

# Inditrade Capital Limited



Investor Presentation Q4 FY20-21

**indi**trade  
F i n a n c i n g   P r o g r e s s



# 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.

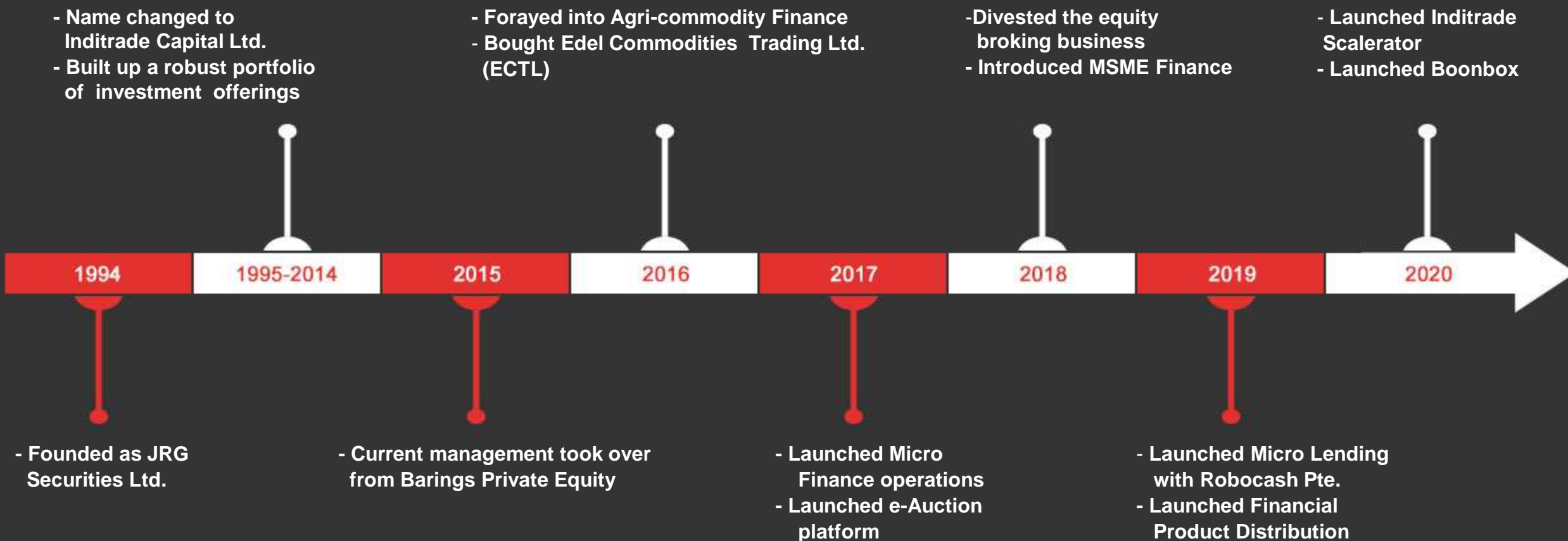


# Contents

- **Company Overview**
- **Performance Update – Q4 FY20-21**
- **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

## Micro Lending

- Individual Loan
- Upto INR 25,000
- Processed within 15 minutes
- Completely online process
- Credit underwriting through alternate means

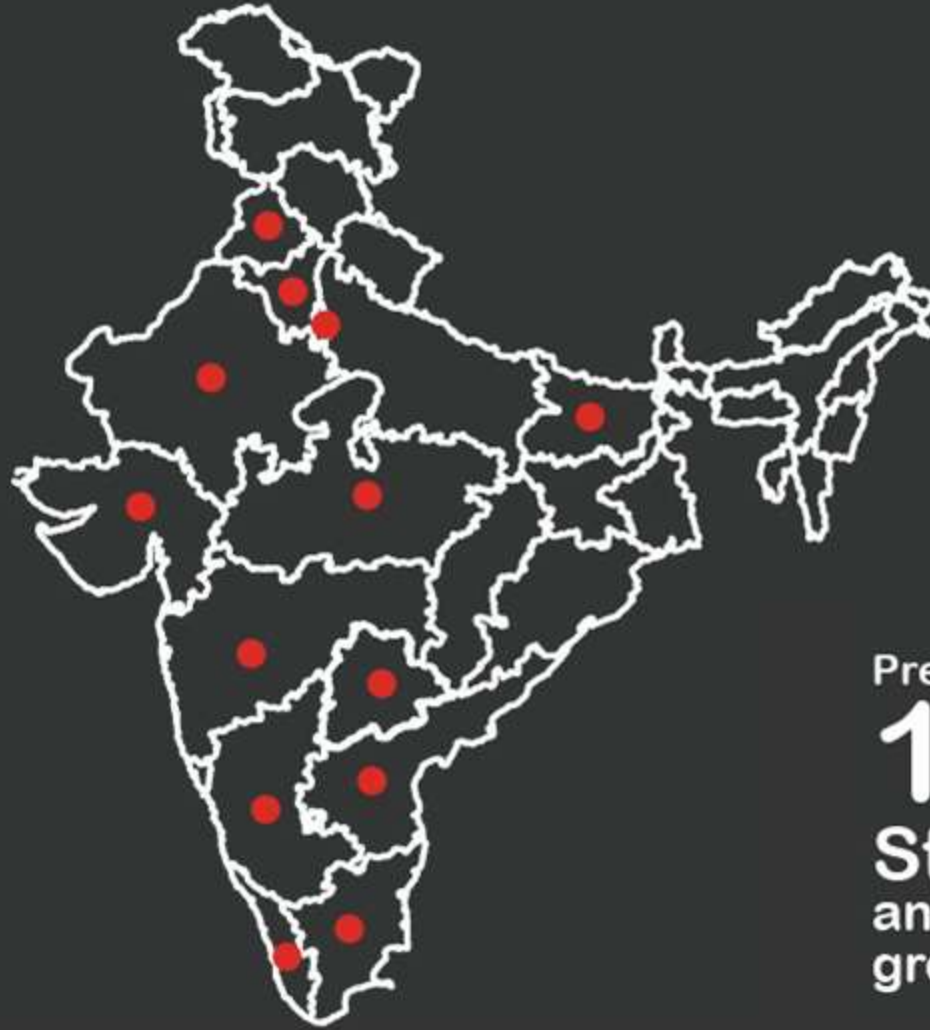
## Agri-commodity Finance

- Loan against non-essential commodities
- Upto INR 5 crore
- Evaluation through exchange accredited warehouses
- Price hedged in exchange

Digital Approach



# Our Footprint Today



Present in  
**13**  
**States**  
and  
growing

# Lending Partners

Bank Borrowings	          
Non - Bank Borrowings	              
Securitization/ DA/ BC Partner	      



# Financial Performance update - FY 2020-21

# FY 2020-21 Consolidated Financial Performance Highlights

**Total AUM stands at INR 361.35 Cr**

**Balance Sheet Size as on 31st March 2021 is INR 505.6 Cr**

**Gross Total Income for FY20-21 is INR 182.6 Cr**

**Profit before Tax stands at INR 12.4 Cr**

**Profit after Tax stands at INR 8.6 Cr**

# FY 2020-21 – Consolidated Profit & Loss Statement

As per Ind AS  
Amt. Rs. in Cr

Particulars	For the Year ended 31 March 2021	For the Year ended 31 March 2020
Interest Income	149.3	107.6
Sale of Services	12.5	4.9
Fee & Commission Income	6.4	1.8
Gain on de-recognition of financial instruments	0.0	1.1
Other Income	14.4	22.0
<b>Gross Total Income</b>	<b>182.6</b>	<b>137.4</b>
Finance Costs	28.5	34.1
<b>Net Total Income</b>	<b>154.1</b>	<b>103.3</b>
Employee Benefit Expenses	48.5	42.9
Depreciation & Amortization	3.3	2.2
Other Expenses	37.2	31.9
Impairment on financial instruments	52.7	5.9
<b>Profit before Tax from Continuing operations</b>	<b>12.4</b>	<b>20.4</b>
<b>Profit / Loss before Tax from discontd. operations</b>	<b>-</b>	<b>0.3</b>
<b>Profit before tax and exceptional item</b>	<b>12.4</b>	<b>20.7</b>
Income from exceptional item	-	-
<b>Total Profit before tax</b>	<b>12.4</b>	<b>20.7</b>
<b>Less: Tax Expense</b>	<b>3.8</b>	<b>6.3</b>
<b>Total Profit After Tax for the Period</b>	<b>8.6</b>	<b>14.4</b>

# Q4 FY 2020-21 – Consolidated Profit & Loss Statement

As per Ind AS

Amt. Rs. in Cr

Particulars	For the Quarter ended 31 March 2021	For the Quarter ended 31 Dec 2020
Interest Income	11.9	71.5
Sale of Services	7.5	2.1
Fee & Commission Income	3.3	1.2
Gain on de-recognition of financial instruments	0.0	0.0
Other Income	5.4	3.6
<b>Gross Total Income</b>	<b>28.1</b>	<b>78.4</b>
Finance Costs	7.1	7.3
<b>Net Total Income</b>	<b>21.0</b>	<b>71.1</b>
Employee Benefit Expenses	13.8	12.8
Depreciation & Amortization	0.9	0.8
Other Expenses	(32.5)	51.6
Impairment on financial instruments	38.8	1.2
<b>Profit before Tax from Continuing operations</b>	<b>0.0</b>	<b>4.7</b>
<b>Profit / Loss before Tax from discontd. operations</b>	<b>-</b>	<b>-</b>
<b>Profit before tax and exceptional item</b>	<b>0.0</b>	<b>4.7</b>
<b>Income from exceptional item</b>	<b>-</b>	<b>-</b>
<b>Total Profit before tax</b>	<b>0.0</b>	<b>4.7</b>
<b>Less: Tax Expense</b>	<b>(0.2)</b>	<b>1.9</b>
<b>Total Profit After Tax for the Period</b>	<b>0.2</b>	<b>2.8</b>

# March 2021 – Consolidated Balance Sheet

As per Ind AS

Amt in Cr

ASSETS	March-21	Dec-20
<b>Financials Assets</b>		
Cash & Bank Balance	56.2	68.5
Receivables	6.5	2.9
Loans & Advances	302.0	341.2
Investments	10.0	1.1
Other Financial Assets	32.9	37.8
<b>Total Financial Assets</b>	<b>407.6</b>	<b>451.5</b>
<b>Non- Financials Assets</b>		
Inventories	64.6	74.3
Current & Deferred Tax Assets (Net)	6.7	7.9
Property, Plant and Equipment	3.6	3.3
Intangible assets & Goodwill on consolidation	2.1	2.1
Right to Use Asset	3.3	3.3
Other non financial assets	17.7	16.3
<b>Total Non- Financial Assets</b>	<b>98.0</b>	<b>107.2</b>
<b>Total Assets</b>	<b>505.6</b>	<b>558.7</b>

LIABILITIES	March-21	Dec-20
Equity Share Capital	23.3	23.3
Reserves & Surplus	111.2	110.4
Non controlling Interest	63.3	63.2
<b>Total Shareholders Funds</b>	<b>197.8</b>	<b>196.9</b>
<b>Financial Liabilities</b>		
Payables	29.8	81.8
Borrowing & Debt Securities	208.7	182.7
Subordinated Liabilities	48.0	48.3
Other financial liabilities	9.9	21.1
<b>Total Financial Liabilities</b>	<b>296.4</b>	<b>333.9</b>
<b>Non- Financial Liabilities</b>		
Current tax liabilities	5.0	7.4
Provisions	2.0	1.9
Other non-financial liabilities	4.4	18.6
<b>Total Non- Financial Liabilities</b>	<b>11.4</b>	<b>27.9</b>
<b>Total Liabilities &amp; Equity</b>	<b>505.6</b>	<b>558.7</b>

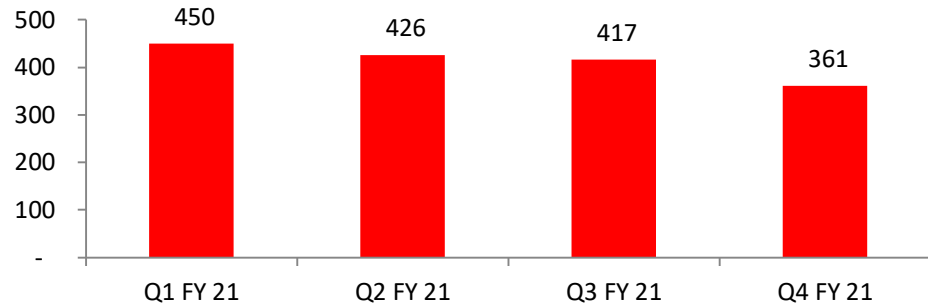


# Portfolio Performance

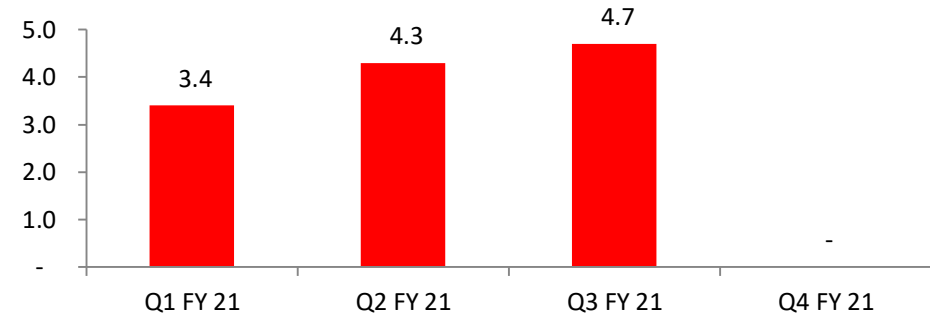
					Rs in Cr
Particulars	Micro Finance	MSME	Micro loans	Agri Commodity & Others	Total
Outstanding Gross Portfolio as on 1st Jan 2021	178.56	57.71	95.77	58.57	390.61
Interest Accrued	24.77	0.96	-	0.56	26.29
<b>Gross Portfolio - 1st Jan 2021</b>	<b>203.33</b>	<b>58.66</b>	<b>95.77</b>	<b>59.14</b>	<b>416.90</b>
<b>*Disbursement in Q4</b>	69.65	20.52	23.61	28.71	142.49
Interest Accrued	11.12	2.98	-	2.03	16.14
Restructured Interest Capitalized		-	-	-	-
<b>Collection in Q4</b>					
Collection on account of Principal	62.27	11.86	35.46	27.78	137.36
Collection on account of Interest	12.29	3.73	2.52	1.73	20.28
Bad Debts / Reversal		3.73	55.32	-	59.05
<b>Closing Portfolio</b>					
Principal Loan	185.94	62.64	28.60	59.50	336.69
Interest Accrued	23.59	0.21	-	0.87	24.67
<b>Portfolio as on 31st March 2021</b>	<b>209.53</b>	<b>62.85</b>	<b>28.60</b>	<b>60.37</b>	<b>361.35</b>

# Q4 FY20-21 QoQ – Performance Update

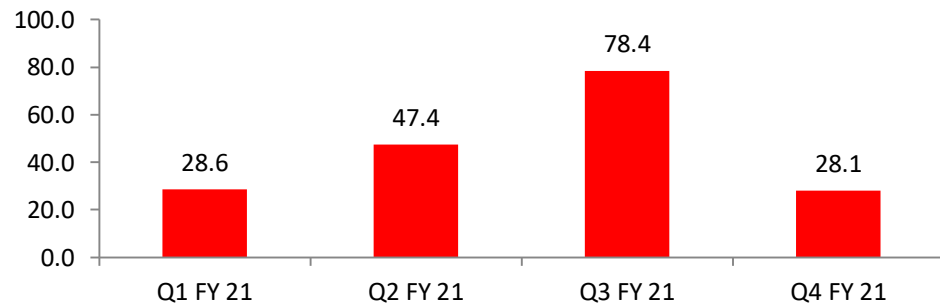
AUM (INR Cr.)



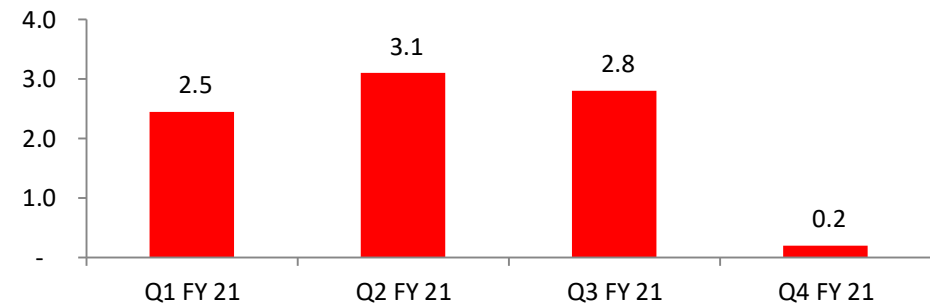
PBT (INR Cr.)



Gross Total Income (INR Cr.)



PAT (INR Cr.)



# Cost of Borrowings

## Segment wise average cost of Borrowings:

Microfinance	-	12.62%
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MSME Finance	-	11.25%
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Agri Commodity	-	8.32%
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# Provision on Portfolio

Segment	Gross NPA%	Net NPA %
MSME	2.96%	2.22%
Microfinance	1.20%	0.00%
Micro Loans	0.00%	0.00%
Agri Commodity	0.00%	0.00%

# Portfolio and Debt Details – ICL Consol

Particulars	March 2021 Amount (in Cr)	Dec 2020 Amount (in Cr)
Own Portfolio	295.80	358.99
Managed Portfolio	65.55	57.91
<b>AUM</b>	<b>361.35</b>	<b>416.90</b>

Term Loan	157.43	130.01
Sub-Ordinate Debt	48.00	48.00
<b>Total Debt</b>	<b>205.43</b>	<b>178.01</b>
DA PTC	65.55	57.91
<b>Total Debt &amp; DA PTC</b>	<b>270.98</b>	<b>235.92</b>

<b>Net Owned Fund</b>	<b>197.74</b>	<b>196.93</b>
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Debt Equity Ratio	1.04	0.90
Solvency Ratio (Including DA/PTC/Partnership)	74.99%	56.59%
Solvency Ratio (Excluding DA/PTC/Partnership)	69.45%	49.59%



# Portfolio – Detailed Breakup

Portfolio Segment	Amt in Cr	
	Own	Managed
Microfinance	177.90	31.63
MSME	28.93	33.92
Micro Loans	28.60	-
Agri & Other Loans	60.37	-
<b>Total Portfolio</b>	<b>295.80</b>	<b>65.55</b>

Portfolio Share	Percentage
Microfinance	58%
Others	42 %

Indi Impact

# BUSINESS VERTICALS

## Agri Commodity Finance

### 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

## Micro Finance

### 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

## MSME Finance

### 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

## Micro Lending

### Completely Digital Process



### Credit Underwriting

- Credit Bureau integration
- Bank statement analyzed
- Alternate credit & social scoring methodology

### Fraud Checks

- Image recognition
- IP screening
- Email id verification
- Mobile scoring

### 24X7 disbursement & collection

# 1. MSME Finance, launched in 2018



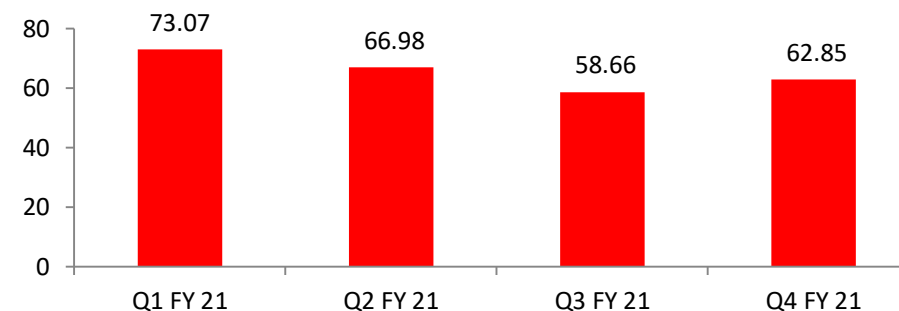
A large portion of the **63.3 million MSMEs** in India do not have access to organised financial services



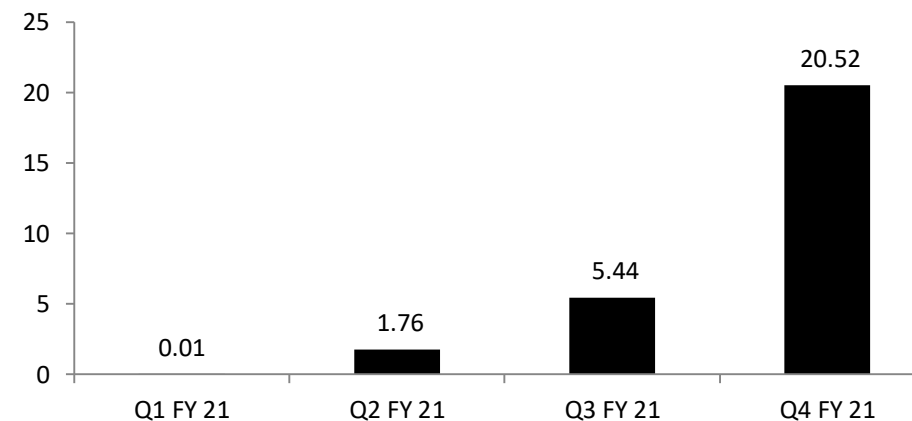
# MSME Finance

- 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 163 Cr.
- Handled by professional team of 60 odd employees having in-depth experience/ knowledge across all the functions
- Active borrowers stands at 1026.

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

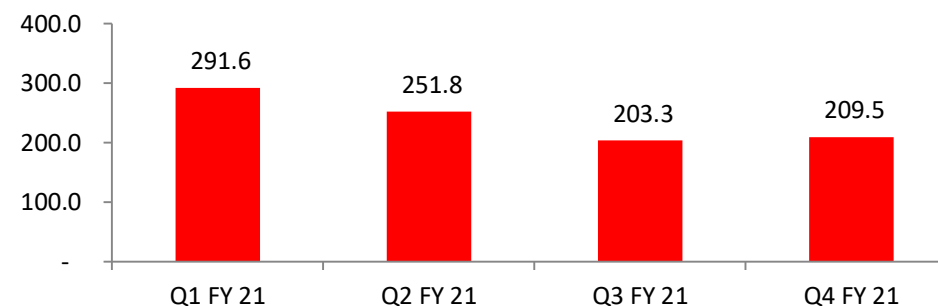


Collection &  
Servicing

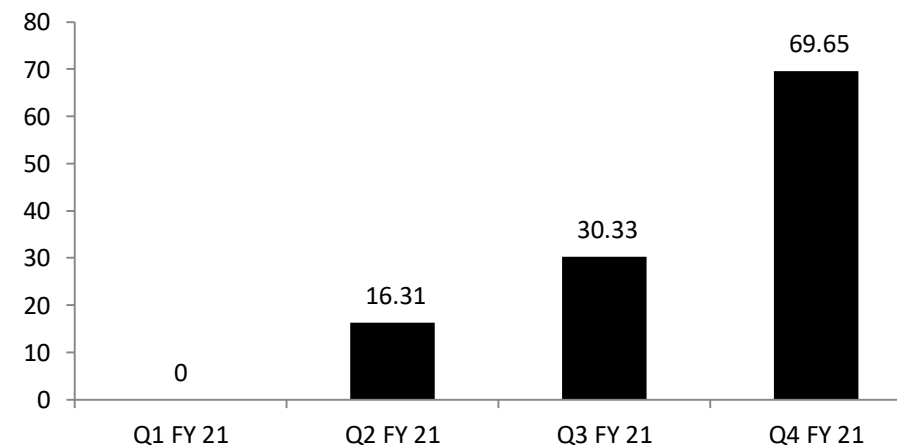
# Microfinance

- JLG model of lending with average ticket size of 30K given to women borrowers for income generation activities.
- Operations in 9 states: 171 active branches .
- Started its operations in April 2017 and has made cumulative disbursement of INR 931 Cr.
- Handled by a team of 1000 plus employees and managed by leadership team having cumulative experience of more than 50 years.
- Active borrowers stands at 98K (approx).

AUM (INR Cr.)



Disbursement (INR Cr.)



# 3. Micro Lending

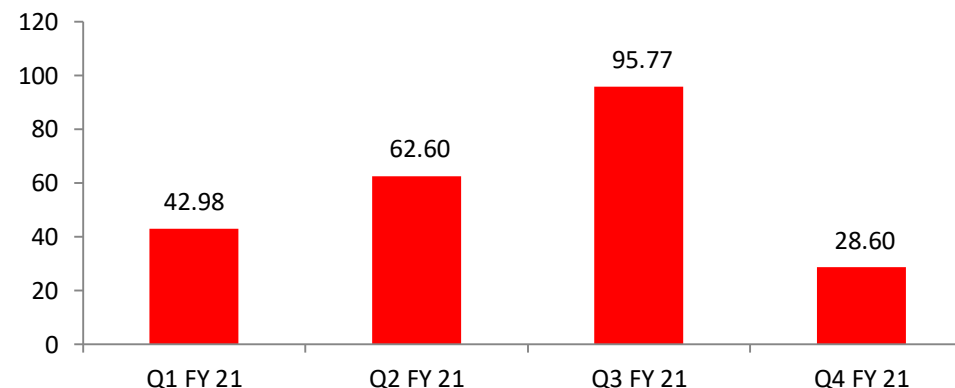


Digital lending in India will reach **US\$ 1 trillion** by 2023 driven by the five-fold rise in the digital disbursements\*

# Micro Loans

- Focussed towards providing instant small ticket unsecured loan (INR 2- 25K) through state of the art online platform.
- PAN India operations targeting customers from bottom of the pyramid.
- Segment started its operations in Jan 2019 and has made a cumulative disbursement of INR 552 Cr
- Managed by in house team of more than 30 members

AUM (INR Cr.)



## 4. 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



**25 Commodities**  
lent against



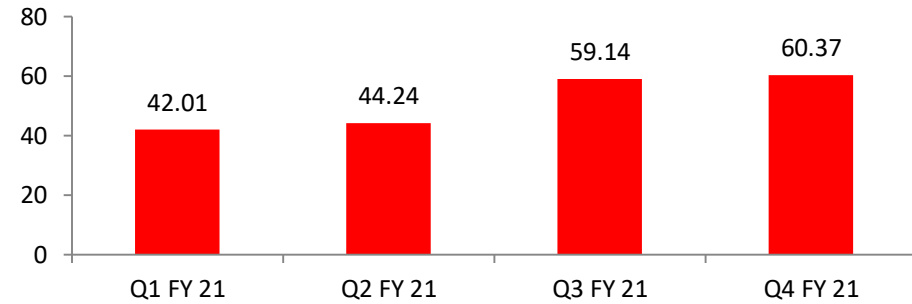
**e-Auction Services**



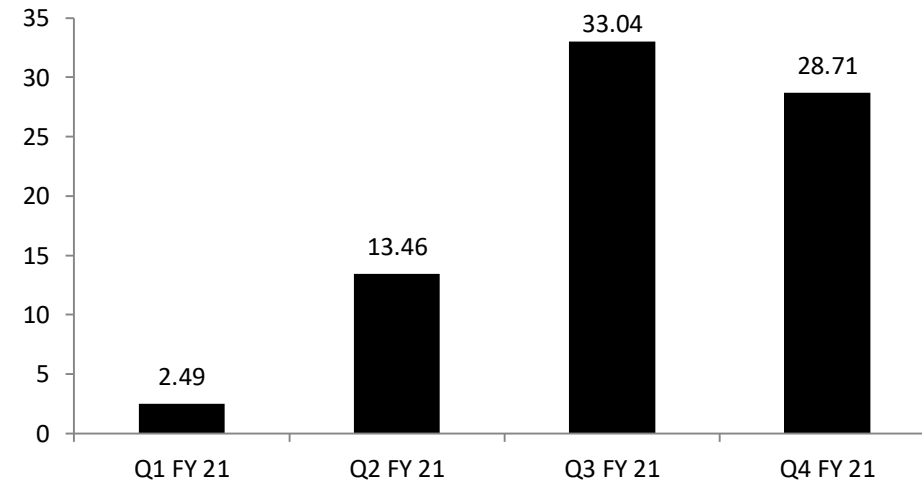
# Agri Commodity

- 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 985 Cr.

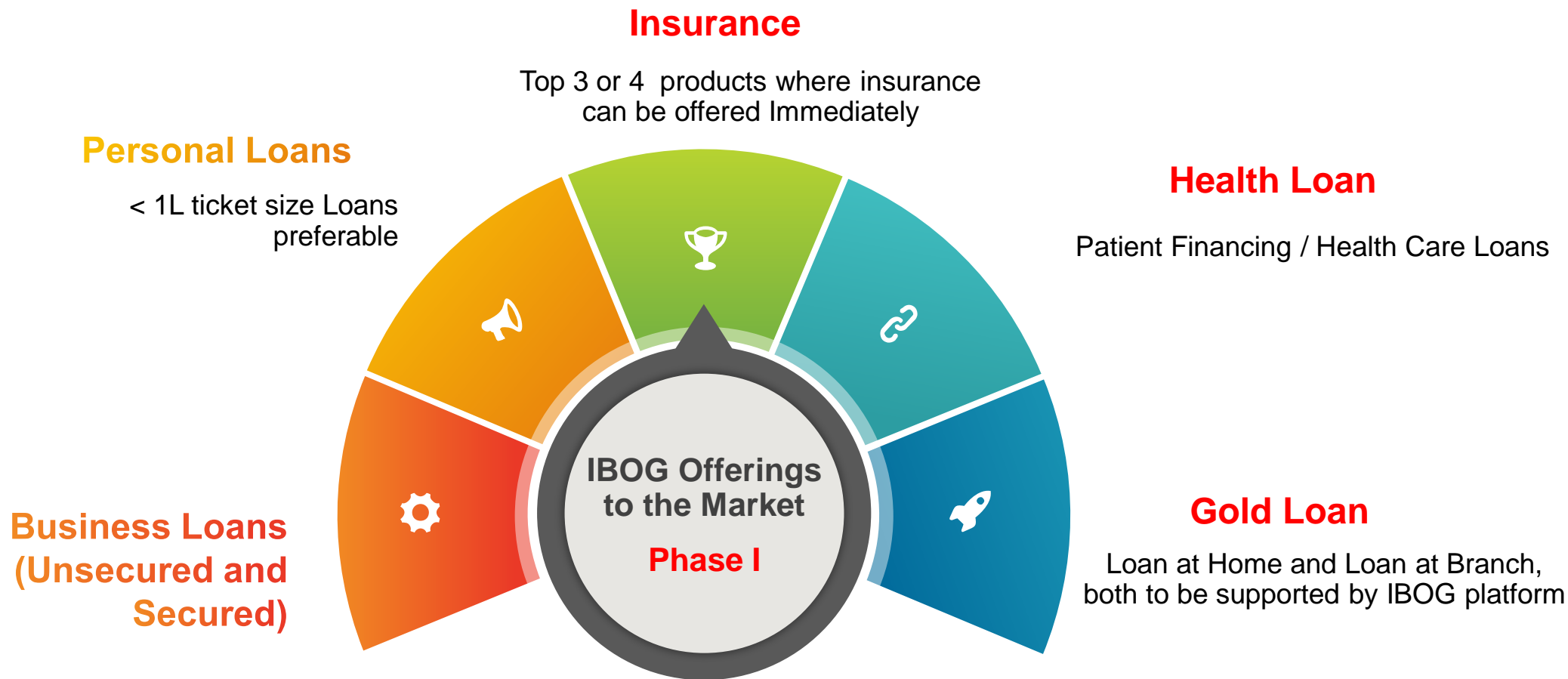
AUM (INR Cr.)



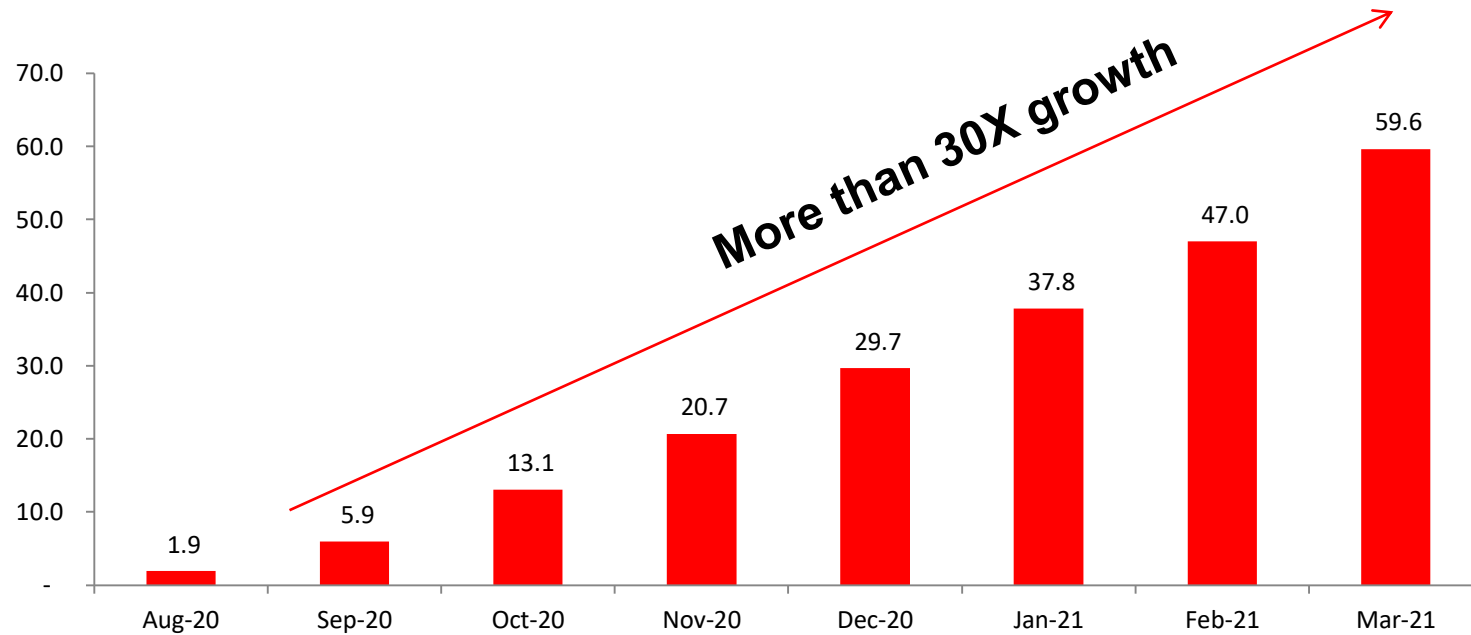
Disbursement (INR Cr.)



# 5. Scalerator



# Business Performance: AUM



The AUM of all partners put together stands at **~60Cr** in 8 months of operations

Between Jan and March 2021, the AUM grew by 58% on the backdrop of good disbursements

## 6. 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 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.

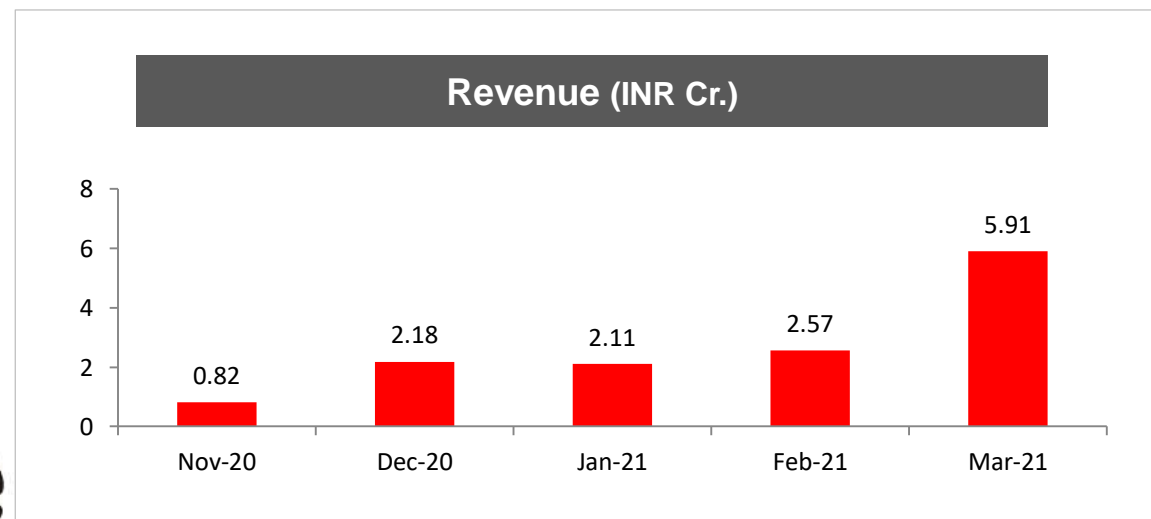
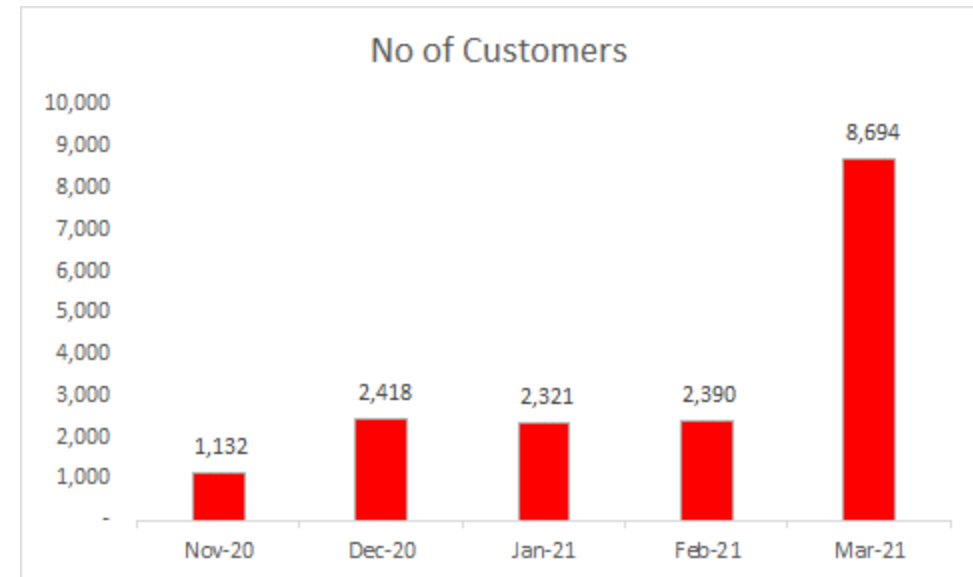
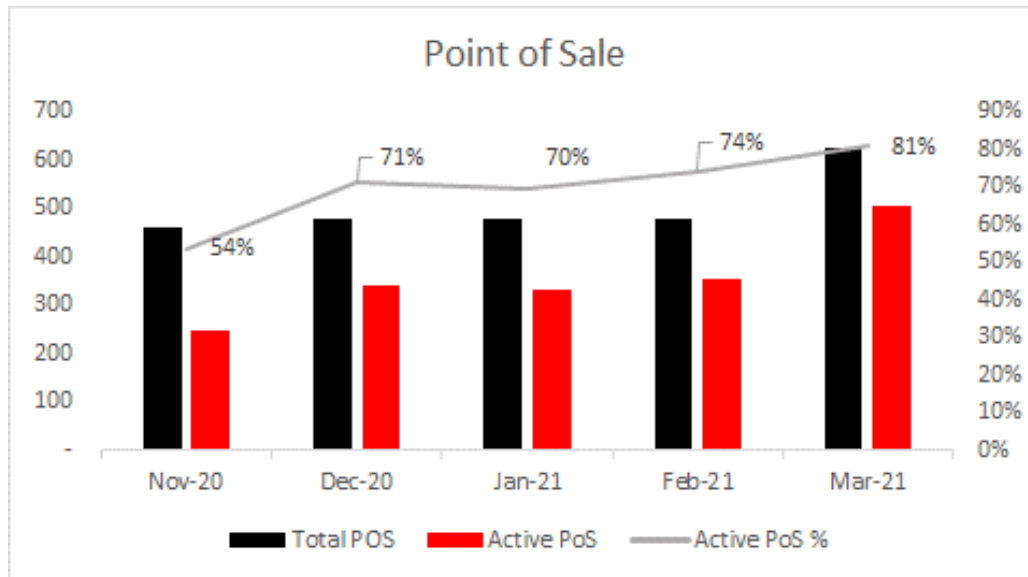
# Boonbox – Business Model

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: Curated Catalogues based on the understanding of the local markets is used to create the categories & products relevant for the rural consumers. Boonbox has direct tieups with all the leading Consumer brands like Samsung, LG, Whirlpool, Prestige, Butterfly etc) and procures directly from them through its centralized sourcing team.
5. Fulfilment: 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



**THANK YOU**