

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

**Dated: August 11, 2023**

**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 Q1 (FY 2023-24) Financial Results ending **June 30, 2023**.

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





# MONEYBOXX FINANCE LIMITED

*Transforming Lives of Microentrepreneurs*

Investor Presentation

Q1 FY24 Financial Results

11 Aug 2023





## 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

## Review of Q1 FY24 Results



### About the Company

#### **Moneyboxx Finance Limited –**

- ▶ Fast-growing, new-age NBFC
- ▶ Operational Snapshot
- ▶ Our differentiated & proven model



### Business Performance

#### **Q1 FY24 Highlights**

##### **Improving Funding profile**

**Robust AUM Growth** – Improving branch productivity and expansion

**Strong improvement in Profitability in Q1 FY24** – Improving scale & productivity

**Asset quality remains strong and resilient**



### Financial Position

#### **Q1 FY24 Financial Results at a Glance**

##### **Financial Statements**

##### **Important updates**



# Who we are – Moneyboxx Finance Limited

Transforming Lives of Microentrepreneurs

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

- ✓ Small **business loans** of ₹ 1-10 Lacs in Tier-3 and below towns
- ✓ Started in Feb'19, operating in **6** states with **72** branches
- ✓ Transformed lives of about **80k** borrowers, **55%** women, **34%** NTC
- ✓ Cum. disbursements of over ₹ **675 crores**; AUM of ₹ **410** crores (#Jul'23)

## Target FY28:



**6,485+ crores**  
20x AUM Growth



**400+ branches**  
6x Growth

## Driving Financial Inclusion

- ✓ Serving the most underserved segment i.e., '**The Missing Middle**' (₹ 1-10 Lacs)
- ✓ **Enabling 2x growth** in disposable income of borrowers in 3 years
- ✓ **Beyond-lending** impact initiatives

# Note: Provisional AUM as on 31<sup>st</sup> July 2023 and includes Off-book AUM



## MISSION STATEMENT

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



## VISION STATEMENT

To be “The Lender of Choice” for deserving microentrepreneurs in India

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

Successfully scaled up operations in four years



BRANCHES	Mar'20	Mar'21	Mar'22	Mar'23	Jul'23
Rajasthan	5	8	10	16	19
Madhya Pradesh	3	5	7	14	18
Haryana	2	5	7	12	12
Punjab	1	4	5	8	8
Uttar Pradesh	-	-	1	8	12
Chhattisgarh	-	-	-	3	3
<b>Total</b>	<b>11</b>	<b>22</b>	<b>30</b>	<b>61</b>	<b>72</b>

# Note: Provisional numbers for Jul'23

## We today are...

# Data as of 31<sup>st</sup> July 2023



**72** branches



**34k+** live accounts



**858** employees



**₹410** crores AUM



**₹ 675** crores  
cumulative disbursements



**27** lenders

## Transforming lives



**80k+**  
borrowers funded



**55%**  
women



**34%**  
new-to-credit

## Beyond-lending impact initiatives

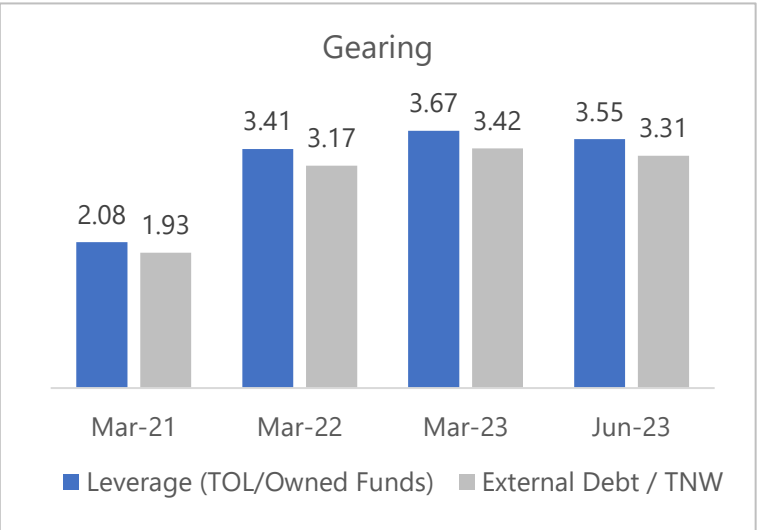
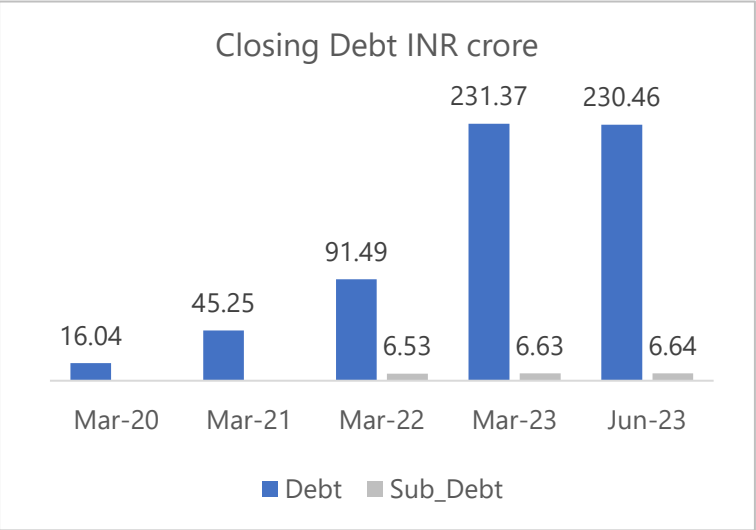
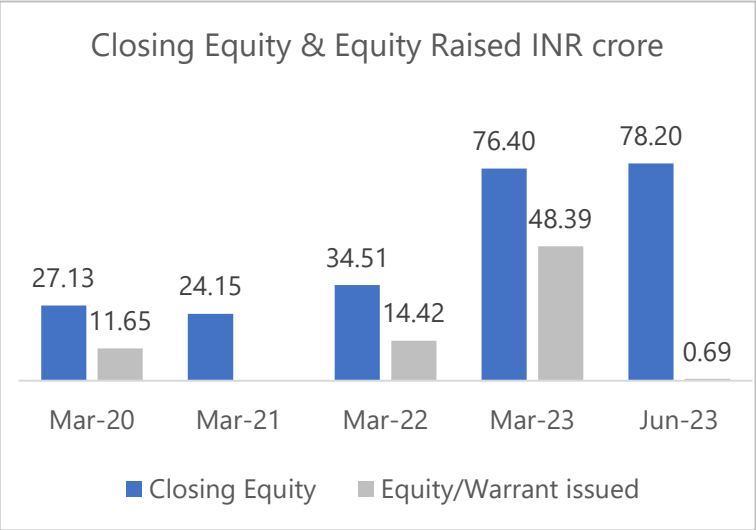
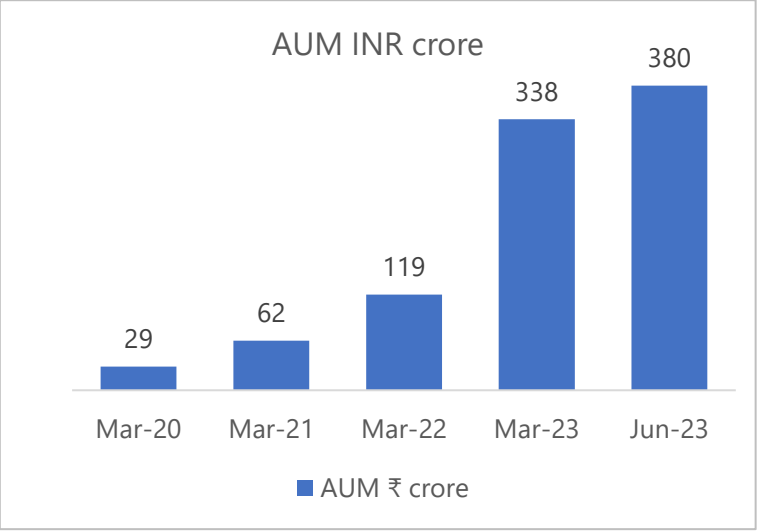
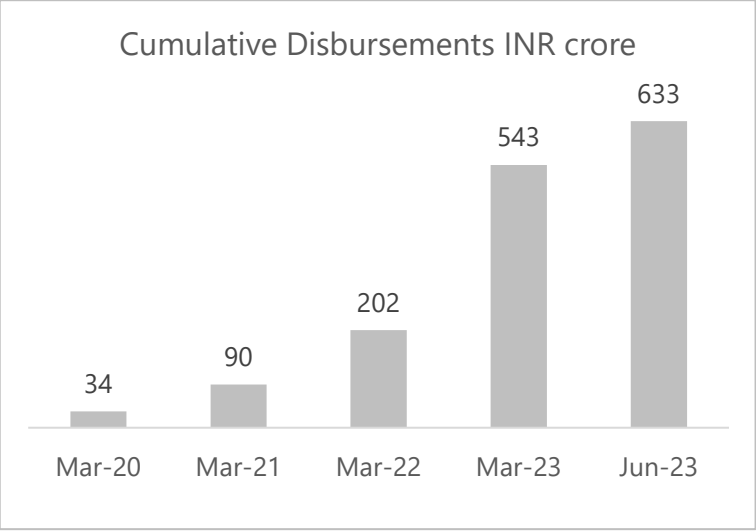
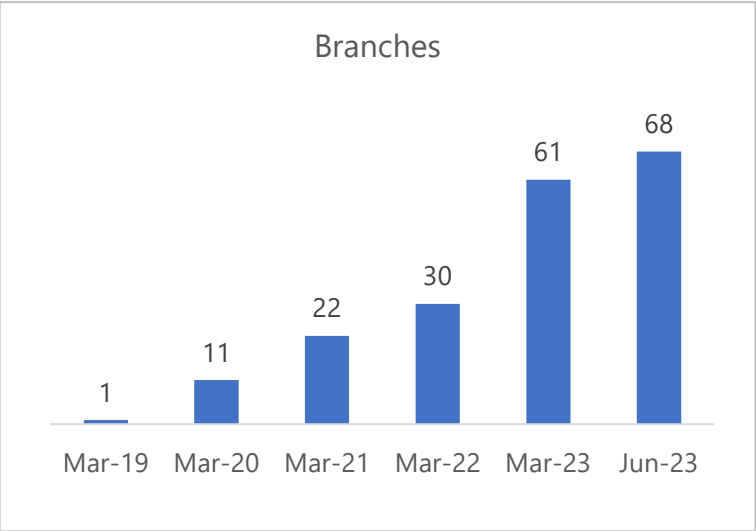


**147k+**  
Free Cattle diagnosis



**3,400**  
Fruit-bearing trees planted

# Proven & scalable business model



# Note: Disbursements before Ind-AS adjustments



## Q1 FY24 Highlights



### Branches

Jun'23	68
Jun'22	31
2x growth	

### AUM

Jun'23	₹ 380 Cr
Jun'22	₹ 130 Cr
192% growth	

### Disbursements

Jun'23	₹ 90.2 Cr
Jun'22	₹ 30.4 Cr
197% growth	

### Capital Position

	Equity	Debt
Jun'23	78.2	237.1
Jun'22	53.3	110.3

### ROE

Q1 FY23	Q1 FY24
-14.6%	8.5%

### GNPA

Q1 FY23	Q1 FY24
0.75%	0.74%

### Leverage\*

Q1 FY23	Q1 FY24
2.32	3.55

### Credit Rating

**ACUITE BBB-  
Stable**

Note: Ind-AS AUM including managed book of INR 123.78 crores as on 30.06.2023

\* Leverage calculated as per RBI definition: Total Outstanding Liabilities / Owned Funds



# Growing network of Partners – Validation by leading lenders including 8 Banks



## Existing Lenders



## Lending Partnerships



## Cum. Equity Capital Raised~ ₹ 94 crore

Equity Capital	INR crore	Price INR/Share
In Mar'19	19.03	
Raised in Feb'20	11.65	70
Raised in Dec'21	14.42	95
Raised in Jun'22	20.77	115
Warrants (Sep'22)	3.36	115
Raised in Mar'23	24.25	160
<b>Total</b>	<b>93.48</b>	

## Debt funding of ~₹ 445 crore

Debt as on 30-06-2023	Sanction	Outstanding
Term Loans	399.75	215.35
PTC Securitization	25.68	0.00
NCD	20.00	17.50
<b>Total Debt (₹ crore)</b>	<b>445.43</b>	<b>232.85</b>
- Liquid Investments		-33.27
<b>Net Debt (₹ crore)</b>		<b>199.58</b>

# Co- lending/BC line of ₹ 35 Cr. per-month

Debt position before Ind-AS adjustments

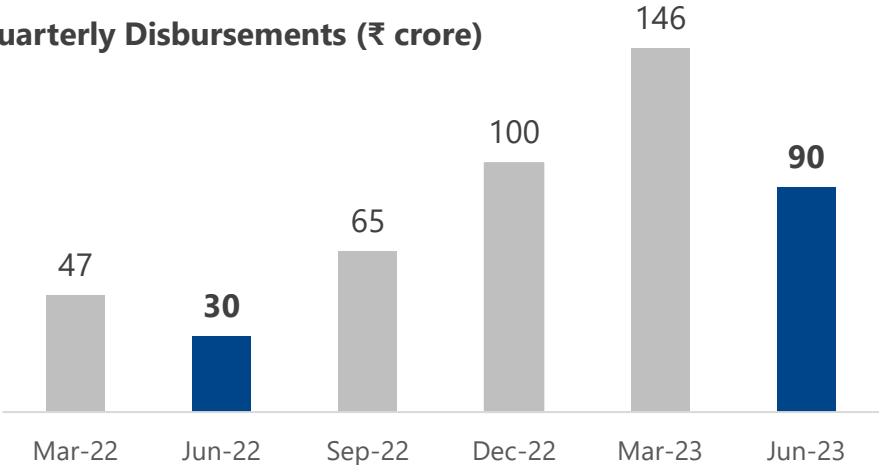
Funding availed from HDFC Bank in Aug'23



# Robust business growth driven by branch productivity, expansion and improved liquidity with lending partnerships



Quarterly Disbursements (₹ crore)

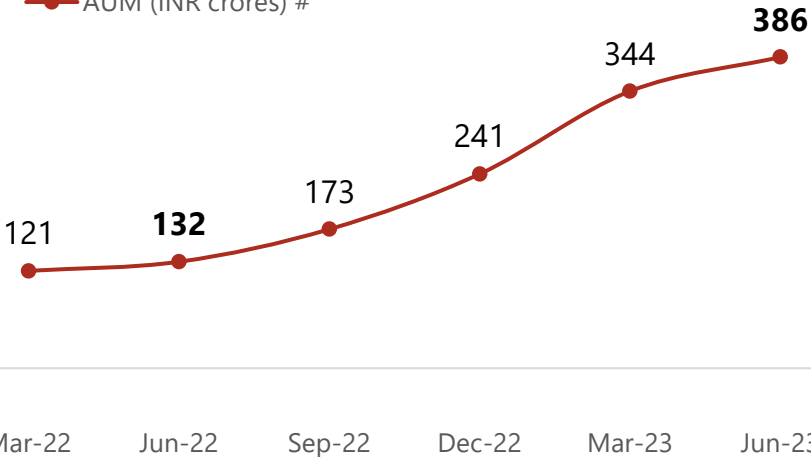


Q1 FY24 – 3x growth over last year

## Improving Branch Vintage & Productivity

Branch Vintage	Branches	Avg. Vintage (Months)	AUM (₹ Crore)	AUM per Branch (₹ Crore)
1-12 Months	38	6	97.7	2.6
13-24 Months	8	16	51.0	6.4
25-36 Months	11	31	110.6	10.1
36+ Months	11	47	127.1	11.6
Total	61	18	386.4	5.7

AUM (INR crores) #



AUM grew 192% YOY

Branch Productivity	Jun'22	Jun'23
Period-end Branches	31	68
Branches (over 12 months vintage)	22	30
AUM per Branch (over 12 months vintage)	₹ 5.7 crore	₹ 9.6 crore

68% growth in AUM/Branch

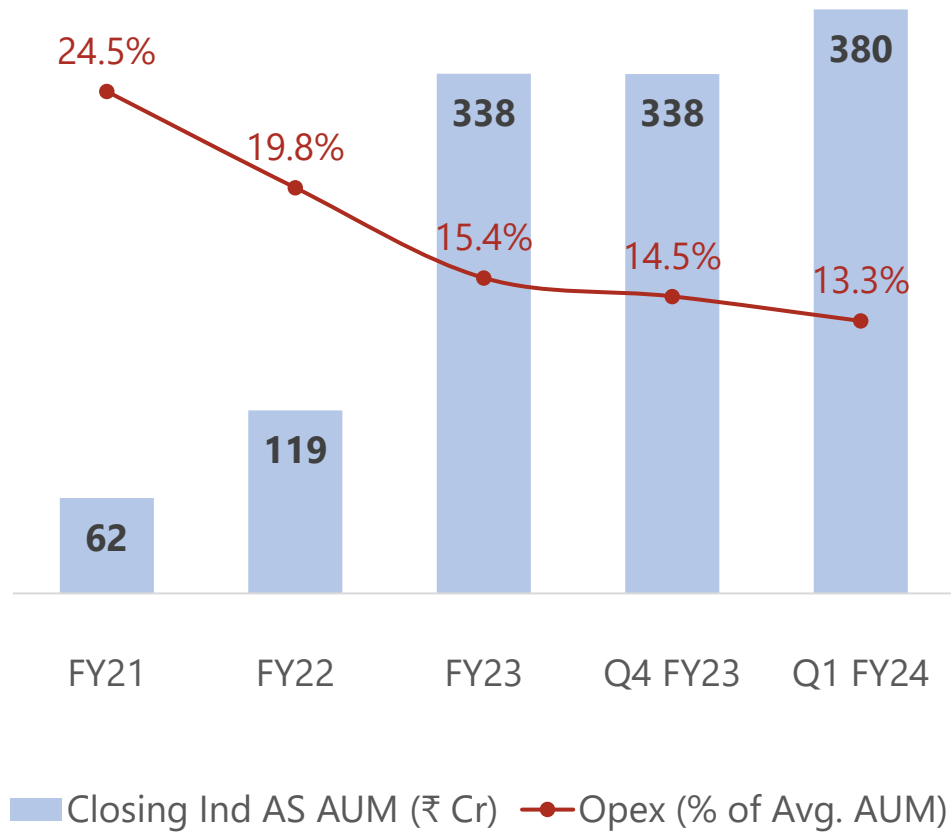
# Note: AUM before Ind-AS adjustments & includes managed book from Q1 FY23



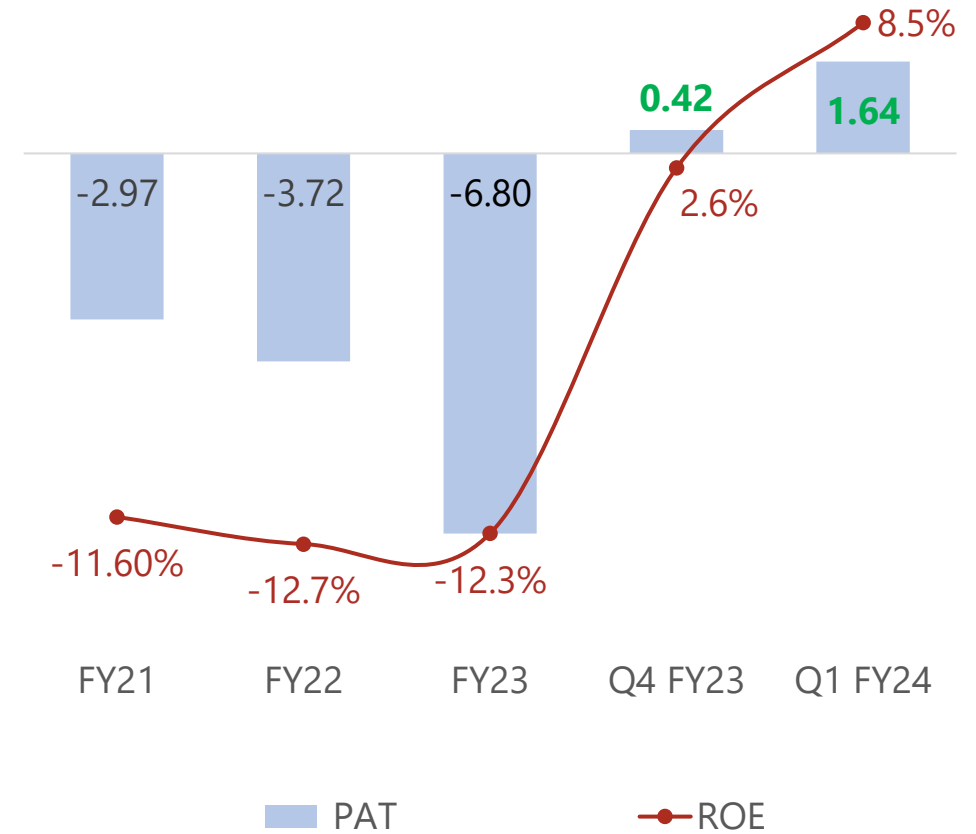
## Strong increase in profitability in Q1 FY24



### Increasing scale & productivity driving improvement in Opex and profitability



### Quarterly Profitability Trend



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



## Competitive advantages of MONEYBOXX



### On-ground presence

Solid understanding of local economies and sectors;  
Strong collection mechanism



### Origination: Direct-to-customer

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



### Robust underwriting

In-depth analysis using traditional & alternative data;  
Customized methodology for various segments



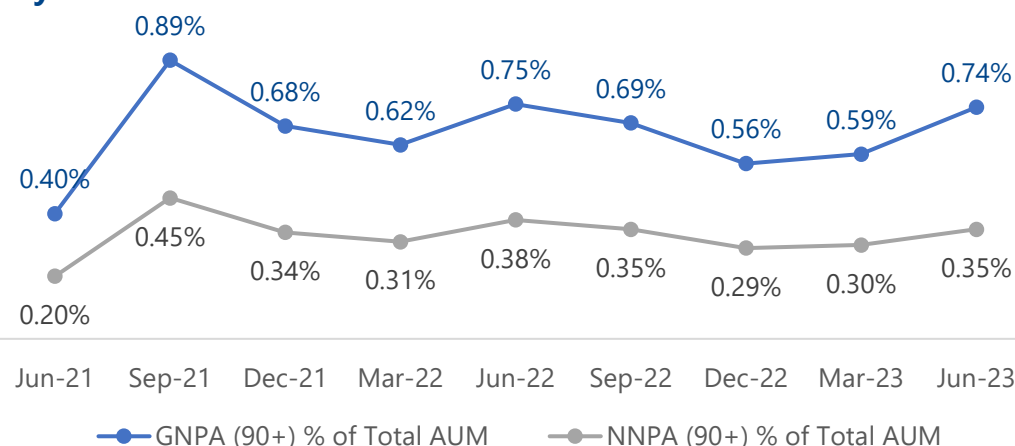
### Tech-driven Approach

Digital processes, IT enabled decision making  
& strong analytics

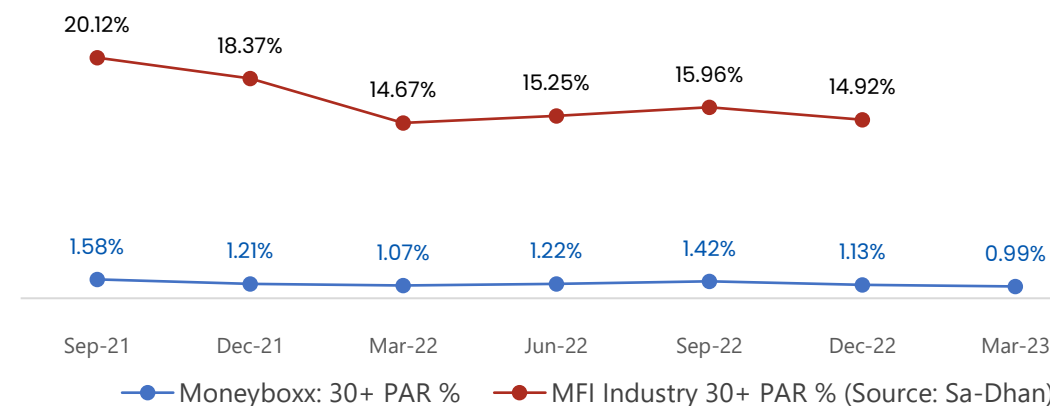
## Proven underwriting capabilities amidst challenging environment



### Very Low NPAs



### Robust asset quality despite pandemic







# Q1 FY24: Results at a glance

Further improvement in profitability in Q1 FY24 driven by growing AUM and productivity

Results at a glance:	Q1 FY24	Q4 FY23	Q1 FY23	% YOY	% QOQ
Period ending	Jun-23	Mar-23	Jun-22		
<b>Operations</b>					
Branches (period end)	68	61	31	119%	11%
Branches (period avg.)	65	57	30	116%	14%
<b>Business (₹ crore)</b>					
Disbursements	90	146	30		
AUM	380	338	130	192%	12%
<b>Key Financials (₹ crore)</b>					
Total Income	23.52	18.62	8.48	177%	26%
Profit after taxes	1.64	0.42	-1.60		291%
<b>ROE</b>	8.5%	2.6%	-14.6%		
Total assets	331.92	331.98	167.35	98%	
Equity	78.20	76.40	53.28	47%	2%
Debt	230.46	231.37	103.81	122%	
Subordinated Debt	6.64	6.63	6.53	2%	

- ▶ 192% AUM growth over last year driven by improving productivity & new branches
- ▶ Strong unit economics with High NIM of over 15%
- ▶ High NIMs, declining Opex % and declining borrowing cost to further drive profitability

# Note: AUM includes co-lending/managed book from Q1 FY23 onward

# Income Statement



INCOME STATEMENT (INR Lakhs)	FY21	FY22	FY23	Q1 FY23	Q4 FY23	Q1 FY24
(i) Interest Income	1,085	2,229	4,880	835	1,772	2,205
(ii) Fee & Commission Income	11	30	146	12	80	120
(iii) Net gain on fair value changes			15	-	8	24
<b>Income from Operations</b>	<b>1,096</b>	<b>2,259</b>	<b>5,041</b>	<b>847</b>	<b>1,860</b>	<b>2,349</b>
(iv) Other Income	4	71	3	0	2	3
<b>Total Income (I)</b>	<b>1,100</b>	<b>2,331</b>	<b>5,044</b>	<b>848</b>	<b>1,862</b>	<b>2,352</b>
Finance Cost	360	1,056	2,168	403	705	851
Employee Benefits Expenses	818	1,303	2,565	457	732	879
Other Expenses	218	396	793	124	257	250
Depreciation & amortisation	81	94	173	34	52	67
Impairment on financial instruments	11	134	339	37	85	129
<b>Total Expenses (II)</b>	<b>1,488</b>	<b>2,983</b>	<b>6,038</b>	<b>1,055</b>	<b>1,831</b>	<b>2,175</b>
<b>Profit/(loss) before tax (I-II)</b>	<b>-389</b>	<b>-652</b>	<b>-994</b>	<b>-208</b>	<b>31</b>	<b>177</b>
Total Tax Expenses (DTA)	-91	-280	-314	-48	-11	14
<b>Profit/(loss) for the year</b>	<b>-297</b>	<b>-372</b>	<b>-680</b>	<b>-160</b>	<b>42</b>	<b>164</b>

# Other Important Updates



## Diversification of funding sources and lowering of funding cost

**Partnerships** : Over ₹400 crores per annum lending tie-ups in place.

**Low-cost & Diversified Funding**: Increased lenders count to **27 including 8 leading Banks** (SBI, HDFC Bank, IDFC First, AU SFB, DCB Bank, Federal Bank, Utkarsh SFB & Fincare SFB) & NBFCs

**NCD Issue**: Raised ₹ 20 Cr by issue of NCD to Vivriti Asset Management in Jul'23



## Equity capital raise

**Warrants issue of ₹ 13.45 crore** to Promoters in Sep'22 (3.35 Cr received in Sep'22)

**Raised ₹ 48.4 crore Equity** in FY23

**Target to raise over ₹ 100 crore Equity in FY24**



## Other Updates

**Secured lending**: Gaining momentum

Expanded **Branch Network to 72** as of today (**Target of 100+** by Mar'24)

Ongoing **impact initiatives** (vet doctor consultancy for livestock borrowers)

Launch of **CSR partnership** (Agro-forestry) to boost agriculture income of borrowers





# THANK YOU



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