

August 14, 2023

To,
The Manager-Listing
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

Ref: (MONEYBOXX | 538446 | INE296Q01012)

Dear Sir/ Madam,

Subject: Press Release

Please find attached the press release in the matter of “*Q1 FY24 Financial Results*”.

This is for your information and records.

This will also be hosted on the company’s website at www.moneyboxxfinance.com

Thanking You,
Yours faithfully,

For **MONEYBOXX FINANCE LIMITED**

(Deepak Aggarwal)
Co-CEO and CFO

PRESS RELEASE: Q1 FY24 FINANCIAL RESULTS

Moneyboxx Finance reports strong improvement in profitability in Q1 FY24

AUM grew by 191.8% Y-o-Y to Rs. 380 crore

Branches grew by 119.4% Y-o-Y

- ▶ Net profit soars 291.2% to INR 1.64 crore in Q1 FY24 compared to net profit of INR 0.42 crore in Q4 FY23 and net loss of INR 1.60 crore in Q1 FY23
- ▶ Improving operating efficiency with growing AUM and healthy net interest margins underpin the strong improvement in profitability
- ▶ Resilient business model with strong asset quality and adequate capitalization

Results at a glance:	Q1 FY24	Q4 FY23	Q1 FY23	% YOY	% QOQ
Quarter ending	30-Jun-23	31-Mar-23	30-Jun-22		
Branches	68	61	31	119.4%	11.5%
AUM (INR crore)	380	338	130	191.8%	12.4%
Key Financial (INR crore):					
Total Income	23.52	18.62	8.48	177.5%	26.3%
Profit (Loss) after taxes	1.64	0.42	-1.60		291.2%
Key Ratios					
ROA (PAT / Average Total Assets) *	2.0%	0.6%	-4.2%		
ROE (PAT / Average Equity) *	8.5%	2.6%	-14.6%		
Leverage (TOL/Owned Funds)	3.55	3.67	2.32		
Gross NPA (90+ PAR % of AUM)	0.74%	0.59%	0.75%		
Net NPA	0.35%	0.30%	0.38%		

* Calculated on annualized basis

Highlights of Q1 FY24 Financial Results

- ▶ **AUM grew by 191.8% to INR 380 crores** as on June 30, 2023, in comparison to INR 130 crores as on June 30, 2022, led by branch expansion, higher productivity and growth in partnership business
- ▶ **Total Income grew strongly by 177.5% to INR 23.52 crores in Q1 FY24** compared to INR 8.48 in a in Q1 FY23, in line with strong growth in business and AUM
- ▶ **Profit soars on the back of growing AUM and improving branch productivity with vintage.** The Company posted profit after taxes of INR 1.64 crores in Q1 FY24 compared to profit after taxes of INR 0.42 crore in Q4 FY23 and a net loss of INR 1.60 crore in Q1 FY23. *The Company has strong unit economics with NIM margin of over 15%, and profitability is further expected to improve driven by declining cost of borrowings, improving branch productivity, increased share of secured lending business, and the benefit of operating leverage with growing scale of operations*
- ▶ **Achieved ROA of 2.0% and ROE of 8.5% in Q1 FY24**, improving significantly from 0.6% of ROA and 2.6% of ROE in Q4 FY23.
- ▶ **Robust asset quality:** Moneyboxx has strong asset quality with very low NPAs and write-offs owing to its focus on essential sectors and robust underwriting practices. Asset quality remains stable with Gross NPA of 0.74% and Net NPA of 0.35% as on June 30, 2023, compared to Gross NPA of 0.75% and Net NPA of 0.38% as on June 30, 2022.

- ▶ **Adequate Capitalization:** Moneyboxx strengthened its capital base by raising INR 48.4 crores equity in FY23 (including INR 3.36 crore warrants issue). Leverage ratio (TOL/Owned Funds) improved to 3.55 as on 30.06.2023 in comparison to 3.67 as on 31.03.2023.
- ▶ **Diversified funding mix and declining cost of borrowings:** With the addition of leading banks and NBFCs in the last one year, the Company has diversified its funding sources and reduced its cost of borrowings. The Company is supported by **27 lenders** as of date, including **8 leading banks** (SBI, HDFC Bank, IDFC First Bank, DCB Bank, Federal Bank, AU SFB, Utkarsh SFB and Fincare SFB) and leading NBFCs and impact funds. The Company availed INR 33.95 crore of debt funding in Q1 FY24.

Commenting on the results, Deepak Aggarwal (Co-CEO & CFO) said, **“Strong improvement in Q1 FY24 profitability validates the strengths of our business model. We have built a sustainable, scalable, and tech-driven business model with robust underwriting practices** to cater to the underserved INR 1-10 Lakhs business loan market in rural and semi-urban areas. Given the huge credit gap for micro enterprises in the INR 1-10 Lakhs loan segment in Tier-III and below areas, we see strong growth opportunities and aim to transform lives of micro entrepreneurs through our various beyond-lending impact initiatives such as free vet advisory and agro-forestry for livestock and agricultural borrowers. **Moneyboxx is committed to change the way impact investing is looked at and bring significant positive change in the lives of its borrowers.”**

About Moneyboxx Finance Limited

Moneyboxx Finance Limited is a BSE-listed Non-Deposit taking, Non-Systemically Important NBFC engaged in the business of providing business loans to micro enterprises with a focus on impact financing. It operates in Tier-III and below cities with 72 branches spread across 6 states (Rajasthan, Madhya Pradesh, Haryana, Punjab, Uttar Pradesh, and Chhattisgarh). It caters to the underserved micro entrepreneurs in the important and essential segments (livestock, kirana, retail traders, micro-manufacturers) by extending unsecured and secured business loans from INR 70,000 to 10,00,000 for a loan tenure from 12 months to 84 months.

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.