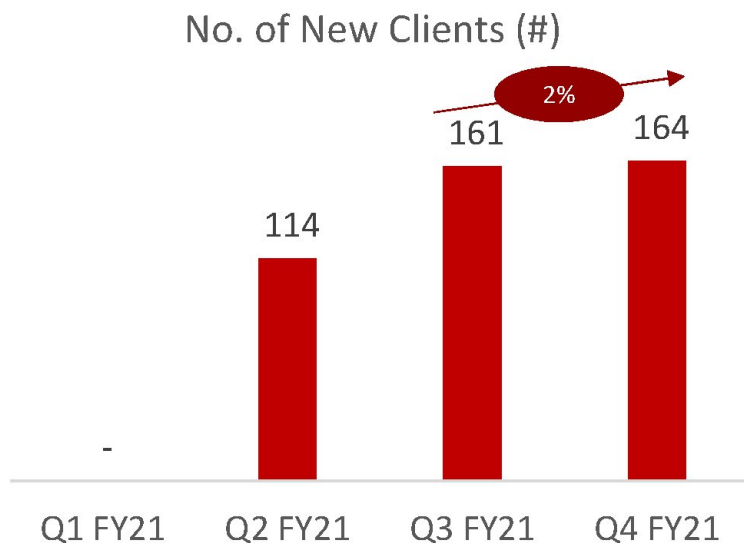
AUM (Rs. In Lacs)



Key Highlights:

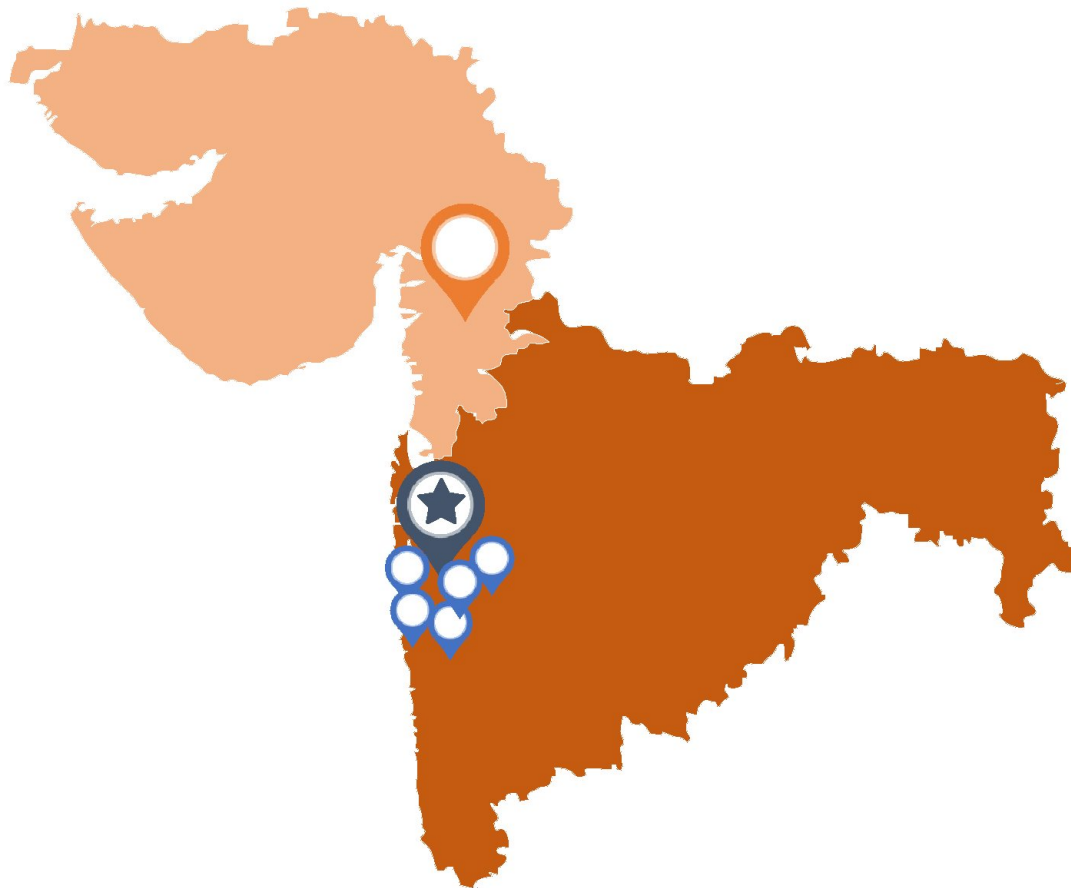
- Quarterly POS has grown by **15%** from Rs.7,198 lacs in Dec-20.
- Portfolio Outstanding has grown by **27%** from Rs. 6,501 in FY20.

Q4 Key Performance Indicators: *GOLD (From July-20 Onwards)*



Branches & Portfolio Distribution

State wise Portfolio Distribution of Gold loans:



Branches in Mumbai:

- Vile Parle
- Malad – Malwani
- Kurla



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

Thank You!



For further information on the Company, please visit www.mangalfincorp.com

[Naval Maniyar](#)

Mangal Credit And Fincorp Ltd.

Email: naval.maniyar@mangalfincorp.com

Contact: +91 22 4246 1300

[Krunal Shah/ Vinayak Shirodkar](#)

Captive IR Strategic Advisors Pvt. Ltd.

Email: krunal@cap-ir.com/ Vinayak@cap-ir.com

Contact: +91 98922 88895

Disclaimer:

CERTAIN STATEMENTS IN THIS DOCUMENT MAY BE FORWARD LOOKING STATEMENTS. SUCH FORWARD-LOOKING STATEMENTS ARE SUBJECT TO CERTAIN RISKS AND UNCERTAINTIES LIKE GOVERNMENTACTIONS, LOCAL POLITICAL OR ECONOMIC DEVELOPMENTS, TECHNOLOGICAL RISKS, AND MANY OTHER FACTORS THAT COULD CAUSE OUR ACTUAL RESULTS TO DIFFER MATERIALLY FROM THOSE CONTEMPLATED BY THE RELEVANT FORWARD-LOOKING STATEMENTS MANGAL CREDIT AND FINCORP LIMITED (MCFL) WILL NOT BE IN ANY WAY 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.
