

22nd August, 2022

The Manager,
Department of Corporate Services
BSE Limited,
1st Floor, Dept. of Corporate Services,
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai - 400001.

Scrip Code: 532745

Dear Sir/Madam,

Sub: Presentation for the quarter ended 30th June, 2022.

Please find enclosed the Presentation for the quarter ended 30th June, 2022.

You are requested to kindly note the same.

Thanking you.

Yours faithfully,

For Inditrade Capital Limited



Maya Menon
Company Secretary & Compliance Officer



Encl: as above.

Inditrade Capital Limited- Presentation for quarter ended 30th June, 2022



Let's Progress

little by little, bit by bit.

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

Uplift lives.

inditrade

inditrade

Disclaimer

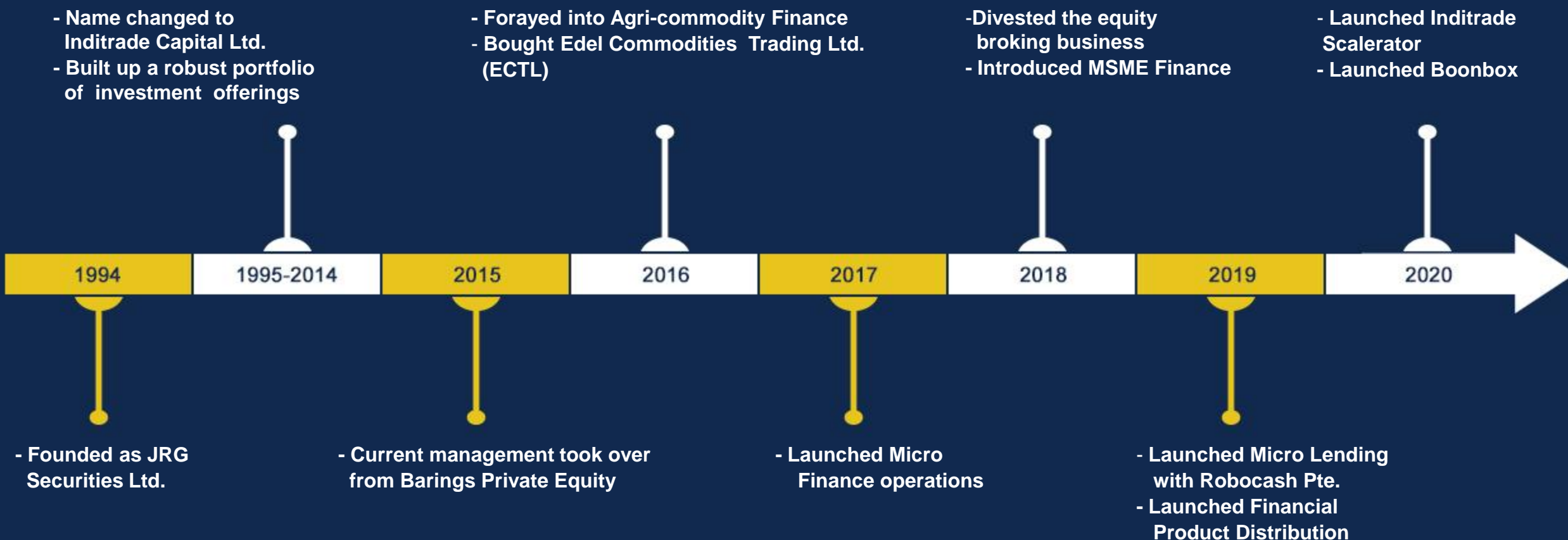
Certain statements in this document that are not historical facts are forward looking statements. Such forward looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause 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 – Q1 FY 22-23**
- **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 – Q1 FY 2022-23

Q1 FY 2022-23 – Key Business Update

Particulars	Quarter ended 30.06.22 (Rs. in Cr.)	Quarter ended 31.03.22 (Rs. in Cr.)	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	113.52	162.1	193.7	137.0	16.8
Fund raised	77.00	136.0	112.0	111.0	6.0
AUM	551.02	538.06	471.3	397.5	333.3
Collection efficiency	98.85	100.45%	116.56%	98.41%	73.85%
Lending Rate	24.49%	22.28%	22.63%	22.97%	22.11%
Cost of Funds	11.53%	11.35%	11.26%	11.23%	12.05%
Regular POS	94.13%	93.89%	91.97%	73.90%	56.12%
PAR>0	5.87%	6.11%	8.03%	26.10%	43.88%
Net worth	215.9	214.4	209.6	202.0	200.8
PBT	2.8	1.6	2.7	1.4	1.2
No. of branches	165	165	165	171	173
No. of employees	1067	1077	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
January-22	16.18	13.48
February-22	25.94	13.15
March-22	36.64	13.74
April-22	22.49	11.04
May-22	2.32	7.01
June-22	8.72	23.95

Q1 FY 2022-23 – Consolidated Profit & Loss Statement

As per Ind AS
Amt. Rs. in Cr

Particulars	For the Quarter ended 30 June 2022	For the Quarter ended 31 March 2022
Interest Income	23.4	12.6
Sale of Services & Goods	14.0	17.5
Fee & Commission Income	2.2	4.6
Gain on de-recognition of financial instruments	0.0	0.0
Other Income	6.3	19.8
Gross Total Income	45.9	54.5
Finance Costs	10.0	9.4
Net Total Income	35.9	45.1
Employee Benefit Expenses	11.9	12.2
Depreciation & Amortization	1.6	1.4
Other Expenses	18.3	27.0
Impairment on financial instruments	1.3	2.9
Total Profit before tax	2.8	1.6

Q1 FY 2022-23 – Consolidated Profit & Loss Statement

As per Ind AS
Amt. Rs. in Cr

Particulars	For the Year ended 31 March 2022	For the Year ended 31 March 2021
Interest Income	72.7	149.3
Sale of Services	57.4	12.5
Fee & Commission Income	14.1	6.4
Gain on de-recognition of financial instruments	0.0	0.0
Other Income	56.8	14.4
Gross Total Income	201.0	182.6
Finance Costs	32.9	28.5
Net Total Income	168.1	154.1
Employee Benefit Expenses	53.9	48.5
Depreciation & Amortization	4.7	3.3
Other Expenses	76.1	37.2
Impairment on financial instruments	26.5	52.7
Total Profit before tax	6.9	12.4
Current tax	2.6	5.6
Deferred Tax	0.6	(1.8)
Net Profit after tax	3.7	8.6

June-22 – Consolidated Balance Sheet

As per Ind AS
Amt. Rs. in Cr

ASSETS	June-22	March-22
<u>Financials Assets</u>		
Cash & Bank Balance	49.4	87.0
Receivables	11.1	9.8
Loans & Advances	419.2	429.5
Investments	5.7	11.4
Other Financial Assets	42.2	28.5
Total Financial Assets	527.6	566.2
<u>Non- Financials Assets</u>		
Inventories	62.0	21.9
Current & Deferred Tax Assets (Net)	6.4	6.3
Property, Plant and Equipment	4.1	2.6
Intangible assets & Goodwill on consolidation	26.9	27.6
Right to Use Asset	3.4	3.9
Other non financial assets	29.3	27.5
Total Non- Financial Assets	132.1	89.8
Total Assets	659.6	656.0

June-22 – Consolidated Balance Sheet

As per Ind AS
Amt. Rs. in Cr

LIABILITIES	June-22	March-22
Equity Share Capital	23.3	23.3
Reserves & Surplus	117.7	116.7
Non controlling Interest	74.9	74.4
Total Shareholders Funds	215.9	214.4
Financial Liabilities		
Payables	44.6	10.9
Borrowing & Debt Securities	346.3	355.9
Subordinated Liabilities	29.0	29.2
Other financial liabilities	10.2	32.2
Total Financial Liabilities	430.1	428.2
Non- Financial Liabilities		
Current tax liabilities	7.2	6.3
Provisions	2.4	2.2
Other non-financial liabilities	4.1	4.9
Total Non- Financial Liabilities	13.7	13.4
Total Liabilities & Equity	659.7	656.0

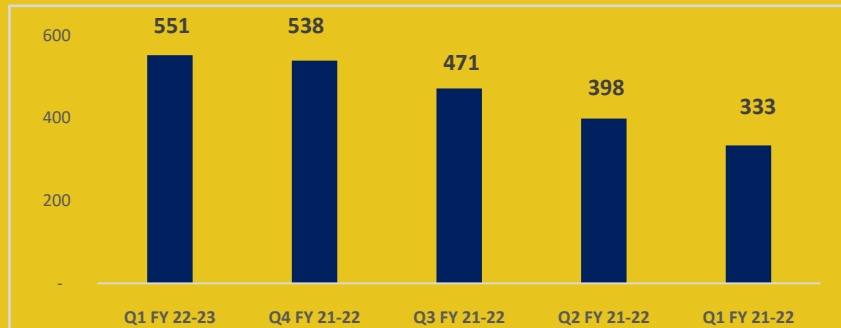
Portfolio Performance

Rs. in Cr.

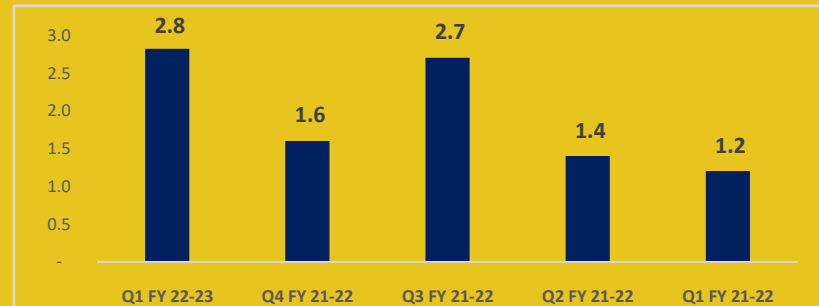
Particulars	Micro Finance	MSME	Micro loans	Agri Commodity & Others	Total
Outstanding Gross Portfolio as on 31st Mar 2022	290.29	120.60	1.63	104.67	517.19
Interest Accrued	19.53	0.20	-	1.14	20.87
Gross Portfolio - 31st Mar 2022	309.82	120.80	1.63	105.81	538.06
*Disbursement	34.11	42.00	-	37.98	114.09
Interest Accrued	14.05	6.40	0.65	6.18	27.28
Restructured Interest Capitalized		-	-	-	-
Collection in Q1					
Collection on account of Principal	69.35	18.07	0.61	11.94	99.96
Collection on account of Interest	16.17	6.38	0.65	6.18	29.38
Bad Debts / Reversal		0.39	0.00	-	0.39
Closing Portfolio					
Principal Loan	255.05	144.15	1.02	130.71	530.93
Interest Accrued	18.73	0.21	-	1.14	20.08
Portfolio as on 30th June 2022	273.78	144.36	1.02	131.85	551.02

Q1 FY22-23 QoQ – Performance Update

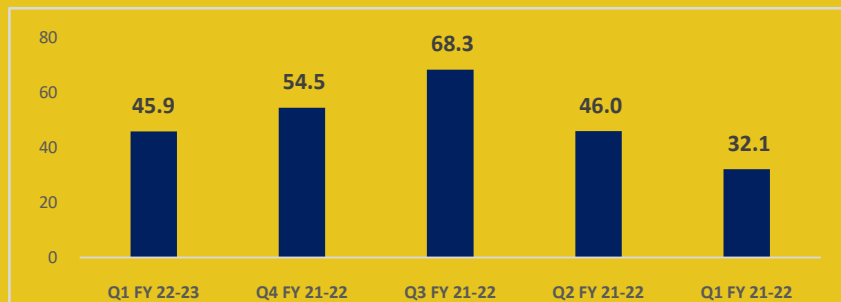
AUM (INR Cr.)



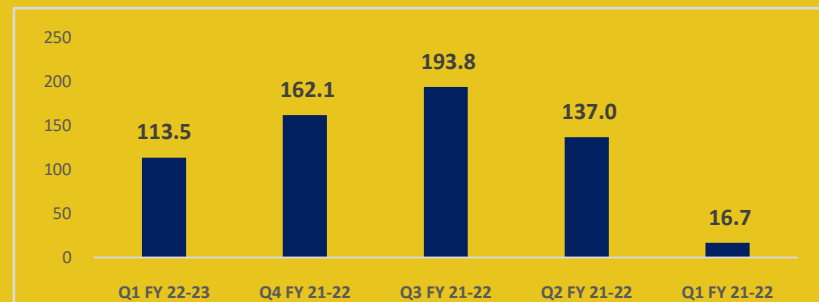
PBT (INR Cr.)



Gross Total Income (INR Cr.)



Disbursements (INR Cr.)



Cost of Borrowings

Segment wise average cost of Borrowings		
Micro Finance	-	11.05%
MSME Finance	-	12.26%
Agri Commodity Finance	-	8.07%

Provision on Portfolio

Segment	Gross NPA%	Net NPA %
MSME	3.50%	2.15%
Microfinance	2.02%	0.00%
Agri Commodity	0.00%	0.00%

Portfolio and Debt Details – ICL Consol

Particulars	June 2022 Amount (in Cr)	March 2022 Amount (in Cr)	December 2021 Amount (in Cr)
Own Portfolio	430.56	409.98	371.07
Managed Portfolio	120.46	128.08	100.20
Cash & Bank Balance	17.98	38.22	5.56
AUM (Including Cash & Bank Balances)	569.00	576.28	476.83

Term Loan	295.07	343.28	261.81
Sub-Ordinate Debt	29.00	29.00	29.00
Total Debt	324.07	372.28	290.81
DA,PTC &Co lending	120.46	128.08	100.20
Total Debt and DA,PTC,&Co lending	444.53	500.36	391.01

Net Owned Fund	215.90	214.40	209.59
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Debt Equity Ratio	1.50	1.74	1.39
Solvency Ratio (Including DA/PTC/Partnership)	78.12%	86.83%	82.00%
Solvency Ratio (Excluding DA/PTC/Partnership)	72.25%	83.06%	77.22%



Portfolio – Detailed Breakup

Amt in Cr.

Portfolio Segment	Own	Managed	Total
Microfinance	235.17	38.61	273.78
MSME	56.05	88.32	144.37
Micro Loans	1.02	-	1.02
Agri & Other Loans	131.85	-	131.85
Total Portfolio	424.09	126.93	551.02

Portfolio Share	Percentage
Microfinance	49.7%
Others	50.3%

Indi Impact
Business verticals

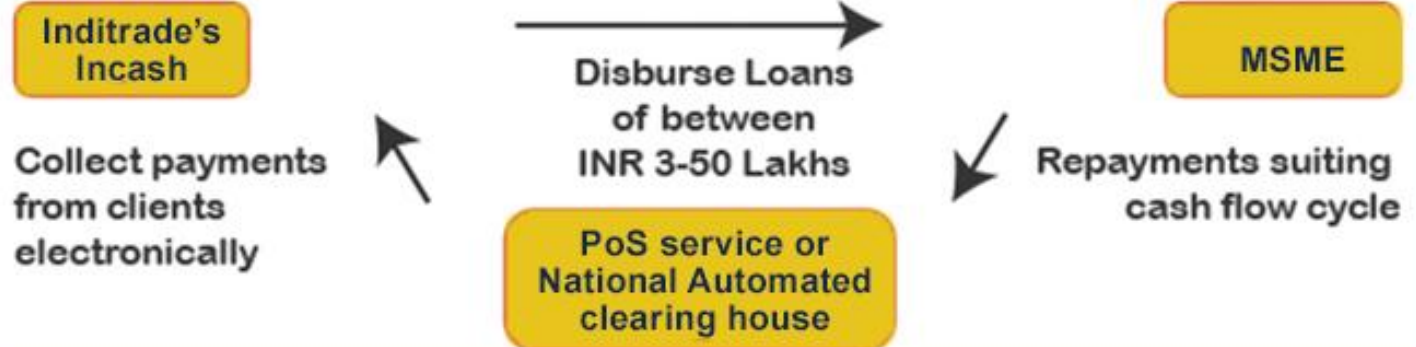
Commodity Business	Micro Finance Business	MSME Finance	Scalerator	Boonbox
<p>New Digital Initiatives for Future Growth</p> <p>Dissemination of price & demand/ supply information to facilitate:</p>  <p>Commodity Procurement Engine</p> <p>Mobile app solution to enable fulfilment of commodity demand of processors by aggregating supplies from trader network</p>  <p>Commodity Disposal Engine</p> <p>Disposal of agri-commodities through efficient price discovery, enabled through live e-auction and mobile app solution</p>	<p>Tech-enabled underwriting</p> <ul style="list-style-type: none"> - 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 <p>Tech-enabled monitoring & collection</p> <ul style="list-style-type: none"> - Prime color coding of centres based on track record of repayments for monitoring - Automation of internal audit processes* - Cashless collection pilot project 	<p>Tech-enabled underwriting</p> <ul style="list-style-type: none"> - 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 <p>Tech – enabled collection solutions</p> <p>Automated repayment mechanisms to ensure a first claim on revenue, enabling low default rates:</p> <ul style="list-style-type: none"> - Own POS deployment - Lock box POS - Fixed, scheduled daily/ weekly/ bi-weekly ACH transactions 	<p>Customer centric offers through Third Party</p> <ul style="list-style-type: none"> • Business loans • Personal loans • Insurance • Health loan • Gold loan 	<ul style="list-style-type: none"> • 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



MSME Finance

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

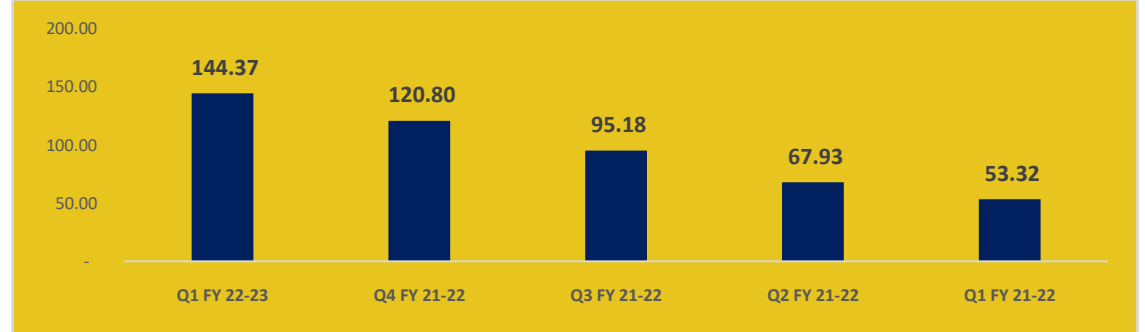
Operations of the same is run through 5 locations spread across Tier I and Tier II cities in 4 states of southern and western India.

The Segment started its operations in May 2018 and has been able to disburse cumulative amount of INR 322 Cr.

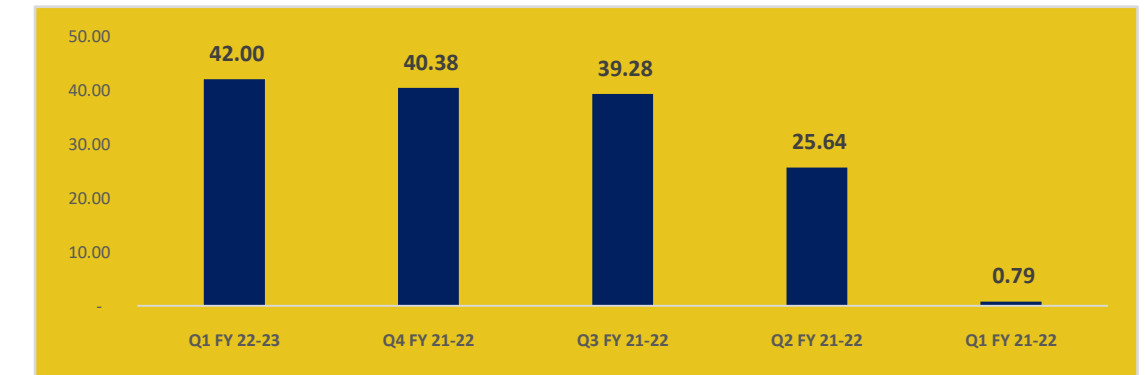
Handled by professional team of 79 employees having in-depth experience/ knowledge across all the functions

Active borrowers stands at 1334.

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.

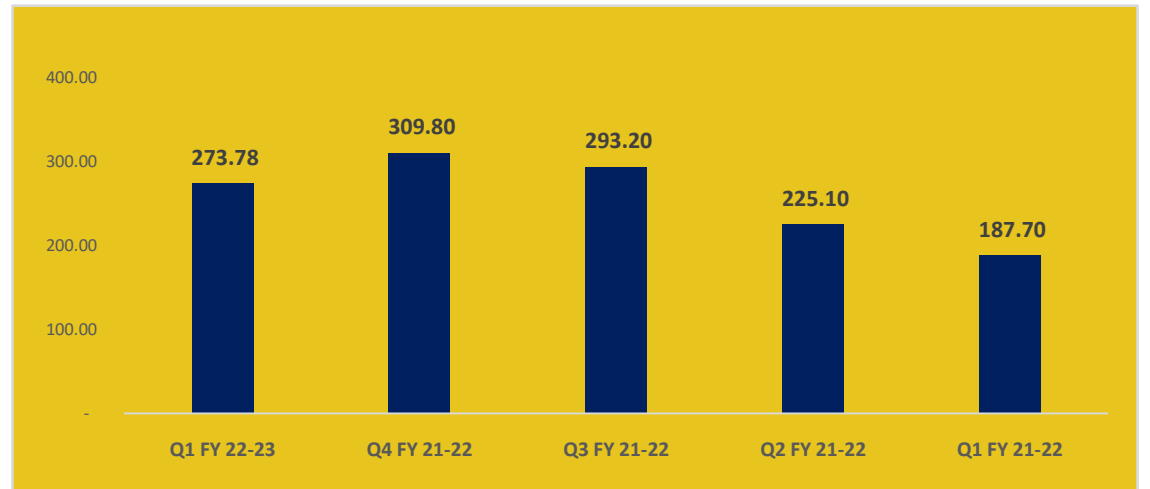
Operations in 9 states: 170 active branches.

Started its operations in April 2017 and has made cumulative disbursement of INR 1338 Cr.

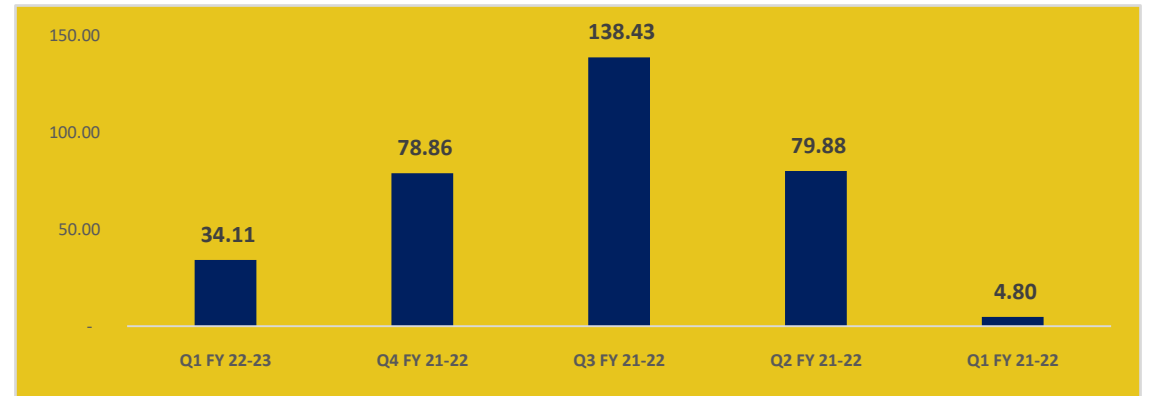
Handled by a team of 743 employees and managed by leadership team having cumulative experience of more than 50 years.

Active borrowers stands at 114K (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

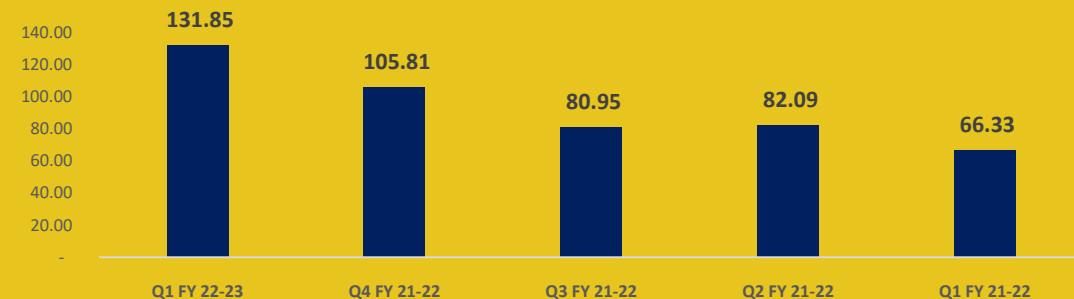
Agri Commodity & Others

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

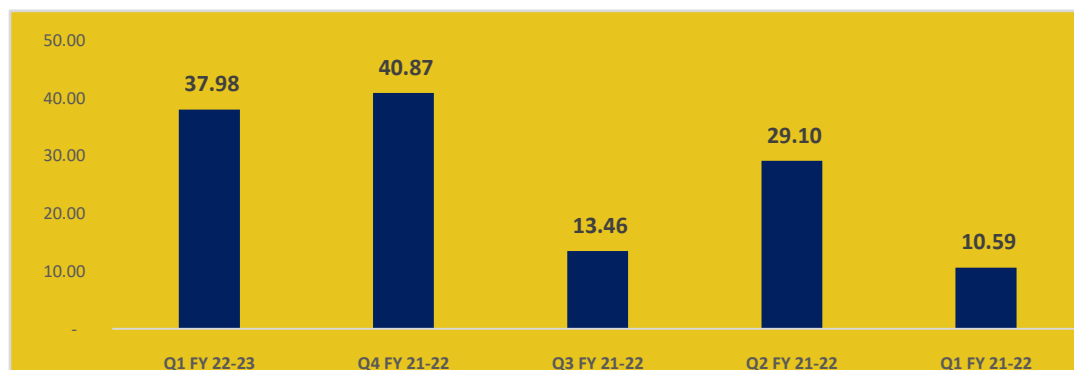
Operations spread across all the major mandis in western, central and southern India.

Started in 2016 and Cumulative disbursement stands at more than INR 1171 Cr.

AUM (INR Cr.)



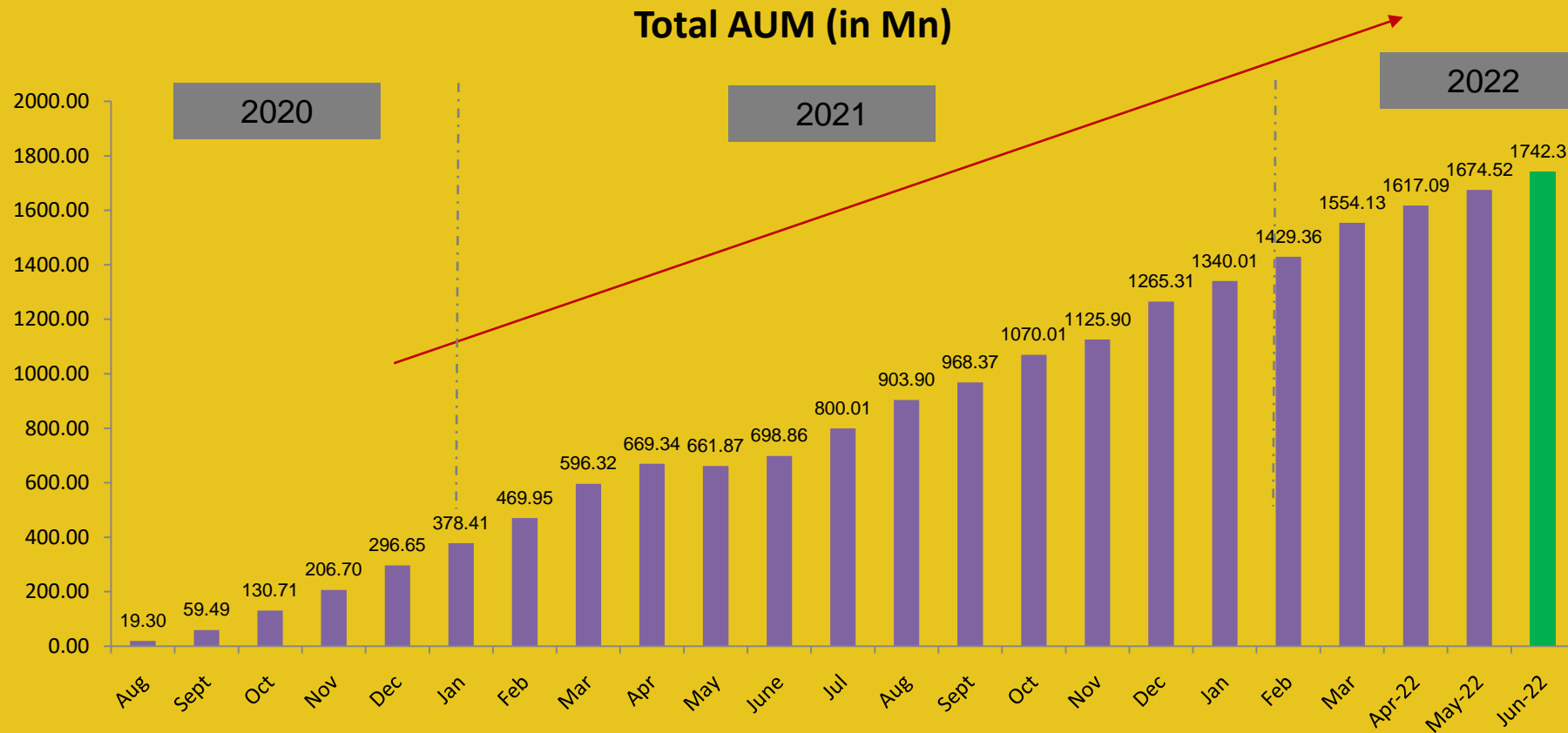
Disbursement (INR Cr.)



4. Scalerator



Business Performance: AUM



- The AUM of all partners put together stands at 174Cr+ in 2 years of operations, including lockdown period
- Q1 of 2022-23, grew by 12% over Q4 of 2021-22, a very good performance
- The AUM trajectory is looking bullish and expected to grow further

Assumptions done based on Ambit for other clients
Fig in Mn

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.

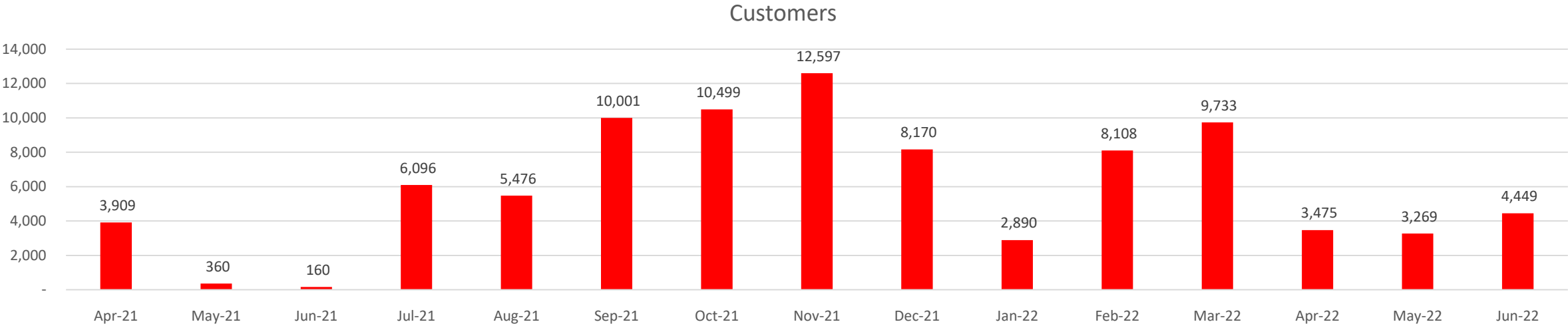
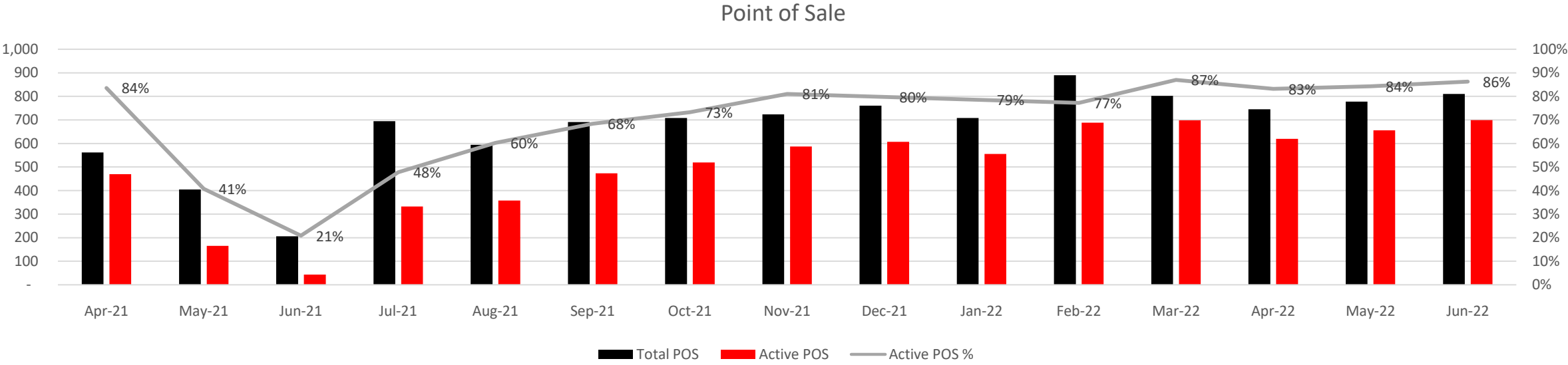
Boonbox – Business Model

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

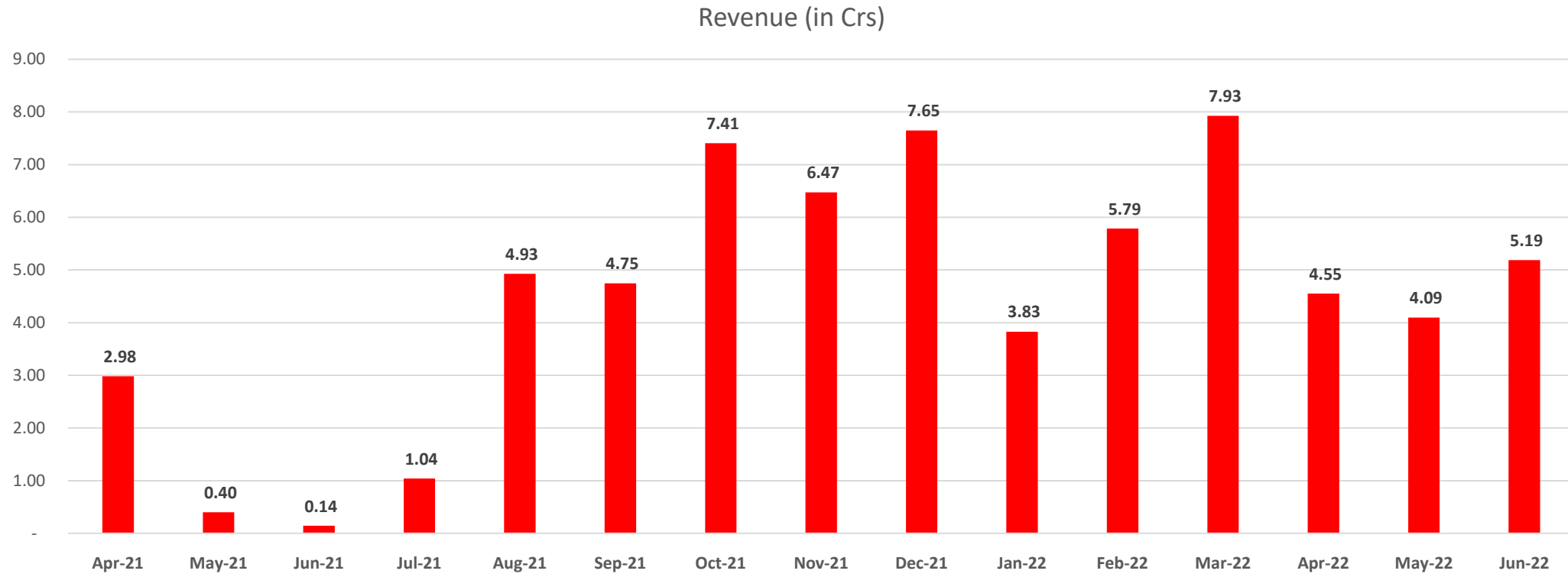
Target Segment: Aspirational Rural Consumers with annual household income of >INR 1 lakh per annum. Addressable market estimated to be ~120 Mn Households

6. Boonbox- Business Performance



Note : - Customer data based on No of orders received for the month

Revenue



THANK YOU