



**MONEYBOXX FINANCE
LIMITED**

Board Meeting
Q3 FY21 Financial Results



Highlights of Q3 FY21

Business Performance Update

- ▶ Branch expansion – doubled branches to 22 in Q3
- ▶ Disbursements – business picked from Q3
- ▶ AUM growth – focus on borrowers in essential sectors paying off
- ▶ Collection efficiency remains high and one of the best in industry amidst pandemic

Review of Financial Position

- ▶ Path to Profitability
- ▶ Asset quality remains strong and stable
- ▶ Strong Capital Adequacy

Other Updates

- ▶ Debt funding – diversification of funding sources
- ▶ Equity fund raise plan

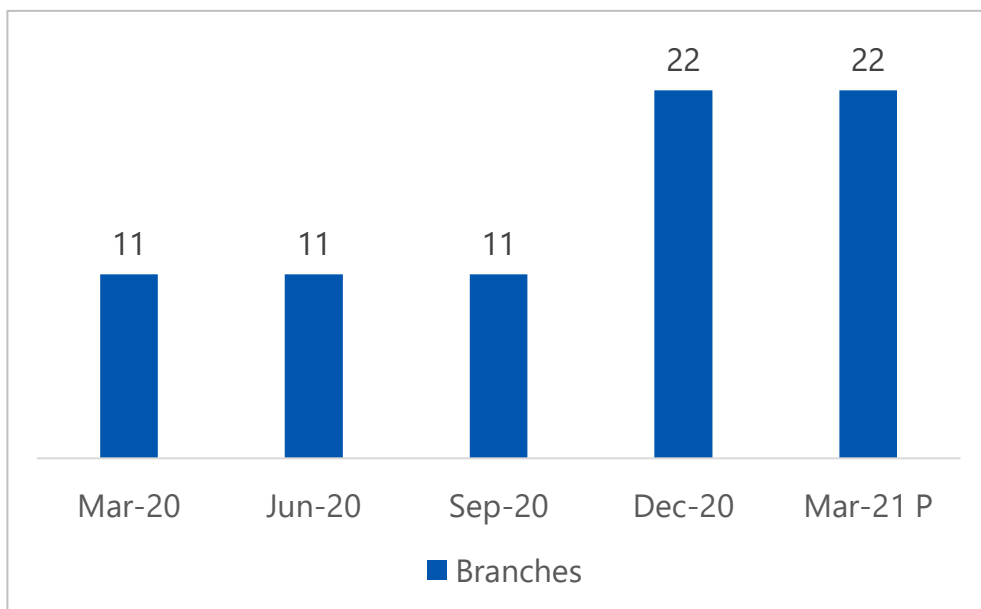


Branch expansion

Expanding in existing states to seize growth opportunities with focus on essential sectors and services



Branch expansion proceeding as per plan



Expansion plan supported by:

- ▶ Resiliency of borrower in essential sectors in pandemic
- ▶ High collection efficiency & strong asset quality of MBFL
- ▶ Healthy financial position after Feb'20 Equity funding

Penetration in existing States

Branches	31-Mar-2020	31-Dec-2020
Rajasthan	5	8
Madhya Pradesh	3	5
Haryana	2	5
Punjab	1	4
Total	11	22

22 Branches as of Dec 2020

- 8 - Rajasthan: Bharatpur, Behror, Beawar, Bhilwara, Kota, Mahwa, Kekri, Sikar
- 5 - Madhya Pradesh: Ujjain, Dewas, Mandasaur, Sehore, Agar
- 5 - Haryana: Hisar, Fatehabad, Jind, Kaithal, Bhiwani
- 4 - Punjab: Bhatinda, Mansa, Abohar, Sangrur

Medium-term outlook remains promising

- ▶ Expand to 46 Branches by FY22
- ▶ Focus on micro enterprises in manufacturing, trading, services and livestock segment
- ▶ New states: Uttar Pradesh, Gujarat, Maharashtra, Bihar, Jharkhand, and Chhattisgarh

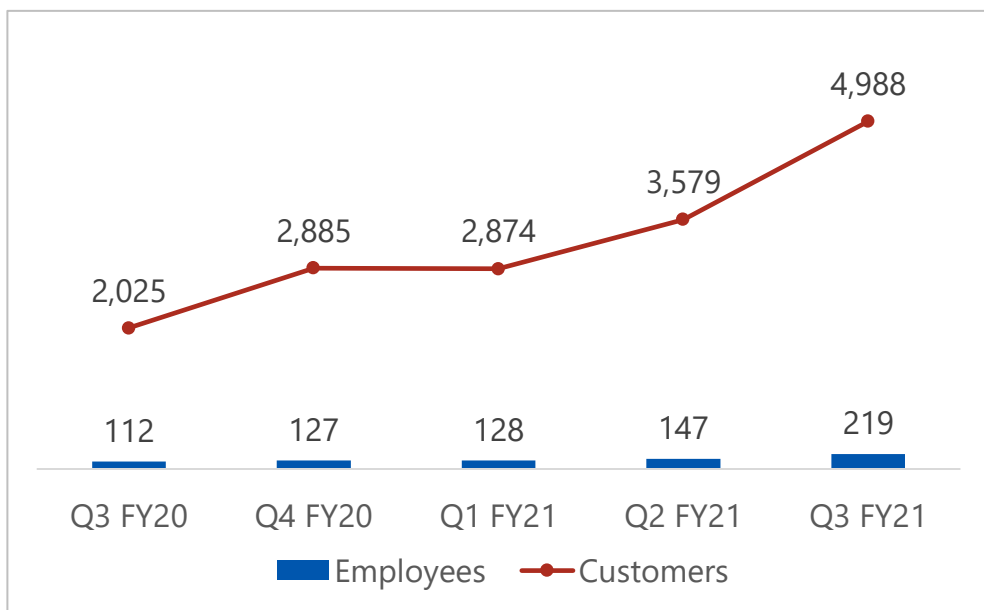


Business picking up in Q3

Strong demand from essential sectors provide growth opportunity



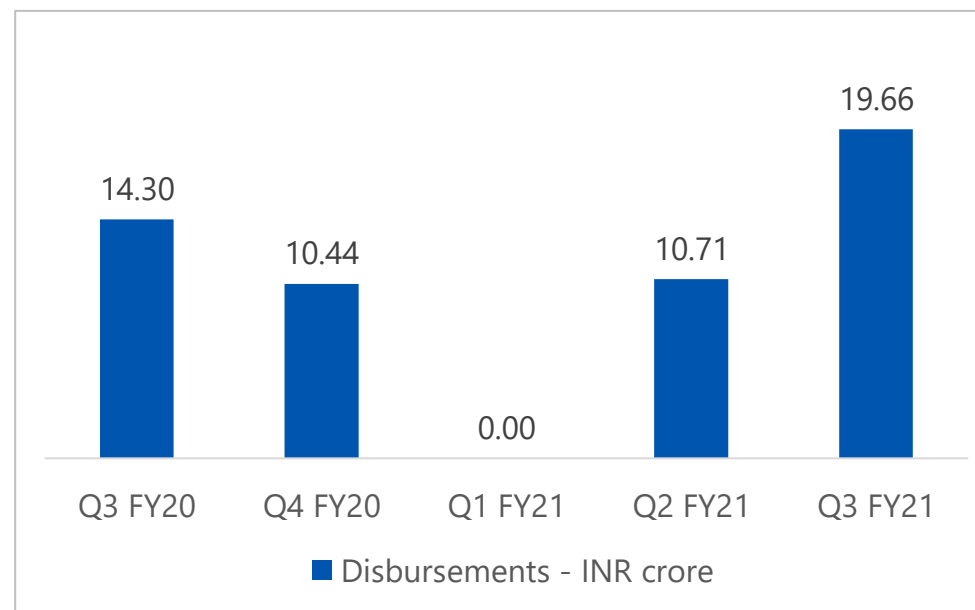
Employees & Customers



Business expansion

- ▶ Strong customer traction in Q3 (~40% growth)
- ▶ Net addition of 72 employees during Q3 due to addition of 11 new branches

Business picking up from Q3



Strong demand for credit

- ▶ Disbursements picked up in Q3 after cautious growth in Q2 and nil disbursements in Q1
- ▶ Growth of 37.5% on Y-o-Y basis (83.6% Q-o-Q)
- ▶ Focus on borrowers in resilient/essential sectors (Livestock, Kirana stores)

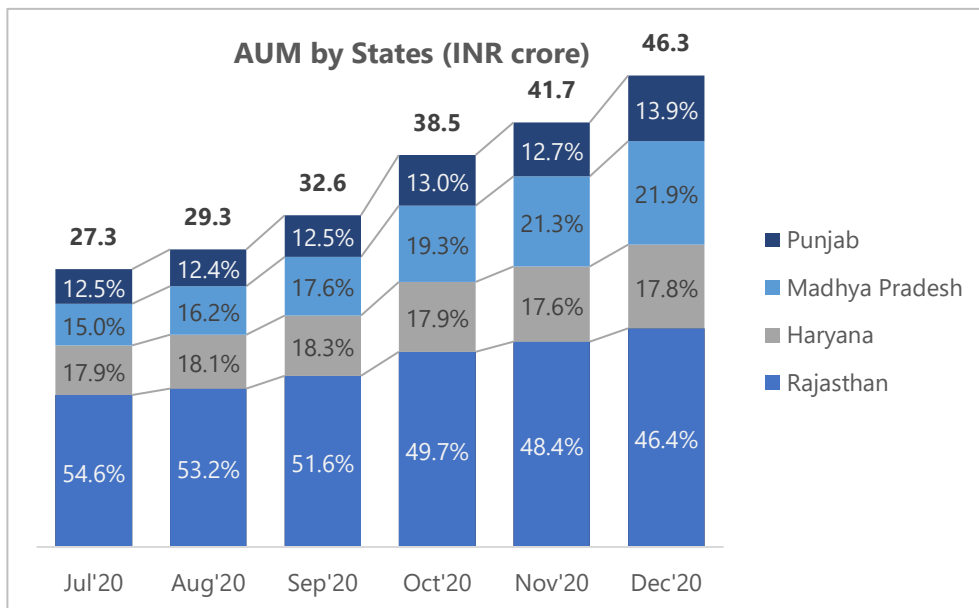


Strong growth in AUM

Diversification across Sectors & Geographies



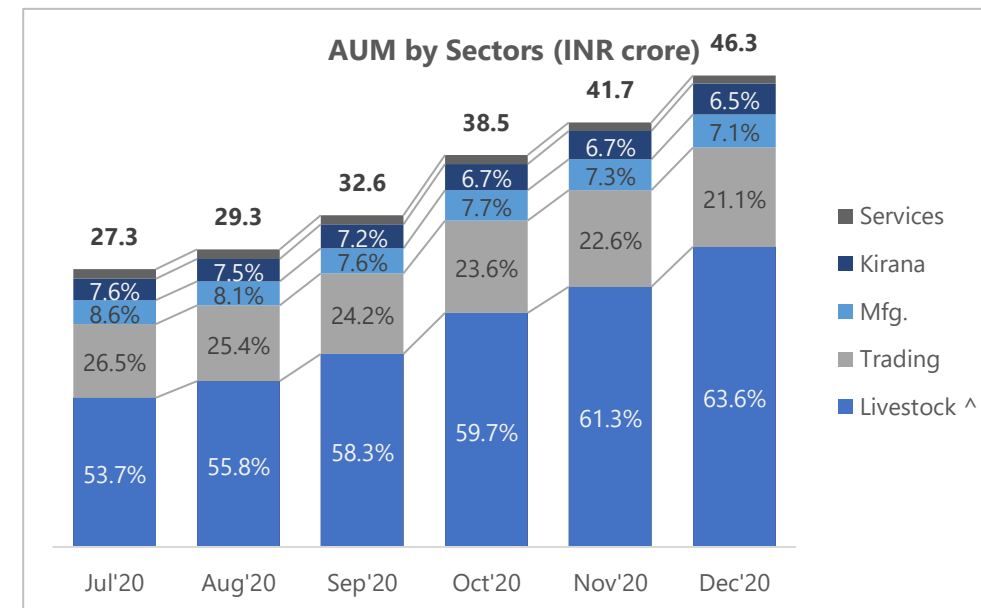
Geographic diversification lends stability



- ▶ AUM Growth of 41.7%% on Q-o-Q basis
- ▶ AUM Growth of 110% on Y-o-Y basis
- ▶ Opportunity to expand further in existing states

Note: AUM based on AS (not as per Ind-AS)

Livestock & Kirana sectors provide resiliency



- ▶ ^ Most livestock borrowers have more than one sources of income such as agriculture income, small kirana shop or small job which provides additional stability in income
- ▶ As COVID situation improves, exposure to non-livestock segment expected to go back to pre-COVID levels (~55%)

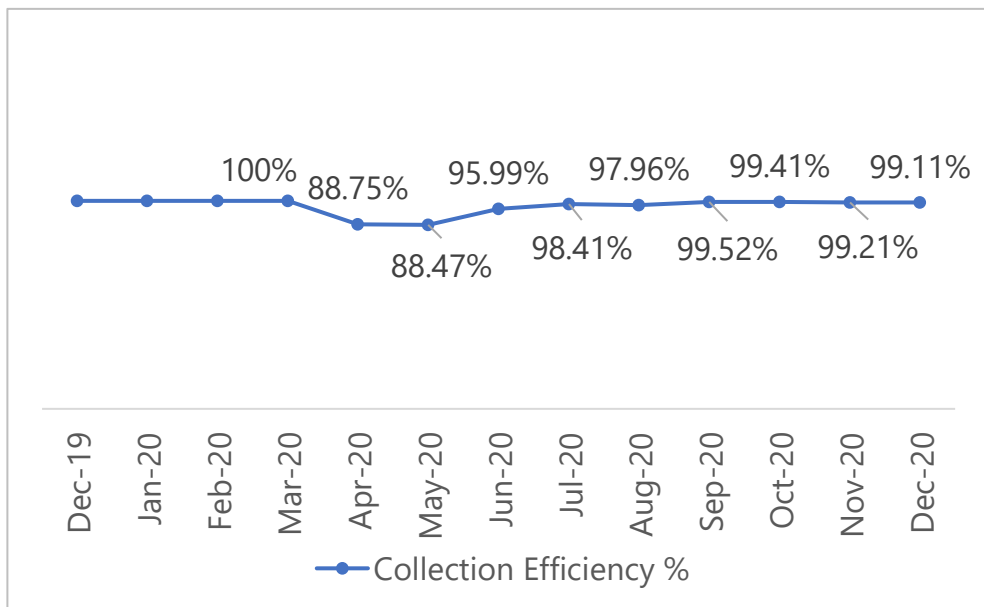


Robust asset quality amidst pandemic

High collections efficiency & strong asset quality testimony of underwriting standards & collection efficiency



Excellent Collection: 95% during moratorium period



Best-in-industry Collection Efficiency

- ▶ Strong underwriting standards
- ▶ Focus on essential sectors
- ▶ Efficient collection machinery of MBFL (on-ground presence)
- ▶ Over 99% Collection from Sep onward

Resilient portfolio with negligible delinquencies

Portfolio	Mar-2020	Jun-2020	Sep-2020	Dec-2020
On-time	29.93 (100%)	26.73 (100%)	32.29 (99.08%)	45.90 (99.05%)
Delinquent	-	-	0.30 (0.92%)	0.44 (0.95%)
1-30 DPD	-	-	0.30	0.20
31-60 DPD	-	-	-	0.08
61-90 DPD	-	-	-	0.07
91-120 DPD	-	-	-	0.09
Total (INR crore)	29.93	26.73	32.59	46.34

Robust asset quality

- ▶ Portfolio in 'Current/On-time' category at 99.05% as of Dec'20
- ▶ Gross NPA 0.19% as of Dec'20 (Nil as of Mar'20)
- ▶ Net NPA 0.10% as of Dec'20 (Nil as of Mar'20)
- ▶ ECL Provisions 0.67% of Loans as of Dec'20 (1.04% as of Mar'20)

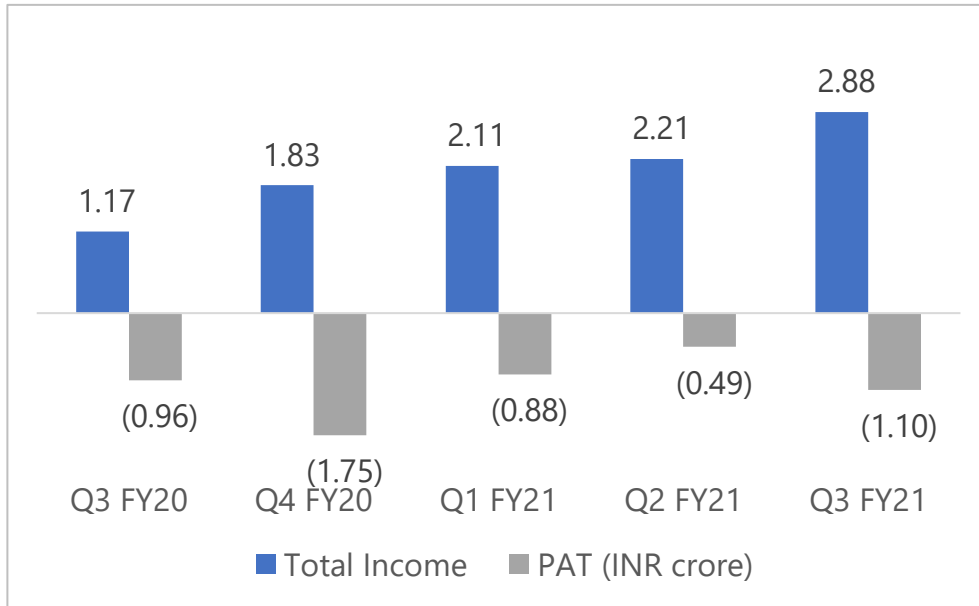


Path to Profitability

Rising scale of operations and improving productivity

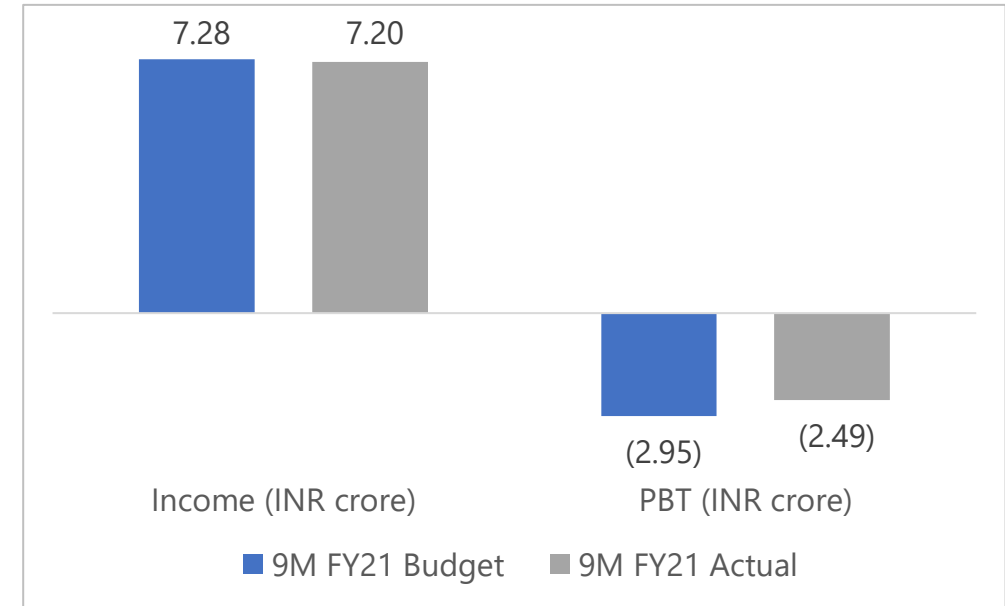


Growing Income with rising scale of operations



- ▶ Total Income grew by 30.6% over previous quarter and 146% on YOY basis led by growing scale of operations
- ▶ Higher Net Loss of INR 1.10 crore in Q3 compared to INR 0.49 crore in Q2 driven by higher employee & operating expenses of 11 new branches

Profitability to improve with rising scale



- ▶ 9M FY21 performance in line with Budget
- ▶ Target to achieve profitability in FY22 with improving productivity, rising scale of operations and declining cost of borrowings

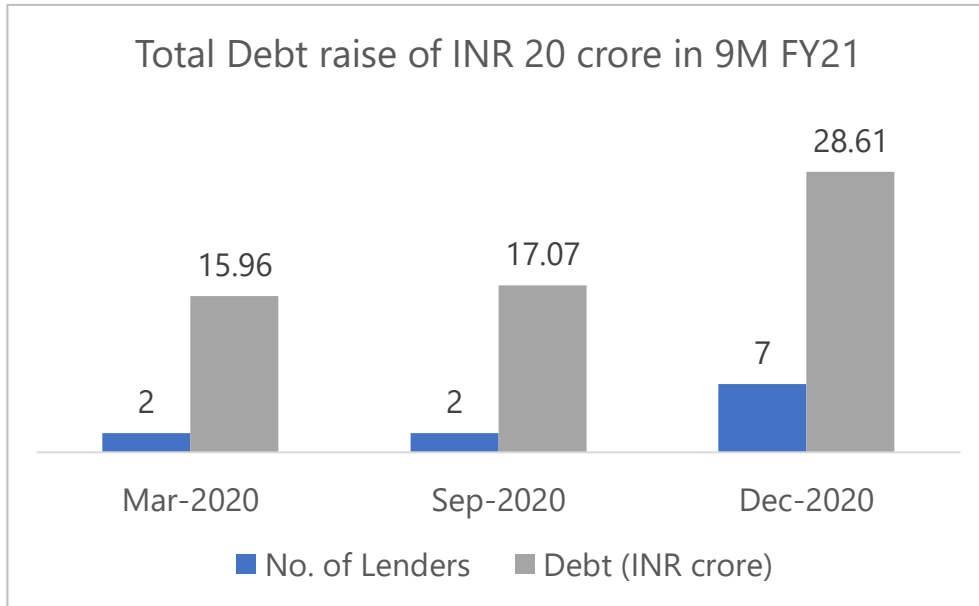


Diversification of funding sources

Addition of 5 new lenders in Q3 and 3 more in Jan 2021

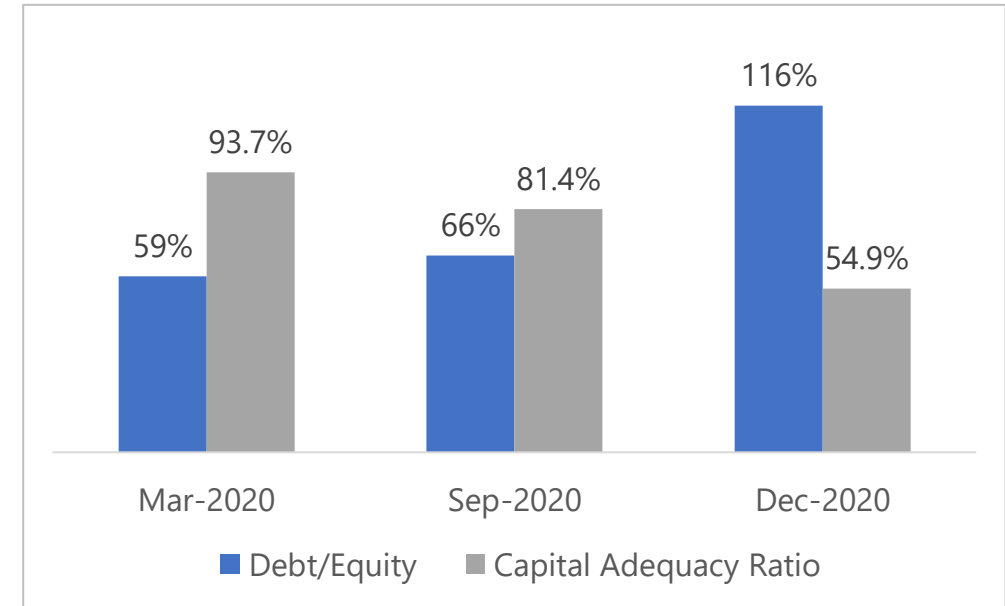


Validation of model by new lenders



- ▶ Added 5 reputed lenders in Q3: Caspian, Ashv Finance, BlackSoil Capital, Hinduja Leyland Finance & Ambit Finvest
- ▶ 3 more lenders added Jan'21 (AU SFB, Unitus, and InCred Finance) taking lender count to 10 (target 15 by Mar'21)
- ▶ Declining cost of borrowing in FY21, down to 16-16.5% from 17-17.5% in FY20
- ▶ Borrowing cost expected to further decline by 1.5% in FY22

Adequately capitalized for growth



- ▶ Conservative gearing (D/E of 1.16 times) leaves borrowing headroom for growth
- ▶ Adequately capitalized for growth with high Capital Adequacy Ratio of 54.9% as of Dec'20



Growing network of Partners

Adding 2-3 lenders every month and targeting to diversify funding sources



Existing Lenders



ECLEAR LEASING & FINANCE PRIVATE LTD.
Money become easy....



The Power of Distribution

FY20

Q3 FY21



HINDUJA LEYLAND FINANCE



Jan 2021



IT Partners



Banking Partners



Summary Financial Statements



Summary P&L (INR crore)	Q1 FY21	Q2 FY21	Q3 FY21	Q3 FY20	Change Q3 YOY	9M FY21	9M FY20	Change 9M YOY
Total Income	2.11	2.21	2.88	1.17	146%	7.20	2.34	208%
Finance Cost	0.66	0.58	0.89	0.17		2.13	0.22	
Chg. In Inventories	0.00	-0.01	-0.01	0.00		-0.02	0.00	
Employee	1.82	1.58	2.23	1.14		5.62	2.26	
D&A	0.18	0.19	0.23	0.10		0.59	0.25	
ECL	-	-	-	-		-	0.05	
Other	0.36	0.31	0.69	0.77		1.36	1.44	
Total Expenses	3.02	2.65	4.03	2.18		9.70	4.23	
PBT	-0.90	-0.45	-1.15	-1.01		-2.49	-1.89	
Taxes	-0.02	0.04	-0.05	-0.04		-0.03	-0.10	
PAT	-0.88	-0.49	-1.10	-0.96		-2.46	-1.79	

Summary Balance Sheet (INR crore)	FY19	FY20	H1 FY21	9M FY21
Equity	19.03	27.13	25.76	24.66
Debt	0.00	15.96	17.07	28.61
Other liabilities	0.73	2.07	1.85	3.48
Total	19.76	45.16	44.67	56.75
Cash & Bank	16.53	9.84	6.60	4.25
Loans	0.97	29.28	32.03	45.38
Other assets	2.25	6.04	6.04	7.13
Total	19.76	45.16	44.67	56.75



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Thank You!