

Inditrade Capital Limited- Investor Presentation- Dec 2021



Let's Progress

little by little, bit by bit.

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

Uplift lives.

inditrade

inditrade

Disclaimer

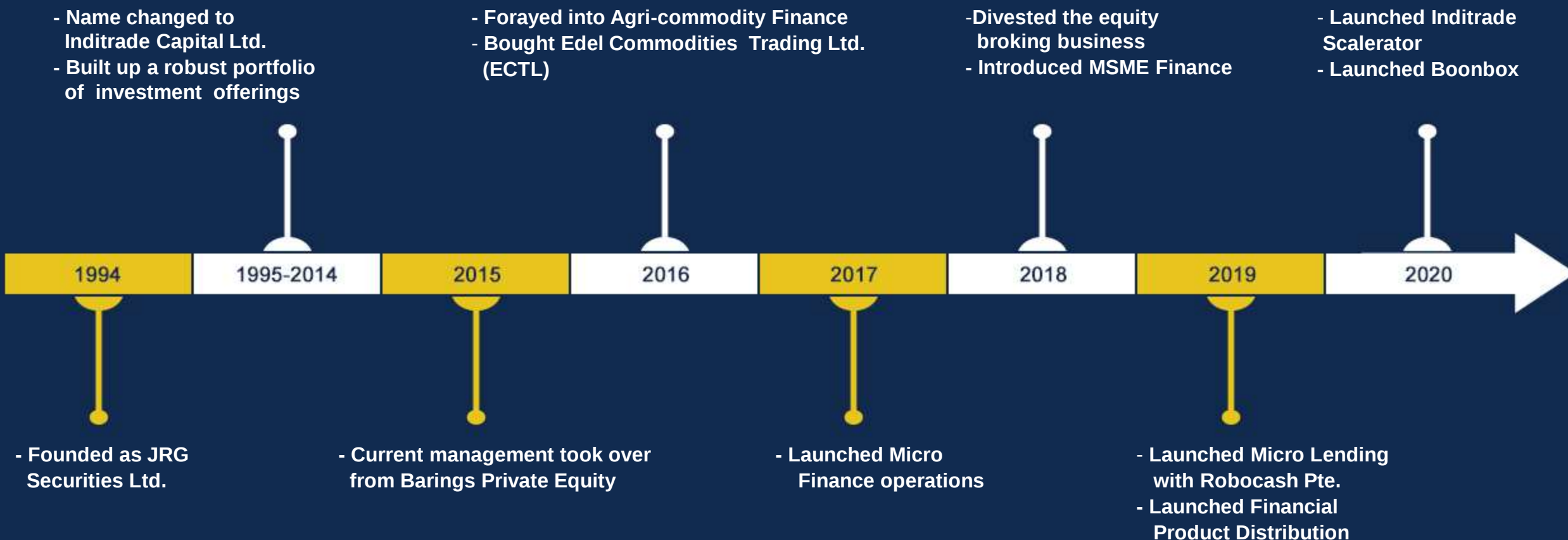
Certain statements in this document that are not historical facts are forward looking statements. Such forward looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause 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 FY21-22**
- **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 2021-22

Q3 FY 2021-22 – Key Business Update

Particulars	Quarter ended 31.12.21 (Rs. in Cr.)	Quarter ended 30.09.21 (Rs. in Cr.)	Quarter ended 30.06.21 (Rs. in Cr.)
Disbursement	193.7	137.0	16.8
Fund raised	112.0	111.0	6.0
AUM	471.3	397.5	333.3
Collection efficiency	116.56%	98.41%	73.85%
Lending Rate	22.63%	22.97%	22.11%
Cost of Funds	11.26%	11.23%	12.05%
Regular POS	91.97%	73.90%	56.12%
PAR>0	8.03%	26.10%	43.88%
Net worth	209.6	202.0	200.8
PBT	2.7	1.4	1.2
No. of branches	165	171	173
No. of employees	1094	1081	1098

Disbursement Data

Amt. Rs. in Cr

Particulars	Microfinance	MSME
April-21	3.06	0.66
May-21	0.00	0.00
June-21	1.88	0.12
July-21	18.02	5.85
August-21	30.45	9.72
September-21	31.43	10.06
October-21	60.00	11.19
November-21	63.90	10.35
December-21	14.53	17.74

Q3 FY 2021-22 – Consolidated Profit & Loss Statement

As per Ind AS
Amt. Rs. in Cr

Particulars	For the Quarter ended 31 Dec 2021	For the Quarter ended 30 Sep 2021
Interest Income	18.0	23.9
Sale of Services & Goods	22.2	12.1
Fee & Commission Income	4.8	3.6
Gain on de-recognition of financial instruments	0.0	0.0
Other Income	23.4	6.4
Gross Total Income	68.4	46.0
Finance Costs	8.9	7.2
Net Total Income	59.5	38.8
Employee Benefit Expenses	15.3	14.0
Depreciation & Amortization	1.6	0.9
Other Expenses	26.9	14.0
Impairment on financial instruments	13.0	8.5
Total Profit before tax	2.7	1.4

Q3 FY 2021-22 – Consolidated Profit & Loss Statement

As per Ind AS
Amt. Rs. in Cr

Particulars	For Nine month ended 31 Dec 2021	For the Year ended 31 March 2021
Interest Income	60.1	149.3
Sale of Services	39.8	12.5
Fee & Commission Income	9.5	6.4
Gain on de-recognition of financial instruments	0.0	0.0
Other Income	37.1	14.4
Gross Total Income	146.5	182.6
Finance Costs	23.6	28.5
Net Total Income	122.9	154.1
Employee Benefit Expenses	41.7	48.5
Depreciation & Amortization	3.3	3.3
Other Expenses	49.1	37.2
Impairment on financial instruments	23.6	52.7
Total Profit before tax	5.2	12.4
Current tax	2.1	5.6
Deferred Tax	2.2	(1.8)
Net Profit after tax	0.9	8.6

December 2021 – Consolidated Balance Sheet

As per Ind AS
Amt. Rs. in Cr

ASSETS	Dec-21	Sep-21
<u>Financials Assets</u>		
Cash & Bank Balance	51.5	86.5
Receivables	11.6	9.8
Loans & Advances	370.5	318.3
Investments	11.3	10.0
Other Financial Assets	66.9	35.4
Total Financial Assets	511.8	460.0
<u>Non- Financials Assets</u>		
Inventories	25.6	21.4
Current & Deferred Tax Assets (Net)	4.4	7.4
Property, Plant and Equipment	2.9	3.3
Intangible assets & Goodwill on consolidation	9.8	1.9
Right to Use Asset	1.6	2.2
Other non financial assets	12.7	18.9
Total Non- Financial Assets	57.0	55.1
Total Assets	568.8	515.1

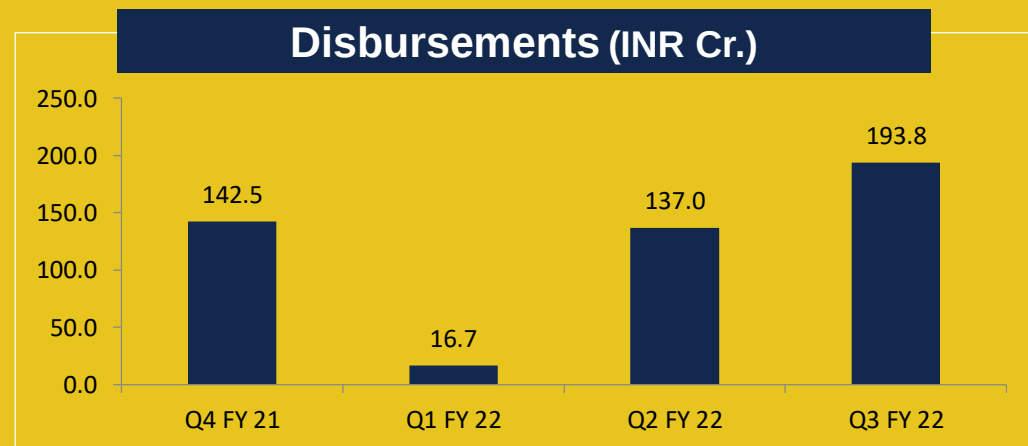
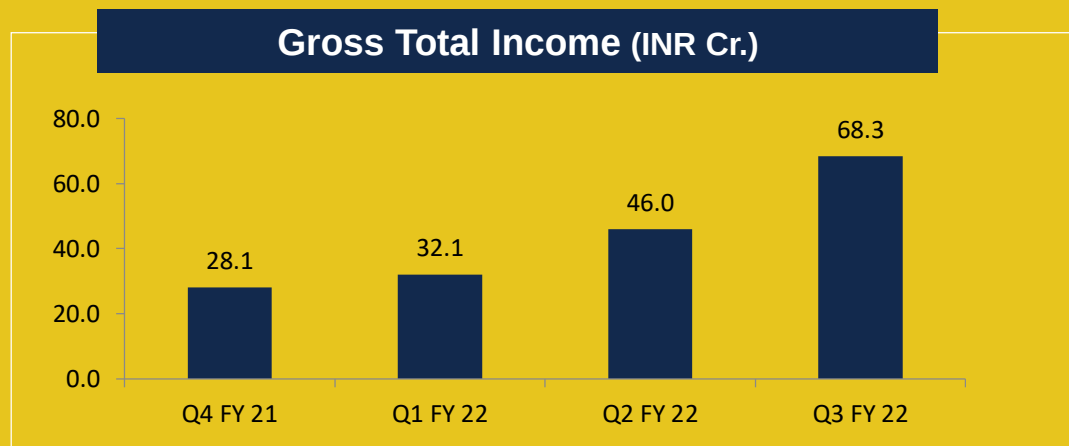
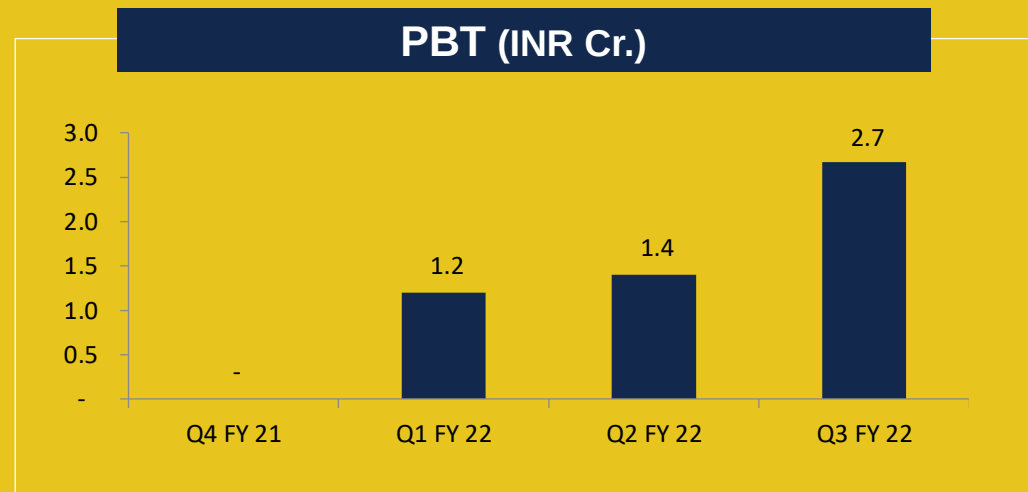
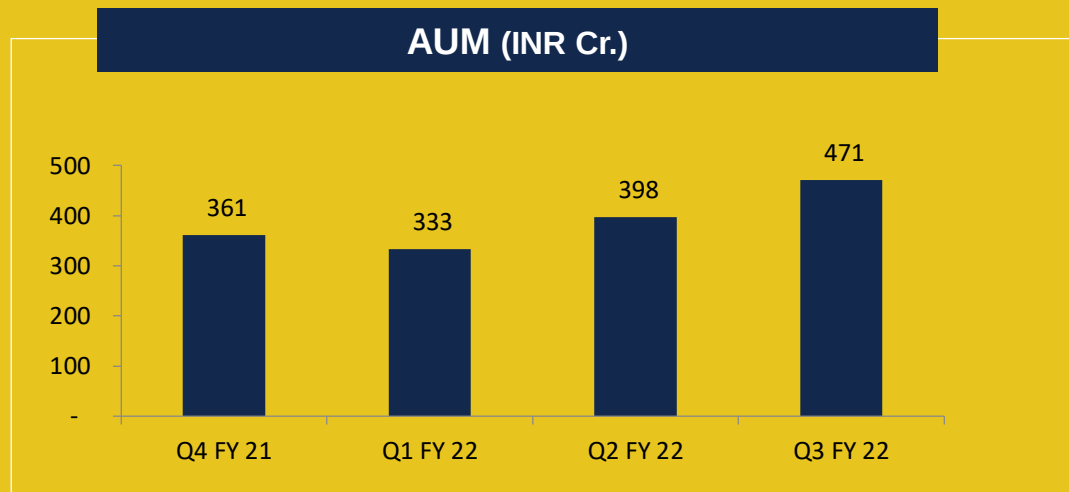
LIABILITIES	Dec-21	Sep-21
Equity Share Capital	23.3	23.3
Reserves & Surplus	116.9	114.7
Non controlling Interest	69.4	64.0
Total Shareholders Funds	209.6	202.0
<u>Financial Liabilities</u>		
Payables	22.7	14.5
Borrowing & Debt Securities	286.2	251.2
Subordinated Liabilities	29.2	29.2
Other financial liabilities	9.9	7.3
Total Financial Liabilities	348.0	302.2
<u>Non- Financial Liabilities</u>		
Current tax liabilities	5.4	5.2
Provisions	2.1	2.4
Other non-financial liabilities	3.7	3.3
Total Non- Financial Liabilities	11.2	10.9
Total Liabilities & Equity	568.8	515.1

Portfolio Performance

Rs. in Cr.

Particulars	Micro Finance	MSME	Micro loans	Agri Commodity & Others	Total
Outstanding Gross Portfolio as on 30th Sep 2021	200.34	67.51	22.41	80.78	371.04
Interest Accrued	24.73	0.42	-	1.31	26.46
Gross Portfolio - 30th Sep 2021	225.07	67.93	22.41	82.09	397.50
*Disbursement in Q3	138.43	39.28	2.59	13.46	193.76
Interest Accrued	11.50	3.06	0.01	3.79	18.36
Restructured Interest Capitalized		-	-	-	-
Collection in Q3					
Collection on account of Principal	65.63	11.75	3.05	16.59	97.02
Collection on account of Interest	16.16	3.22	0.91	1.79	22.08
Bad Debts / Reversal		0.12	20.01	-	20.14
Closing Portfolio					
Principal Loan	273.14	94.91	1.94	77.65	447.64
Interest Accrued	20.06	0.27	-	3.30	23.63
Portfolio as on 31st December 2021	293.20	95.18	1.94	80.95	471.27

Q3 FY21-22 QoQ – Performance Update



Cost of Borrowings

Segment wise average cost of Borrowings		
Micro Finance	-	11.03%
MSME Finance	-	12.52%
Agri Commodity Finance	-	7.74%

Provision on Portfolio

Segment	Gross NPA%	Net NPA %
MSME	5.64%	3.70%
Microfinance	1.06%	0.00%
Agri Commodity	0.00%	0.00%

Portfolio and Debt Details – ICL Consol

Particulars	December 2021 Amount (in Cr)	September 2021 Amount (in Cr)
Own Portfolio	371.07	325.64
Managed Portfolio	100.20	72.86
Cash & Bank Balance	5.56	36.59
AUM (Including Cash & Bank Balances)	476.83	434.09

Term Loan	261.81	226.57
Sub-Ordinate Debt	29.00	29.00
Total Debt	290.81	255.57
DA PTC	100.20	72.86
Total Debt & DA PTC	391.01	328.43

Net Owned Fund	209.59	202.03
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Debt Equity Ratio	1.39	1.27
Solvency Ratio (Including DA/PTC/Partnership)	82.00%	75.66%
Solvency Ratio (Excluding DA/PTC/Partnership)	77.22%	70.75%

Portfolio – Detailed Breakup

Amt in Cr.

Portfolio Segment	Own	Managed	Total
Microfinance	259.06	34.14	293.20
MSME	29.12	66.06	95.18
Micro Loans	1.94	-	1.94
Agri & Other Loans	80.95	-	80.95
Total Portfolio	371.07	100.20	471.27

Portfolio Share	Percentage
Microfinance	62%
Others	38%

Indi Impact
Business verticals

Commodity Business	Micro Finance Business	MSME Finance	Scalerator	Boonbox
New Digital Initiatives for Future Growth Dissemination of price & demand/ supply information to facilitate:  Commodity Procurement Engine Mobile app solution to enable fulfilment of commodity demand of processors by aggregating supplies from trader network  Commodity Disposal Engine Disposal of agri-commodities through efficient price discovery, enabled through live e-auction and mobile app solution	Tech-enabled underwriting - 100% automated rule based approvals with no deviations/ manual intervention - Geo-tagging of home addresses - 100% customer onboarding using Adhar - eKYC being explored through partnerships - 100% disbursement through bank accounts - Analytics based platform for up-selling Tech-enabled monitoring & collection - Prime color coding of centres based on track record of repayments for monitoring - Automation of internal audit processes* - Cashless collection pilot project	Tech-enabled underwriting - Credit underwriting & loan programs based on POS swipes at merchant outlets and/ or financials - Templates & engine rules for credit evaluation across customer segments - Automated rule based approvals - Ongoing exercise to create alternate credit & social scoring methodology using digital footprints Tech – enabled collection solutions Automated repayment mechanisms to ensure a first claim on revenue, enabling low default rates: - Own POS deployment - Lock box POS - Fixed, scheduled daily/ weekly/ bi-weekly ACH transactions	Customer centric offers through Third Party • Business loans • Personal loans • Insurance • Health loan • Gold loan	• 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

1. MSME Finance, launched in 2018



A large portion of the **63.3 million MSMEs** in India do not have access to organised financial services

Our Simple, Hassle Free Process

Inditrade's Incash

Collect payments from clients electronically

Disburse Loans of between INR 3-50 Lakhs

PoS service or National Automated clearing house

MSME

Repayments suiting cash flow cycle

MSME Finance

Focussed towards providing working capital and business loans to small enterprises.

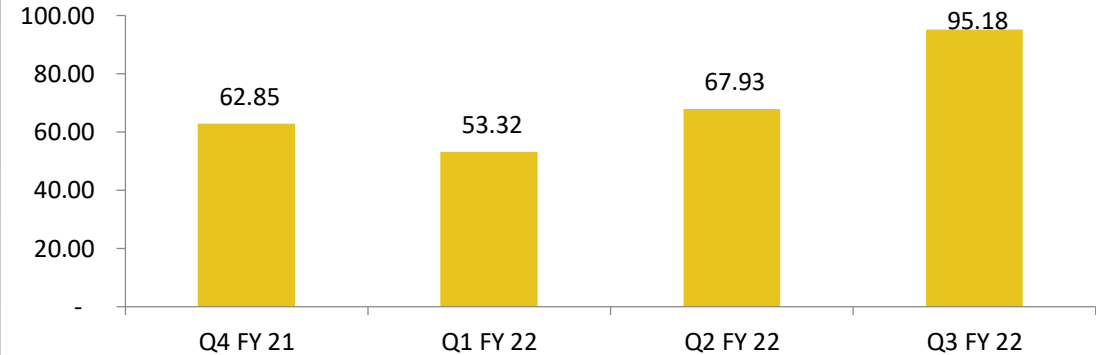
Operations of the same is run through 10 locations spread across Tier I and Tier II cities in 4 states of southern and western India.

The Segment started its operations in May 2018 and has been able to disburse cumulative amount of INR 227 Cr.

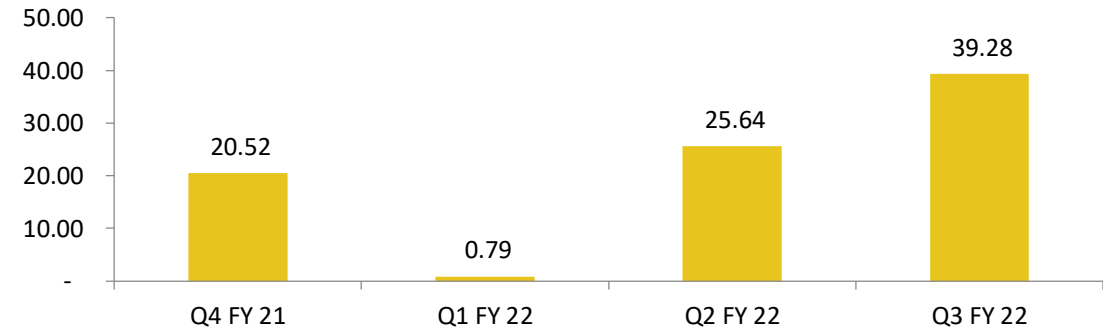
Handled by professional team of 60 odd employees having in-depth experience/ knowledge across all the functions

Active borrowers stands at 921.

AUM (INR Cr.)



Disbursement (INR Cr.)



2. Micro Finance, Since 2017



Almost
98% women-owned
Businesses are currently
micro-enterprises which are
under served.

COMPLETELY DIGITIZED PROCESS, A COMPLETELY CONFIDENT BUSINESS



Identification, KYC
and Credit Checks



Sanction &
Disbursement



Collection &
Servicing

Microfinance

JLG model of lending with average ticket size of 30K given to women borrowers for income generation activities.

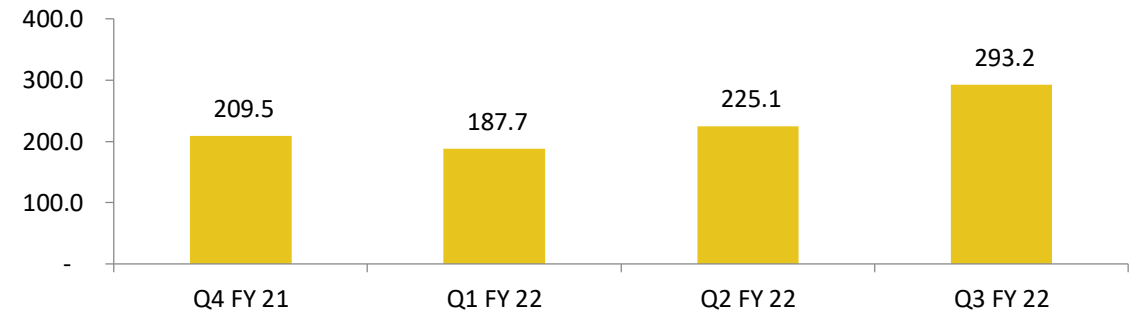
Operations in 9 states: 170 active branches .

Started its operations in April 2017 and has made cumulative disbursement of INR 1148 Cr.

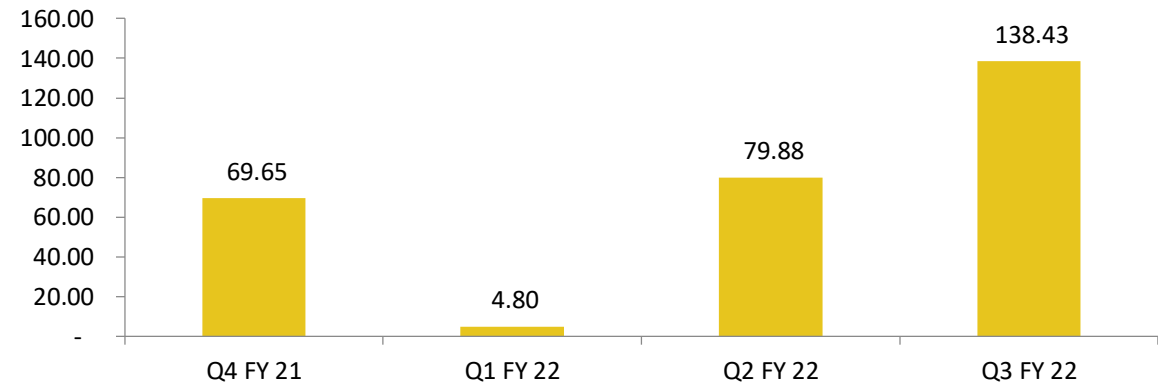
Handled by a team of 700 plus employees and managed by leadership team having cumulative experience of more than 50 years.

Active borrowers stands at 104K (approx).

AUM (INR Cr.)



Disbursement (INR Cr.)



3. Agri commodity finance, since 2016



only **12-18%** of the
INR 4 Lakh Crore
agri-commodity market is served
by banks and financial institutions



We facilitate
Post-Harvest Finance
for non-essential,
exchange-traded commodities



24 Commodities
lent against



e-Auction Services

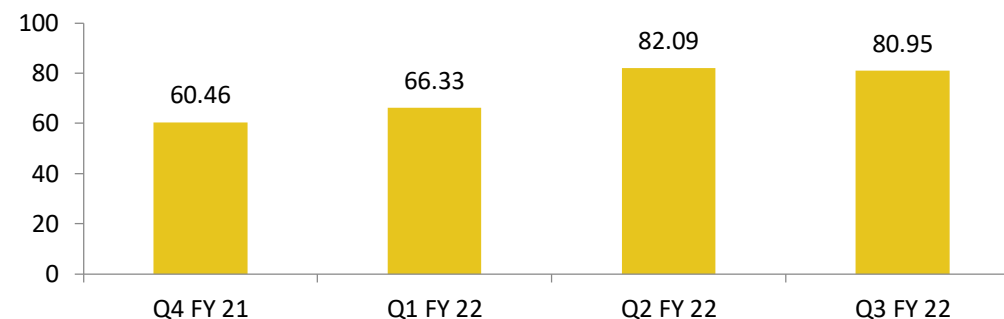
Agri Commodity & Others

Segment is focussed towards providing finance in non essential and exchange traded agri commodities.

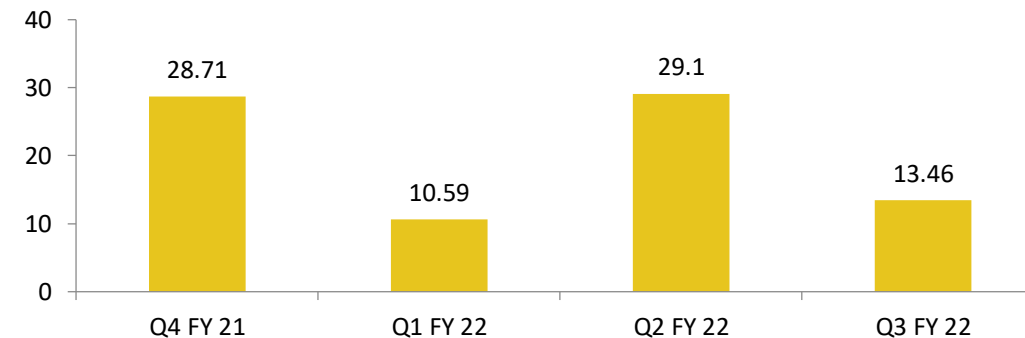
Operations spread across all the major mandis in western, central and southern India.

Started in 2016 and Cumulative disbursement stands at more than INR 1092 Cr.

AUM (INR Cr.)



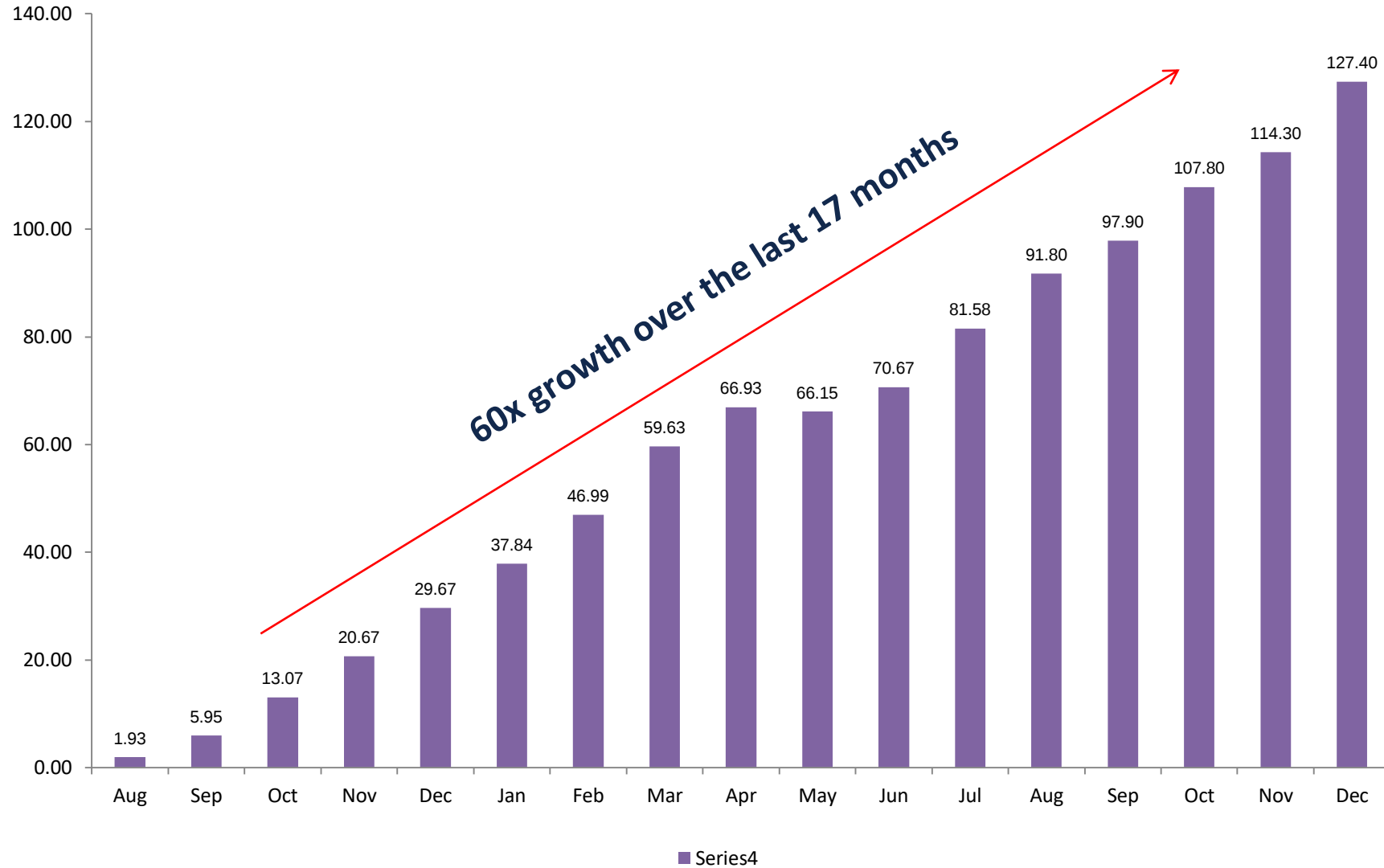
Disbursement (INR Cr.)



4. Scalerator



Business Performance: AUM



The AUM of all partners put together stands at **~127Cr** in 17 months of operations, including lockdown period

Q3 of 2021-22, grew by **30%** over Q2 of 2021-22, a significant performance

A near 127 Cr AUM in 17 months is a good trajectory and is expected to grow further

5. Boonbox - Profile

- Boonbox is a Rural Assisted Commerce platform that brings choice and convenience to the doorsteps of the rural consumer. Boonbox has catered to the needs and aspirations of rural consumers and delivered products like Consumer durables (TV, refrigerators, washing machines), Mobile phones, Kitchen appliances, and Fast Moving Consumer Goods to customers across 3,00,000 villages, in 16 states.
- Boonbox is unleashing to tap the \$100Bn Rural E-Commerce potential with its Vision to become one stop destination to satisfy all the needs of RURAL INDIA. Boonbox is serving the underserved but aspirational segment of Bharat by leveraging years of experience in last mile distribution and expertise in working in rural markets.
- In its 8 years of experience, Boonbox has developed a complete new rural ecosystem, which provides a rural consumer affordability, accessibility and assortment which in turn is alleviating their lifestyles.

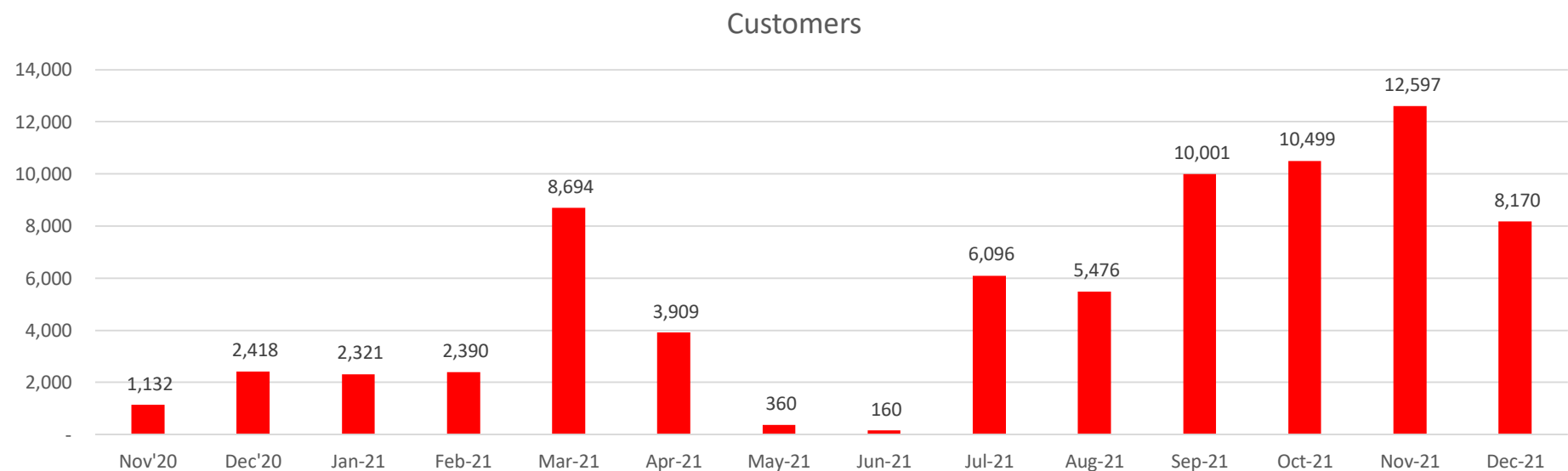
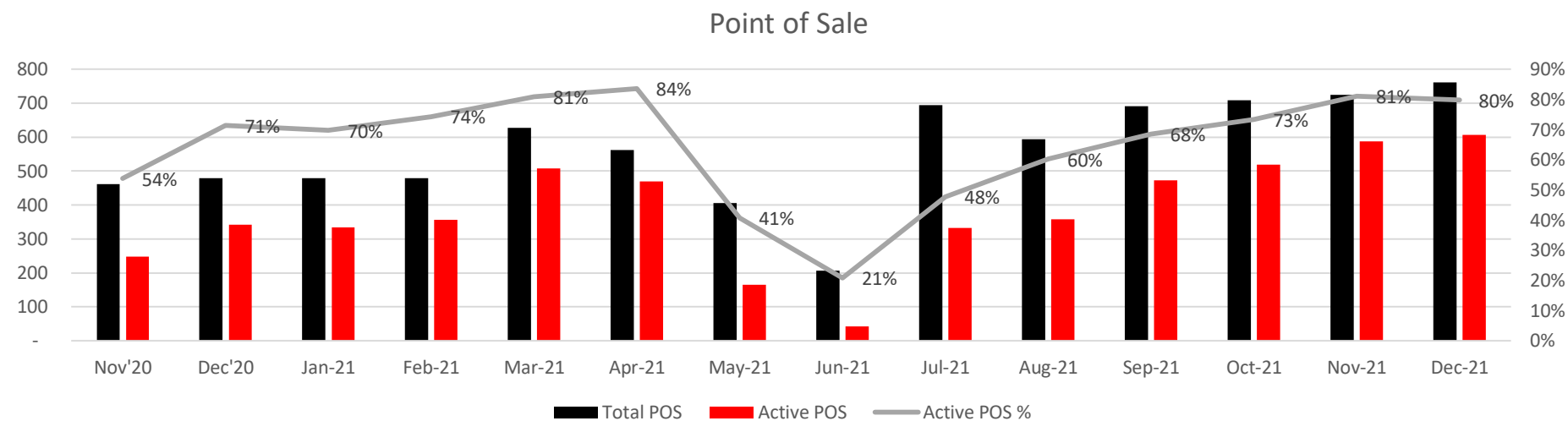
Boonbox – Business Model

Boonbox leverages the power of rural networks to fulfil the needs of the aspirational rural customer. The ecosystem created by Boonbox encompasses end-to-end of rural commerce:-

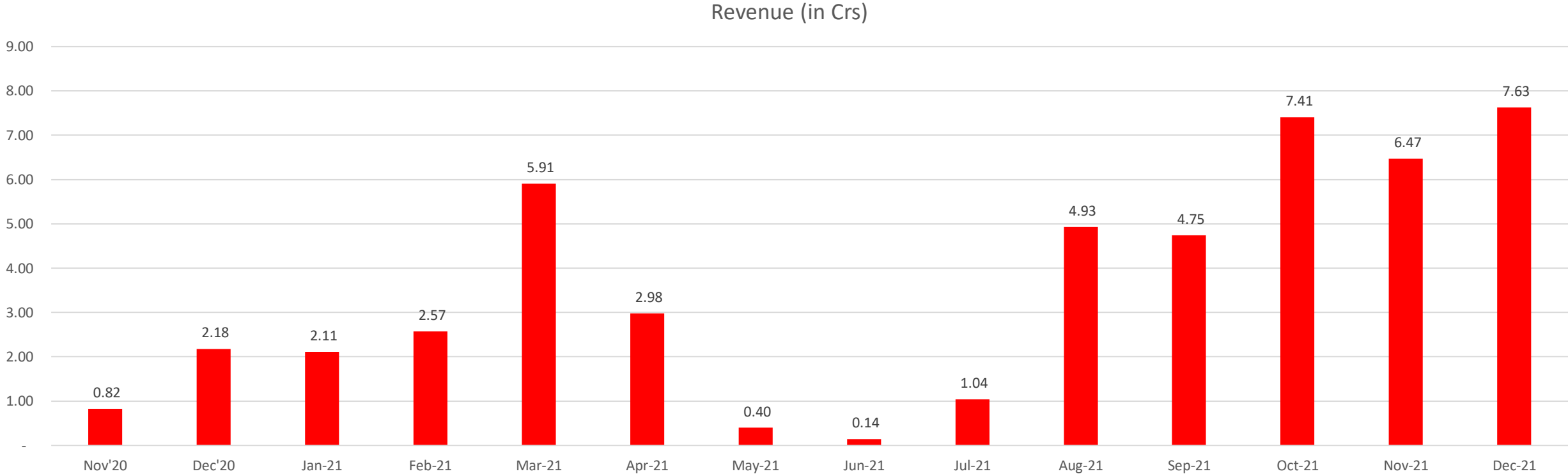
1. Customer acquisition: Through tie ups with affiliates (typically microfinance institutions, banking correspondents, rural level NGOs etc.) which provide Boonbox access to a large captive customer base
2. Discovery and Catalogue: Boonbox has access to the field force of its affiliates and trains them to showcase a catalogue of rural products (mobiles, consumer durables and cookware among others) to rural customers.
3. Financing: Boonbox tie ups allow for financed purchases at the rural customer's level. The financing can either be provided by the affiliates directly or by the network of NBFCs lined up by Boonbox.
4. Category & Sourcing: Curate Catalogues based on the understanding of the local markets is used to create the categories & products relevant for the rural consumers. Boonbox has direct tie-ups with all the leading Consumer brands like Samsung, LG, Whirlpool, Prestige, Butterfly etc) and procures directly from them through its centralized sourcing team.
5. Fulfillment: Boonbox has created a network of rural last mile partners who deliver products to the doorstep of the customer in an efficient and timely manner
6. Servicing: Boonbox operates an in-house multi-lingual call centre to support customers in product delivery and installation as well as provide first level customer support

Target Segment: Aspirational Rural Consumers with annual household income of >INR 1 lakh per annum. Addressable market estimated to be ~120 Mn Households

5. Boonbox- Business Performance



Revenue



THANK YOU