



MONEYBOXX FINANCE LIMITED

(Formerly Uthansika Commercial Limited)

CIN : L36007DL1994PLC260191

Regd. Off: 523-A, Somdutt Chambers-II,

9, Bhikaji Cama Place, New Delhi-110066, India

Tel.: 011 4565 7452

E-mail: info@moneyboxxfinance.com

www.moneyboxxfinance.com

October 07, 2021

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 first Impact Report of Moneyboxx Finance Limited.

This is for 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**

(Bhanu Priya)
Company Secretary & Compliance Officer
M.no-A36312



MONEYBOXX FINANCE LIMITED
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PRESS RELEASE ON RELEASE OF IMPACT REPORT

New Delhi, Thursday, October 07, 2021

Moneyboxx Finance Limited is delighted to present its first Social Impact Report.

Mr. Mayur Modi, Co-CEO of the Company informed to the exchange “this report highlights the company’s philosophies on its business model, what society means to it & how we want to work with all the societal constituents and make an impact on the ground, Mr. Modi also mentioned that disclosures made in this report along with Annual report follow the highest level of reporting not only in the industry but matches global best practices which is testimony of our belief of utmost transparency & ethical business practices.” Further, Mr. Deepak Aggarwal, Co-CEO & Whole-time Director also stated that, “We are fortunate that through our lending to micro entrepreneurs (*who form a very important constituent of our economy*) we are able to contribute positively in the economic and social upliftment of these individuals and communities.”

Furtherance to this Mr. Praveen Gupta, Chief Impact Officer, added that “We are on a mission to impact One Million lives and we are very confident that with the support of all our stakeholder and well-wishers we will be able to achieve this. It goes well with Company’s motto.”

"Let's be together, build together and grow together.”

Impact report enclosed herewith.



**"LET'S BE TOGETHER,
BUILD TOGETHER &
GROW TOGETHER"**

MONEYBOXX FINANCE LIMITED

2 YEARS OF OUR JOURNEY & ITS JUST A BEGINNING



“Take up one idea. Make that one idea your life - think of it, dream of it, live on that idea. Let the brain, muscles, nerves, every part of your body, be full of that idea, and just leave every other idea alone. This is the way to success.”

- Swami Vivekananda

OUR 2 YEAR JOURNEY


7341
LIVES TOUCHED


2625
LIVES INTRODUCED TO FORMAL FINANCING


1490
WOMEN FUNDED


22
BRANCHES


228
EMPLOYEES


14
LENDERS


INR 89.5 CR
DISBURSEMENTS


INR 61.88 CR
ASSET UNDER MANAGEMENT

CONTENTS

About Report:

This report covers our company's philosophy of what society means to us, how its existence is impacting lives & how it wants to further its mission of impacting 1 million lives. This report highlights numbers related to socio economic parameters of society, customers & other stakeholders. Along with Annual Report, the reporting standards followed by our company are among the highest not only in the industry but it matches the global best practices. **It signifies our thrust on transparency, ethical behavior which irrespective of size are non-negotiable & most critical in our endeavor to be the most respected brands in the industry.**

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	MOVING FORWARD - WHAT ARE WE EXCITED ABOUT?	79

Cautionary Statement:

The statements made in this report describe the Company's objectives and projections that may be forward-looking statements within the meaning of applicable laws and regulations. The actual result might differ materially from those expressed or implied depending on the economic conditions, government policies and other incidental factors which are beyond the control of the Company. The Company is not under any obligation to publicly amend, modify or revise any forward-looking statements on the basis of any subsequent developments, information or events.

At Moneyboxx, we see ourselves as enablers. We don't see financial limitation as a reason not to expand your horizon or follow your aspirations. We are in the business of growing together that's why we believe in

**"Let's be Together,
Build Together &
Grow Together."**

CORPORATE INFORMATION

BOARD OF DIRECTORS

Mr. Uma Shankar Paliwal
Chairman/Non - Executive Independent Director

Ms. Ratna Dharashree Vishwanathan
Non - Executive Independent Director

Mr. Mayur Modi
Whole-time Director

Mr. Deepak Aggarwal
Whole-time Director

Mr. Govind Gupta
Non-Executive- Non Independent Director

Mr. Atul Garg
Non-Executive- Non Independent Director

CO-CHIEF EXECUTIVE OFFICER

Mr. Deepak Aggarwal
Mr. Mayur Modi

CHIEF FINANCIAL OFFICER

Mr. Deepak Aggarwal

COMPANY SECRETARY & COMPLIANCE OFFICER

Ms. Bhanu Priya

STATUTORY AUDITORS

Gaur & Associates
107, Laxmi Deep Building, Laxmi Nagar
District Centre, Delhi-110092

REGISTRAR & SHARE TRANSFER AGENT

MAS Services Ltd.
T-34, 2nd Floor, Okhla Industrial Area,
Phase - II, New Delhi- 110020

REGISTERED OFFICE

523-A, Somdutt Chamber-II, 9, Bhikaji
Cama Place,
New Delhi-110066

CORPORATE OFFICE

Wing A-906, Kanakia Wall Street, Chakala
Andheri Kurla Road, Hanuman Nagar,
Andheri East, Mumbai, MH-400093

WEBSITE

www.moneyboxxfinance.com

PHONE NO:

011- 4565 7452

EMAIL

info@moneyboxxfinance.com

CORPORATE IDENTIFICATION NUMBER

L30007DL1994PLC260191

BANKERS



For detailed information on our Board members, Leadership team & Governance committees, please visit our [website](#).

I. COMPANY INTRODUCTION

Moneyboxx Finance Limited (MBFL) is a BSE-listed NBFC, providing small-ticket loans to the 'MISSING MIDDLE' - our country's micro-entrepreneurs with limited access to capital and other resources.

With our aspiration to be the engine of growth for underserved micro entrepreneurs, we started operating in February 2019 with our first branch in Bharatpur, Rajasthan.

Our aim has always been three fold:

- ✓ To create effective, long-lasting social impact in the geographies we operate in and are aligned to the company's core business of IMPACT FINANCING
- ✓ To create long term value for our customers, employees and all stakeholders
- ✓ To support micro entrepreneurs who face difficulties in securing loans without collateral, we act as a stepping stone to help them fasten up their economic journey by providing them with collateral free growth capital

Our strength is our highly driven and qualified management team of expert professionals, who come with 20+ years of experience in the financial industry. We believe and follow transparent and ethical business practices.

Our Vision

To be "The Lender of Choice" for deserving micro enterprises in India.

Our Mission

To deliver easy, cost efficient and technology driven financing solutions to aspiring micro enterprises.

WE AIM TO IMPACT OVER 1 MILLION LIVES IN THE NEXT 5 YEARS



WE ARE A FAST GROWING NBFC

We are reaching the target segment effectively by delivering high quality financial services, thus responding to the needs of these enterprises, their families, communities.

We will continue to expand our network backed by robust technology platform, strong underwriting, and superior management team with a target to impact 100,000 lives, reach 100 branches, 1000 employees and AUM of INR 1000 crores by FY 2024.

OUR COVETED BOARD

Veteran independent Directors, includes an ex-Executive director of RBI, ex-IAS Officer who was CEO of Microfinance Institutions Network (MFIN). We are proud of these strong pillars that hold us high, along with the highest level of Corporate governance and best Risk management practices.

OUR PROFESSIONAL MANAGEMENT

Our Executive Management team brings in over 2 decades of experience in financial services from companies like HSBC, JP Morgan, Bank of America, Deutsche Bank and KPMG. Our Senior Management team comes in with significant experience in MFIs and similar lending space. They believe in the highest level of transparency and ethical business practices. The organization practices high level of corporate governance and risk management practices which are the building blocks for our business.

FY2024 GOALS

**IMPACT 100,000
LIVES**

**AUM
INR 1000 CR**

**100
BRANCHES**

**1000
EMPLOYEES**

2 YEARS OF OUR JOURNEY



Lives Touched	4	2904	5302	7341
Lives Introduced to Formal Finance	6	1091	1889	2625
Agripreneurs Funded	3	1437	3140	4564
Women Funded	1	337	1040	1490

CEOs' MESSAGE

Dear Fellow Stakeholders,

We are delighted to share the first Impact Report of our company highlighting 2 years of company's journey & the impact it is making on the society. It will also give you a glimpse of what we have learnt in these 2 years & how we want to move ahead with our mission to serve 1 MN individuals in the next 5 years.

We at Moneyboxx started our journey, a little more than 2 years ago in Feb 2019, and we are happy that in a short span of time, we have been able to come up with this report highlighting some of the key metrics indicating the positive impacts that we have made in our short journey. Our belief is that all businesses hold a responsibility towards the communities in which they operate, to their customers they serve, fellow citizens and all key stakeholders. We believe that we are part of a larger ecosystem and it should be everybody's endeavor to make this ecosystem strong. We take this responsibility very seriously towards all our stakeholders and are building a strong, sustainable and impactful organization.

We have just started but in a short span of 2 years we have achieved key milestones. We are an evolving organization and are constantly learning, innovating, improvising and we have emerged stronger from the pandemic and are ready for our next phase of growth.



Mayur Modi - Co-Founder

FY 2020-21 HIGHLIGHTS

11 (100%) ↑

NEW BRANCHES WERE ADDED DEEPENING OUR PENETRATION IN GEOGRAPHIES WE OPERATE

4000+

NEW CUSTOMERS ADDED, TRANSFORMING MULTIPLE LIVES

100+

NEW EMPLOYEES ADDED

12

NEW LENDERS ADDED

INR61.88 CR

AUM GREW BY 111%

INR41.5 CR

NEW NET DEBT RAISED

“Our business model enables us to transform lives & empower customers across all spheres of life.”

In FY21, we have emerged stronger despite all the challenges and this is due to our various stakeholders:

- ✓ Our People - who have showed tremendous resilience and support
- ✓ Our Lending Partners - who have had unwavering faith in us despite being a very new organization and continue to support us
- ✓ Our Customer - who have behaved responsibly and serviced their loans timely despite all the challenges both at the business and personal level



Deepak Aggarwal – Co-Founder

Going Forward

We firmly believe in the strength of our portfolio, trust our underwriting expertise, and remain very positive on the long-term industry growth outlook. Also, due to our robust collection efficiency, we have been successful in attracting new lending partners despite challenging environment for NBFCs, which has helped us in furthering our mission of supporting micro enterprises.

We believe our debt raising capability will significantly improve in the current year with maturing relationships with existing lenders and addition of new lenders. We are on the path of becoming profitable with very strong growth in AUM despite challenging Q1FY22 posed by 2nd wave of COVID 19 pandemic.

Key highlights from our journey of last 2 years:

- ⤴ **7000+** lives touched
- ⤴ **2600+** individuals introduced to formal financing
- ⤴ **4500+** Agripreneurs funded
- ⤴ **2700+** Entrepreneurs funded
- ⤴ **1400+** Women in Tier 3 & beyond funded

We are very excited with the impact our company is making to the society. Be it democratizing access to capital, fostering entrepreneurship, gender inclusion, empowering rural economy, building credit history of the consumers. Going forward, we would like to deepen our bond with our customers by offering loan plus services. We are in the process of evaluating the interventions that can be made to improve their lives, at large.

We are excited about this space and investment in this area is going to bear fruits in the years to come not only to your company but to our customers and communities.

To sum it up, the way our company has managed this difficult period, we can say one thing with a fair degree of certainty - Our Company has the team, the commitment, the capability and the financial strength to overcome any crisis. We are truly on our way to building a first-class organization.

Our Hon'ble Prime minister's wakeup call of "Sabka Prayas" on this 75th Independence Day resonates well with the philosophies of our company, its customers and stakeholders as we are helping each other to achieve new heights and see the next 25 years of our company and the country as "Amrit Mahotsav" period. In these times, our company's motto becomes all the more relevant:

"Let's be together, build together and grow together."

Stay safe. Vaccinate yourself and your family. Wear masks. Maintain social distancing.

Never forget that "TOGETHER WE CAN".

Yours sincerely,

Mayur Modi
Co-Founder

Deepak Aggarwal
Co-Founder

CIO'S MESSAGE

I am delighted to present the first edition of Moneyboxx Finance Limited's (MFL) Social Impact Report. While this is a self-assessed report, it is an important first step to ensure that we remain aligned to our vision "Lender of Choice" & Mission "To Deliver easy, cost efficient & technology driven financial solutions to aspiring micro enterprises".

This report covers our philosophy of what society mean to us, how we are impacting it & how we want to further this mission with an overall aim of impacting 1 MN lives. Each one of us have role to play in that. This report highlights the numbers related to the impact our company is making to the society. Along with Annual Report, the reporting standards followed by our company are among the best not only in the industry but it matches the global best practices. It signifies our thrust on transparency, ethical behaviour which **irrespective of size** are non-negotiable & most critical in our endeavour to be the most respected brands in the industry.

Our belief is that we as a company are part of larger society and a company can only do good if the larger society is doing good. Hence, we believe that we have the responsibility towards all our stakeholders to whom we directly or indirectly impact as they are nothing but, part of the society or in other words part of us!

For us society is like an ever growing & ever nourishing tree that takes energy from and gives it back to nourish its constituents in many different ways. So, whether its our investors, our customers, our employees, our vendors, our regulatory bodies or the company itself, we are all like a tree.



Praveen Gupta – Chief Impact Officer

We cannot grow if even one of our branches is weak. This report covers our impact on each of the stakeholders or members of Moneyboxx family.

With regard to the business model, we at Moneyboxx believe that access to capital is the most basic requirement to economic growth. We see that our youth has high aspirations and limited employment opportunities. So, we are in the business of giving them opportunity to participate in formal economy by providing them access to formal financing. Whether it is a woman earning living for her family or a budding entrepreneur from a less affluent part of the country, our services open new doors and offer them a chance at success.

We are in the business of transforming lives & won't settle till that last individual who deserve to be mainstreamed gets a fair chance to his/her success."

Our touchpoints with customers are also making us learn the pain points our customers are going through and we have started thinking as to how we can address those pain points. In this report, you will not only find how the current business model is impacting the society positively but also, how we want to move ahead in making those small interventions in our customer lives which we believe will have long lasting impacts.

To sum up, I would like to state that we are very excited about the future of your company. Your company aspires to be the catalyst for starting that chain reaction of positive change - be it providing access to capital, fostering entrepreneurship, helping women, empowering rural economy, promoting formal financing. We have the will to make positive change and our family members including customers, employees, investors, regulators are providing that required support to make that happen. The feeling among each & every member of Moneyboxx family is that:

“The world is open to us & we are changing it moment to moment”

I hope that through this report you will be able to get the same feeling of tremendous passion with which we are moving ahead, to build this company as the most respected company of the industry! Feedback is welcome and looking forward to interact with you in multiple meaningful ways.

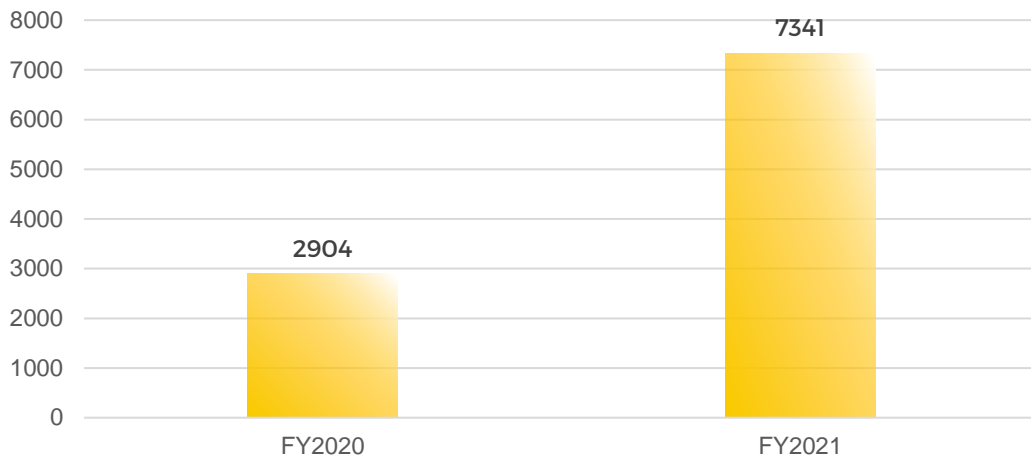
Thank you. Stay safe. Vaccinate yourself and your family. Wear masks. Maintain social distancing. Always remember that “Change starts with yourself & It's only you who can make a difference”.

Regards,

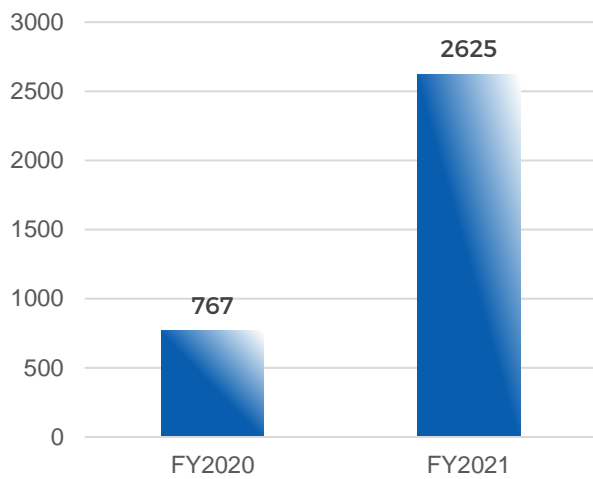
Praveen Gupta
Chief Impact Officer

SOCIAL PERFORMANCE INDICATORS**

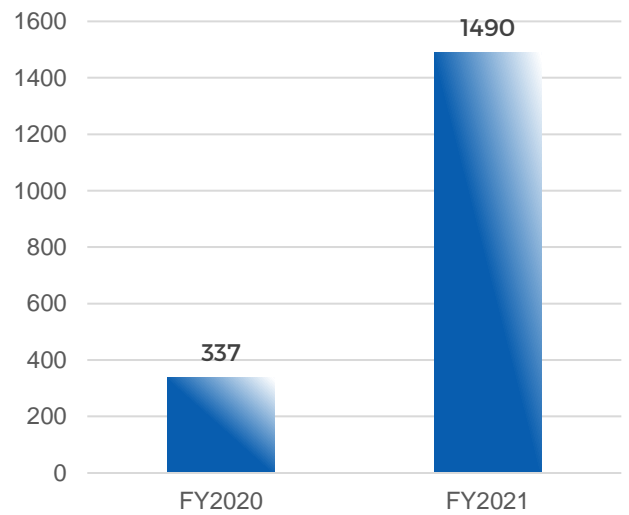
Lives impacted



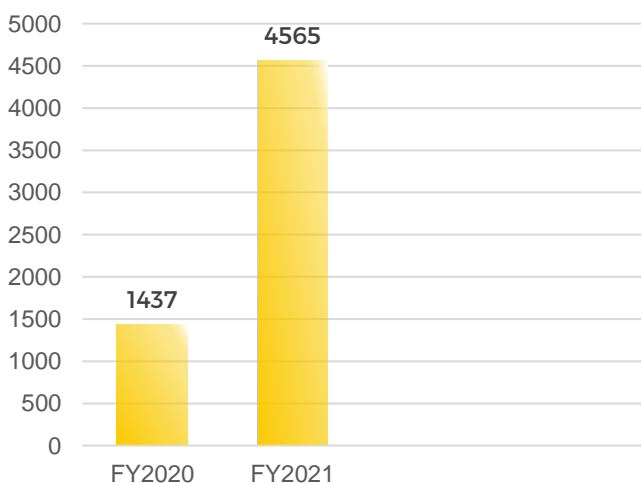
Lives introduced to Formal Financing



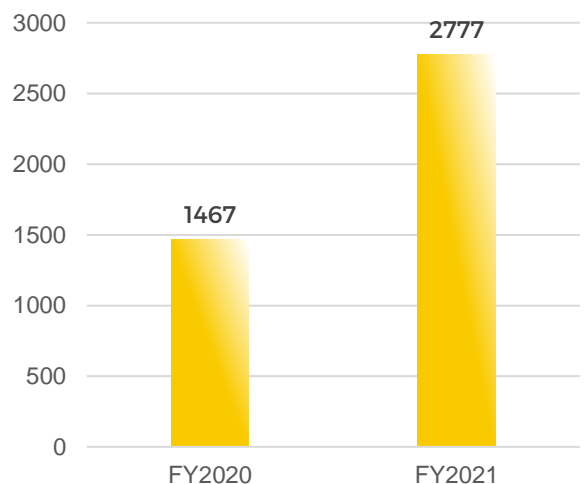
Women Funded



Agripreneurs Funded*



Number of Micro Entrepreneurs Funded

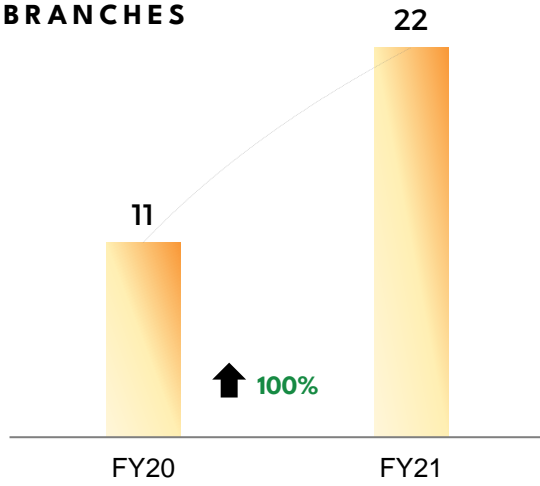


* Livestock customers

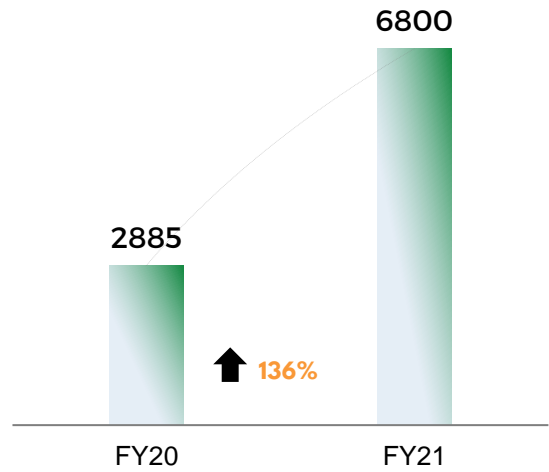
** Numbers presented are Cumulative

BUSINESS PERFORMANCE INDICATORS

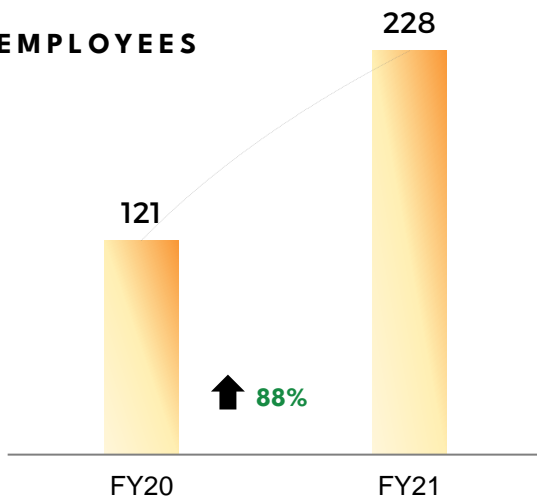
BRANCHES



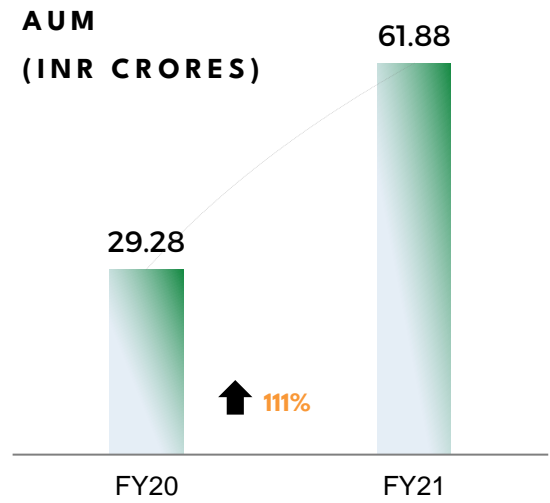
NUMBER OF LIVE CUSTOMERS



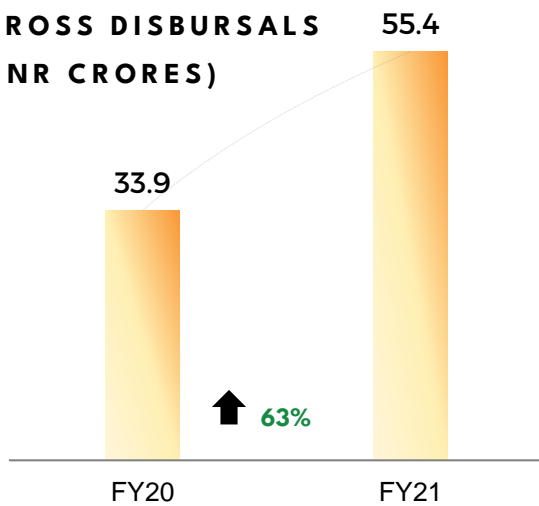
EMPLOYEES



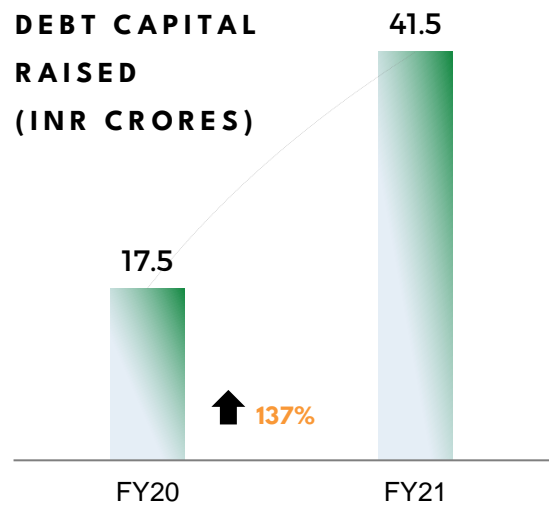
AUM (INR CRORES)



GROSS DISBURSALS (INR CRORES)

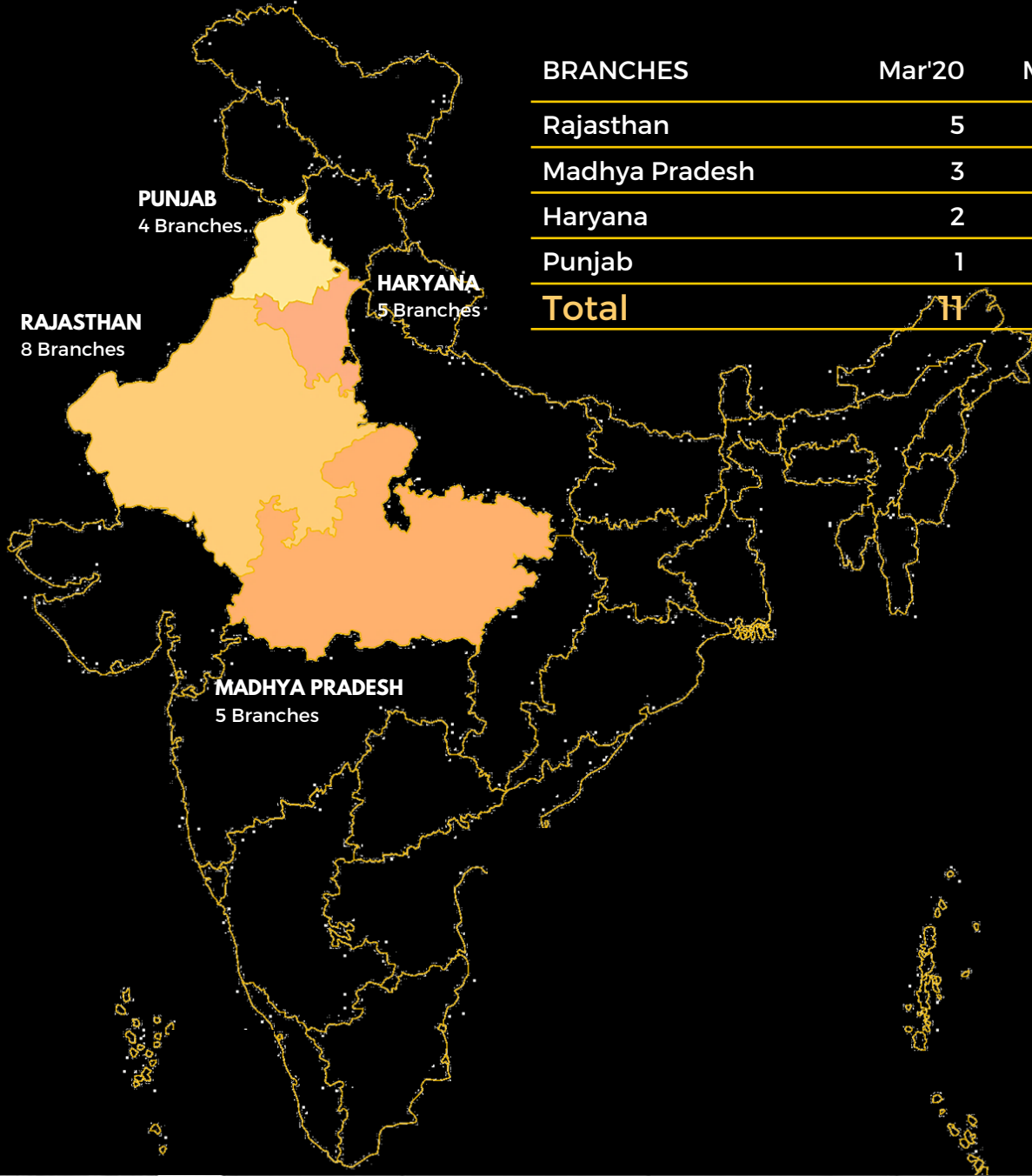


DEBT CAPITAL RAISED (INR CRORES)



OUR GEOGRAPHICAL FOOTPRINTS

2 Years of Our Journey & It's Just A Beginning!



BRANCHES	Mar'20	Mar'21
Rajasthan	5	8
Madhya Pradesh	3	5
Haryana	2	5
Punjab	1	4
Total	11	22



OUR LENDERS

OUR ACHIEVEMENTS AND PROJECTIONS

- ✓ Added reputed lenders in FY21: AU Small Finance Bank, Ambit Finvest, Ashv Finance, BlackSoil Capital, Caspian Debt, Capri Global, Hinduja Leyland Finance, InCred, UC Inclusive Credit
- ✓ Borrowing cost expected to further decline in FY22

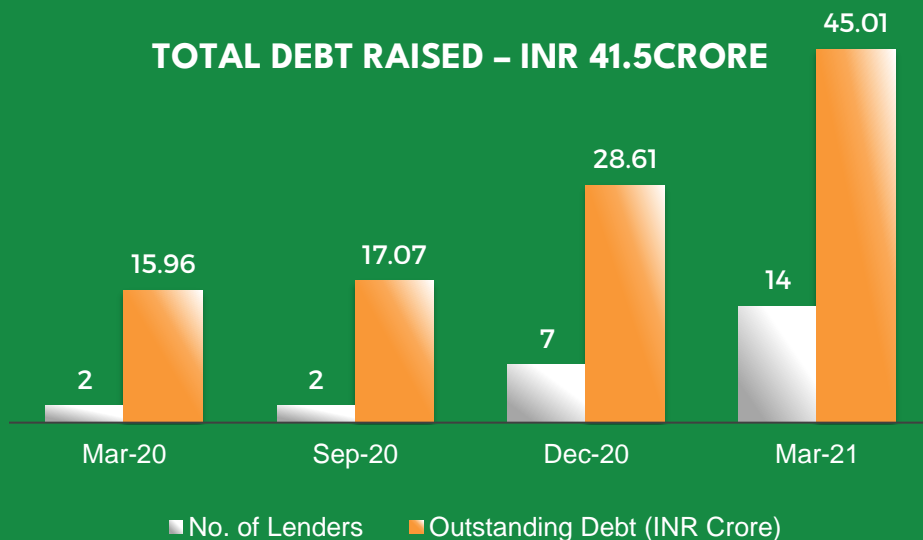
LENDERS IN FY 2020



NEW LENDERS IN FY 2021



TOTAL DEBT RAISED – INR 41.5CRORE



II. OUR SOCIETY & OUR STAKEHOLDERS

“The true measure of any society can be found in how it treats its most vulnerable members.”

- Mahatma Gandhi



WHAT STAKEHOLDERS MEAN TO US?

For us, society is like an ever growing and ever nourishing tree that takes energy from and gives it back to nourish its constituents in many different ways. Our belief is that we as a company are part of a larger society and a company can only do good if the larger society is doing good. Hence, we believe that we have the responsibility to all our stakeholders to whom we directly or indirectly impact as they are nothing but, part of the society or in other words part of us! How can a body be strong if even one part of that body is weak? So, whether it's our investors, our customers, our employees, our vendors, our regulatory bodies, or the company itself, we are all like a tree and we cannot grow if even one of our branches is weak.



SOCIETY WE OPERATE IN

EXTERNAL ENVIRONMENT

Semi Urban & Rural Economy

We are a small finance company operating in Tier 3 & beyond cities. In these cities, conventional agriculture is the primary occupation. It is experiencing a significant transformation, particularly in the last few years. With technological advancement and better information, people in villages and small towns are exploring avenues to increase their incomes, both in agricultural and non-agricultural occupations. It is no surprise that the number of micro and agri-entrepreneurs in rural India is fast rising.

While 16% of India's GDP comes from agriculture, the micro, small and medium enterprises (MSMEs) contribute a significant 31% of nation's GDP.



A boost to agriculture, agri-entrepreneurship and MSMEs will play a crucial role in uplifting rural economy, reduce migration and strengthen the rural ecosystem.

However, all these sectors have not yet been exploited to the fullest capacities.

United Nations SUSTAINABLE DEVELOPMENT GOALS (UN SDGs)



Majority population in rural India struggles to maintain bare minimum savings.

Most farmers and small businessmen in rural areas are still operating in subsistence mode, primarily due to lack of financial support.

MSMEs

India's 63.4 million Micro, Small and Medium Enterprises (MSMEs) play an important role in the economy with a 28.9% contribution to GDP and 48.1% to country's exports.

There are a lot of challenges faced by MSME in accessing formal credit due to:

- Lack of information
- Lack of credit history
- Unable to provide collateral

There are various factors restricting flow of credit from Banks and NBFCs:

- Banks & NBFCs perceive MSEs as high-risk and expensive proposition
- Credit underwriting difficult due to lack of information & cash flow analysis
- Lack of innovative product



THERE EXISTS A BIG PROBLEM

HUGE CREDIT GAP FOR MICRO ENTREPRENEURS

While MSMEs play a crucial role in achieving fast and equitable economic growth, they face a huge credit gap estimated at INR 25.8 trillion in 2018 as per IFC Report.

- Lack of credit history
- Inability to provide collateral
- Lack of formal documentation

Inhibit the flow of credit to micro and small enterprises (MSEs).

Banks and NBFCs perceive lending to MSEs as high risk, expensive proposition considering small average credit size, high transaction costs (due diligence, collection).

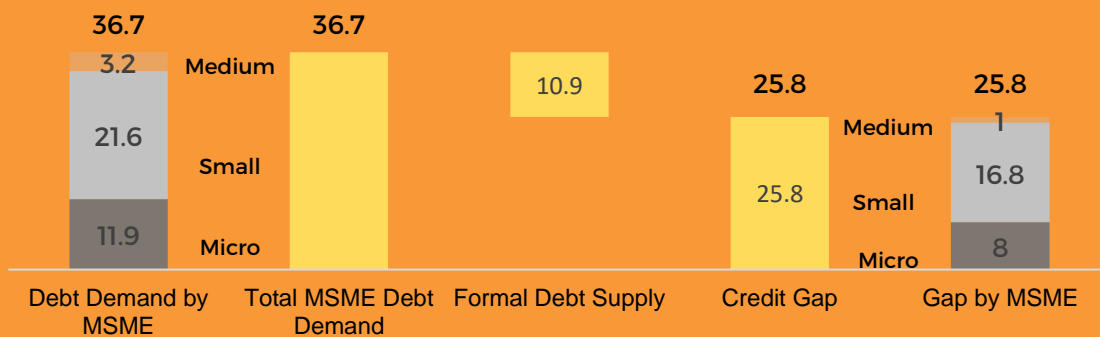
Credit underwriting is difficult due to lack of information and predictable cash flow analysis.

Outdated underwriting: Focuses more on collateral and unable to assess true repayment capacity of the borrower.

Lack of innovative products: Inflexible loan terms (tenure, payment structure) and rigid collateral requirements.

MSME Credit Gap estimated at INR 25.8 trillion

Micro Loan segment (<INR10 Lakhs) at 8 trillion → 



Source: IFC Report 'Financing India's MSMEs: Estimation of Debt Requirement of MSMEs in India' Nov 2018



THE MISSING MIDDLE

WE ARE SOLVING A BIG PROBLEM

The “Missing Middle”

- ✓ Bottom of the pyramid is being adequately addressed by numerous MFIs providing small group loans (INR 2.59 trillion)
- ✓ Secured loans with higher credit-size (INR 500,000+) aggressively pursued by Banks and NBFCs
- ✓ Salaried individuals and enterprises with documentary proof too are actively pursued by Banks and Fintech NBFCs
- ✓ Unsecured business loans to Individuals in INR 50,000 to INR 300,000 range are a severely underserved segment, presenting a huge market opportunity in addition to microfinance borrowers graduating to individual loans
- ✓ Fintech is unable to serve this segment due to lack of data
- ✓ Addressing this segment requires on-ground presence for effective underwriting and collection efficiency

Moneyboxx being a new age technology based NBFC into MSME lending space is on the path to cater to the “Missing Middle” by providing them with the required growth capital to enhance and expand their business. Simultaneously we also believe in fostering entrepreneurship for the growing and rising youth of our country. Another important aspect of our business is promoting gender inclusion and moving away from the cultural bias in our society. The other direct impact of our business includes increasing livestock capital, improving household income.

We believe, our business impacts our society in many ways and we have tried to express this through our stories where we have witnessed society’s growth and empowerment.

Filling the gap of the Missing Middle

Moneyboxx started with an aim to serve this particular segment and fulfil their unmet credit demands - thus empowering the rural population to pursue their entrepreneurial goals. In a short span of two years, with an in-depth understanding of the rural ecosystem, we encourage agri-enterprises and small businesses to flourish.

There has been a special focus on the ‘new to credit’ customers availing loans.

The global fraternity welcomes India as a promising nation where the citizens can contribute immensely to its growth and progress. This cannot be fully achieved if a large population is deprived of resources, especially capital to pursue their dreams and sow the seed of their innovative ideas. Collaborative efforts to enrich rural ecosystem, especially by serving the underserved, will strengthen the economy and build a prosperous society.

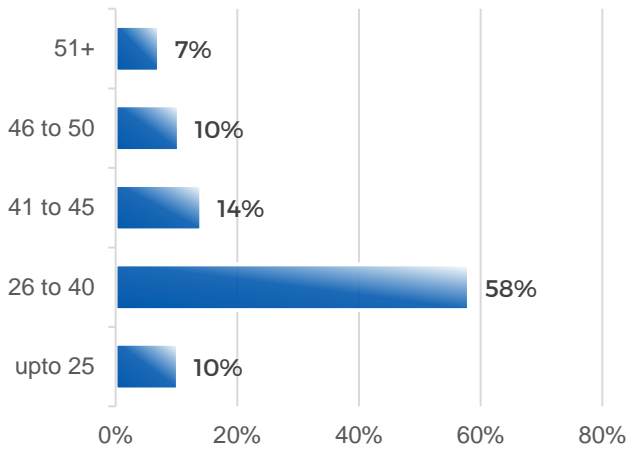
Impacted 7341+
livelihoods in a short span
of 2 years.

35%+
of our customers fall in the
category of first-time loan
borrowers.

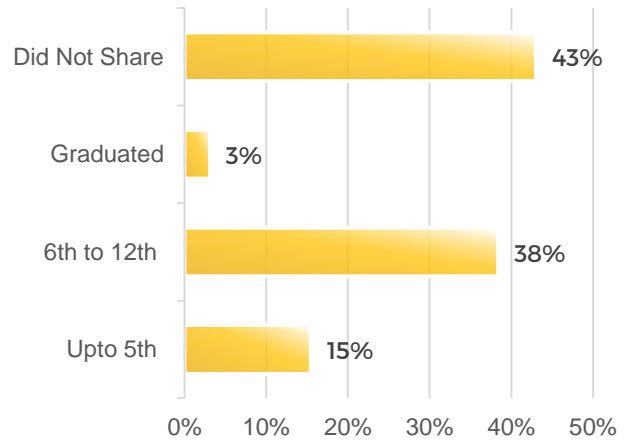
WHOM ARE WE SERVING?

Socio-economic Indicators Of Our Customers

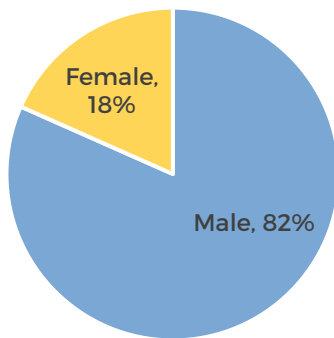
Our Customers' Age



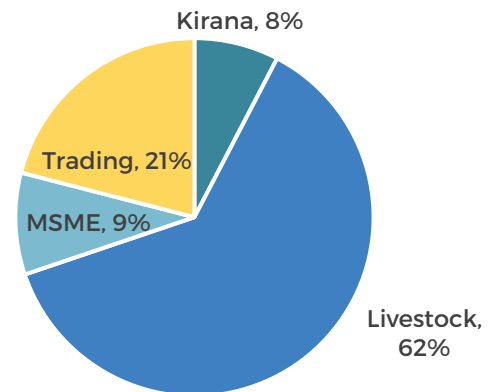
Our Customers' Education



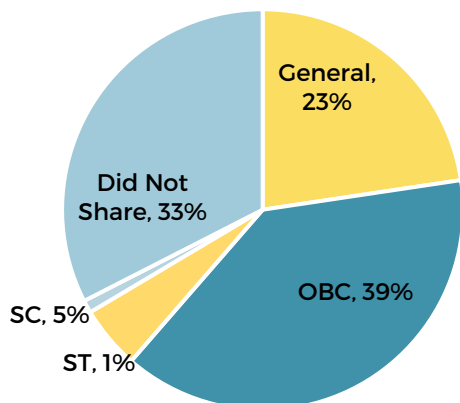
Our Customers' Gender



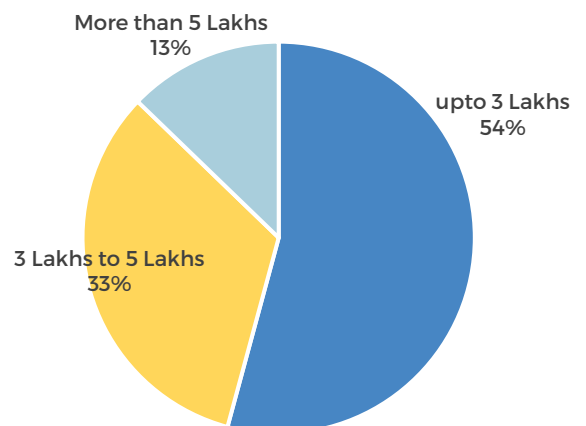
Our Customers' Livelihood



Our Customers' Social Strata



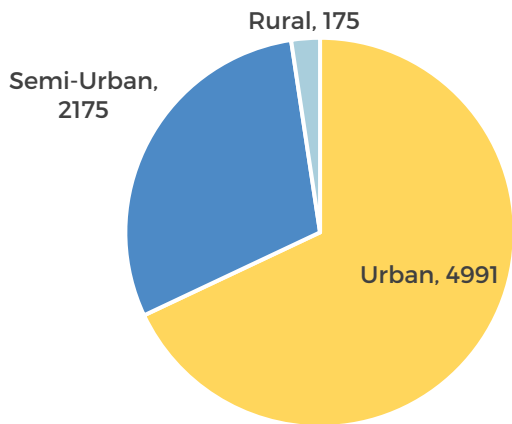
Our Livestock Customers' Income Bracket



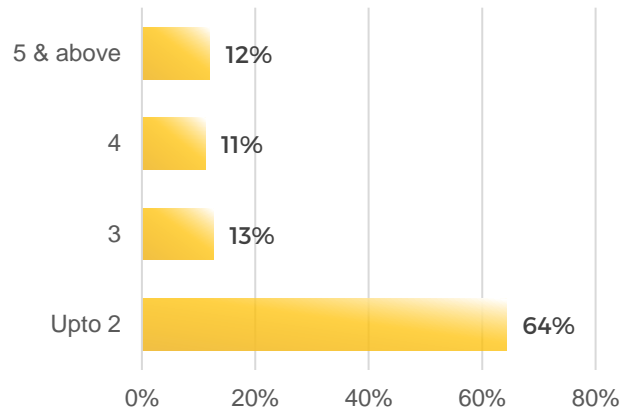
WHOM ARE WE SERVING?

Socio-economic Indicators Of Our Customers

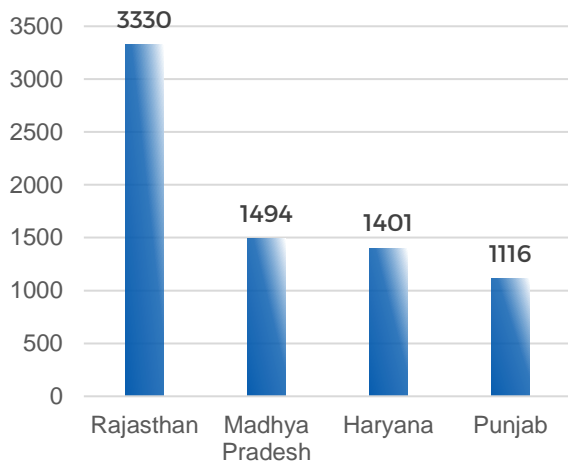
Origin of our Customers



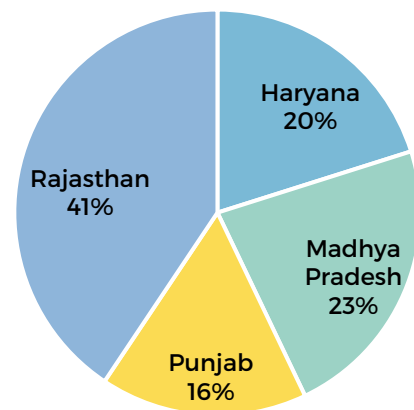
Number of Dependents (family) for our Customers



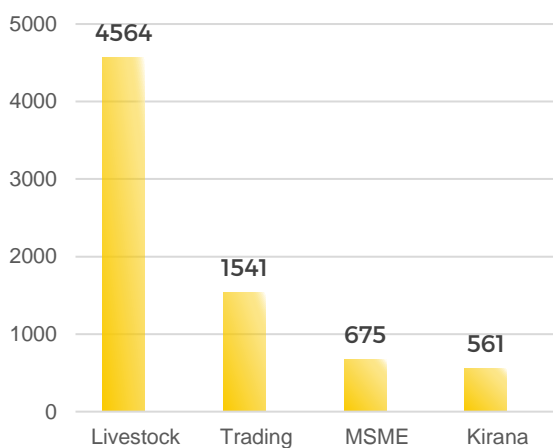
Number of Customers (state wise)



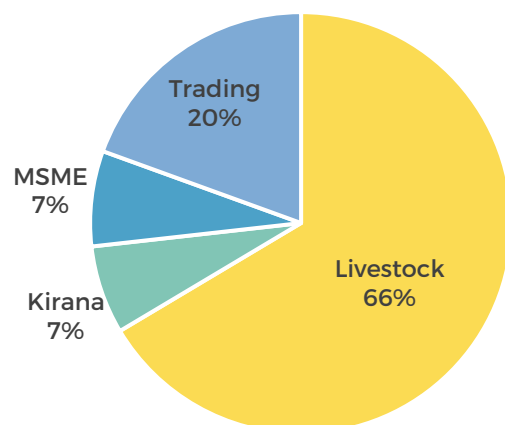
AUM - INR crore (state wise)



Number of Customers (sector wise)



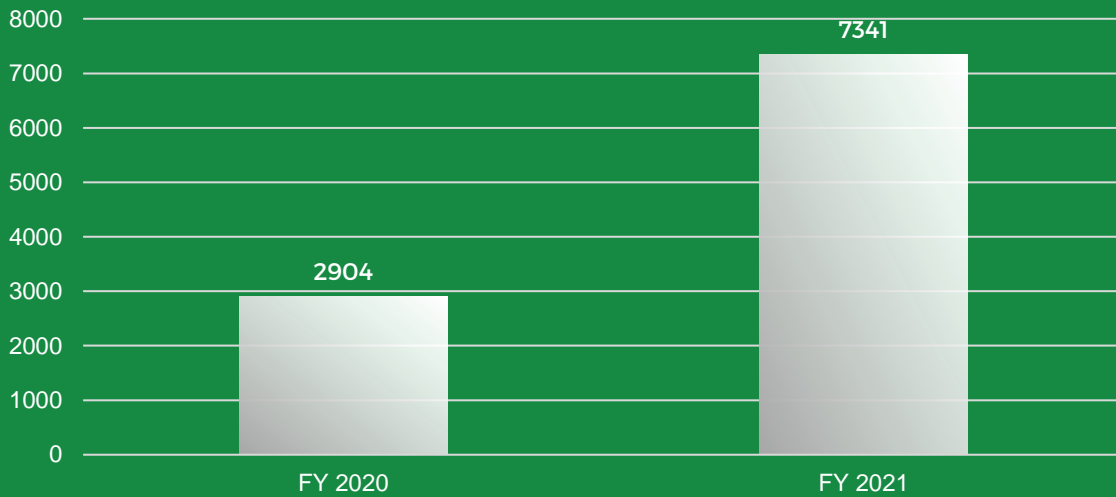
AUM - INR crore (sector wise)



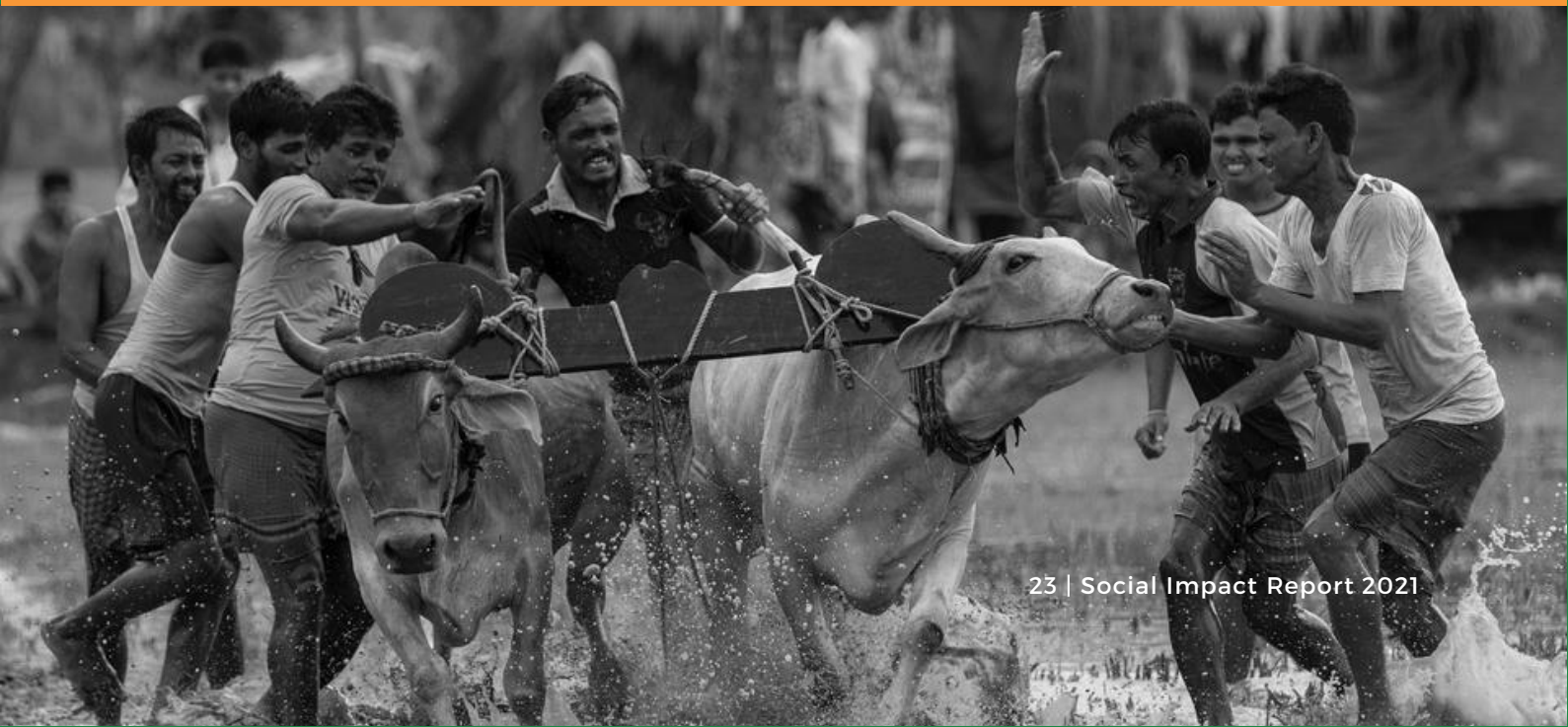
WHOM ARE WE SERVING?

Socio-economic Indicators Of Our Customers

Cumulative Number of Customers Funded



We are proud to have touched **7341** lives & this is just a beginning.



GOVERNANCE & MANAGEMENT

We believe that the very existence of a company should impact the society in a positive manner. We are in to impact financing and the very existence and growth of the company helps society in multiple ways.

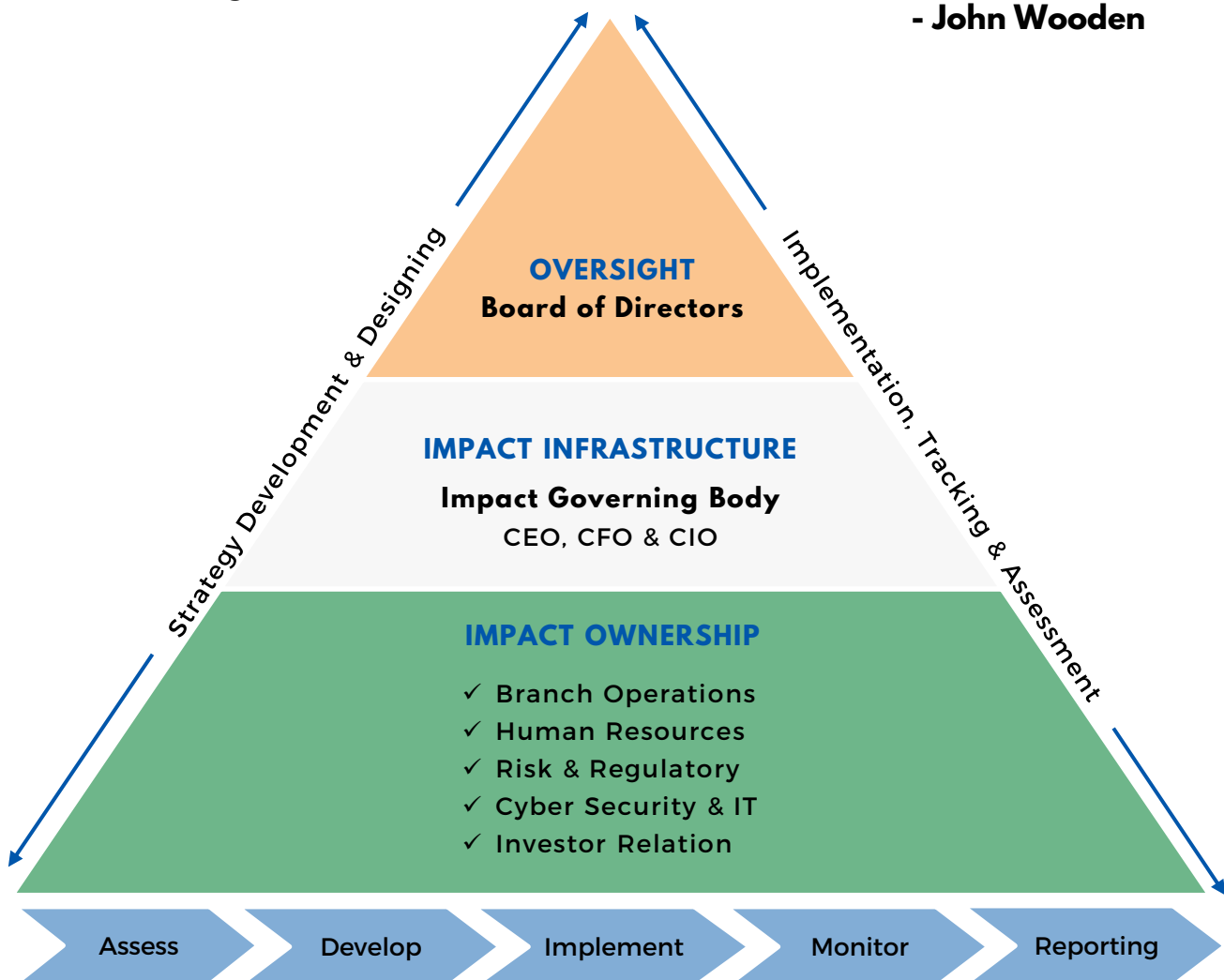
We also believe that we as a company are part of larger society and a company can only do good if the larger society is doing good.

Hence, we believe that we have the responsibility to all our stakeholders to whom we directly or indirectly impact as they are nothing but, part of the society or in other words part of us! How can a body be strong if any part of it is weak?

Therefore, all our departments' and management's work towards the impact we are making to society right from the branch staff to corporates and senior management. Everyone in company has related goals up to the level of CEO.

“Things work out best for those who make the best of how things work out.”

- John Wooden



IMPACT INTELLIGENCE FRAMEWORK

III. OUR IMPACT ON SOCIETY

1. ACCESS TO CAPITAL

Opening
Doors
for the
real भारत

**With limited resources & skills,
access to capital becomes the most
important vehicle to boost the
economic journey.**

OUR IMPACT ON SOCIETY

ACCESS TO CAPITAL

Young entrepreneurs face obstacles in accessing formal credit due to:

- ✓ Lack of information: Business documentation (income or expenses documents), high percentage of cash transactions
- ✓ Lack of credit history: Many would have not borrowed earlier or relied on informal sources of funding
- ✓ Inability to provide collateral

Various factors which restrict the Flow of Credit:

- ✓ Banks, NBFCs perceive MSMEs as high risk, expensive proposition

Considering small average credit size, transaction costs are high

- ✓ Obsolete underwriting practices

Credit underwriting becomes difficult due to lack of required information and predictable cash flow analysis. As outdated methods focuses more on collateral and fails to assess true repayment capacity of the borrower, it curbs credit flow

- ✓ Lack of innovative products

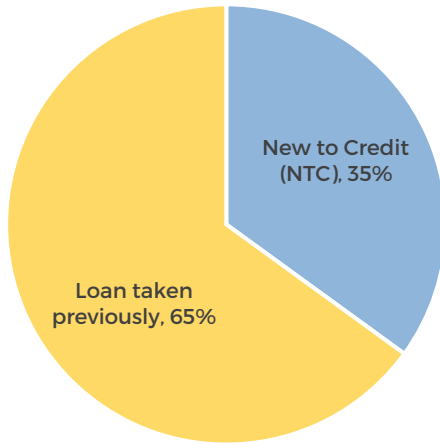
Inflexible loan terms (tenure, payment structure) and rigid collateral requirements



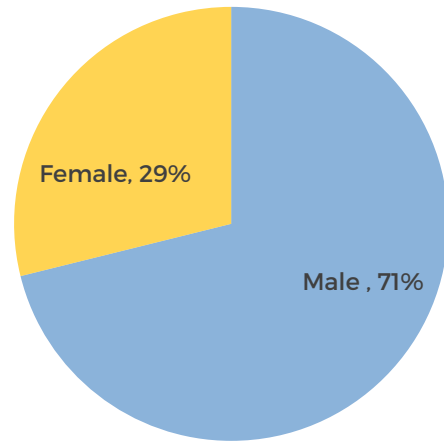
OUR IMPACT ON SOCIETY

ACCESS TO CAPITAL

New to Credit (NTC) Customer Share



Gender of our NTC applicant customers



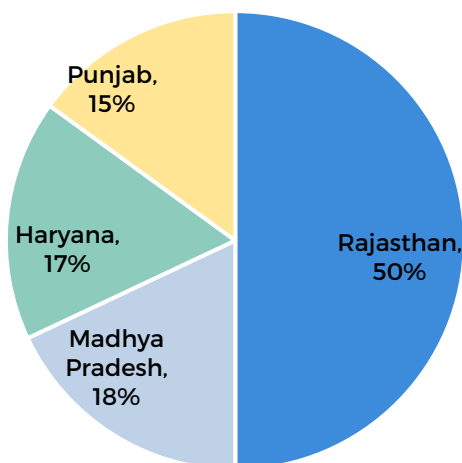
2625

Customers are first time borrowers

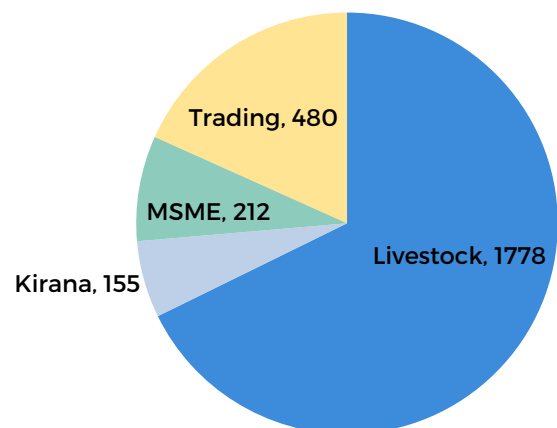
758

Total No. of 1st time Female Borrowers

NTC Customers (State wise)

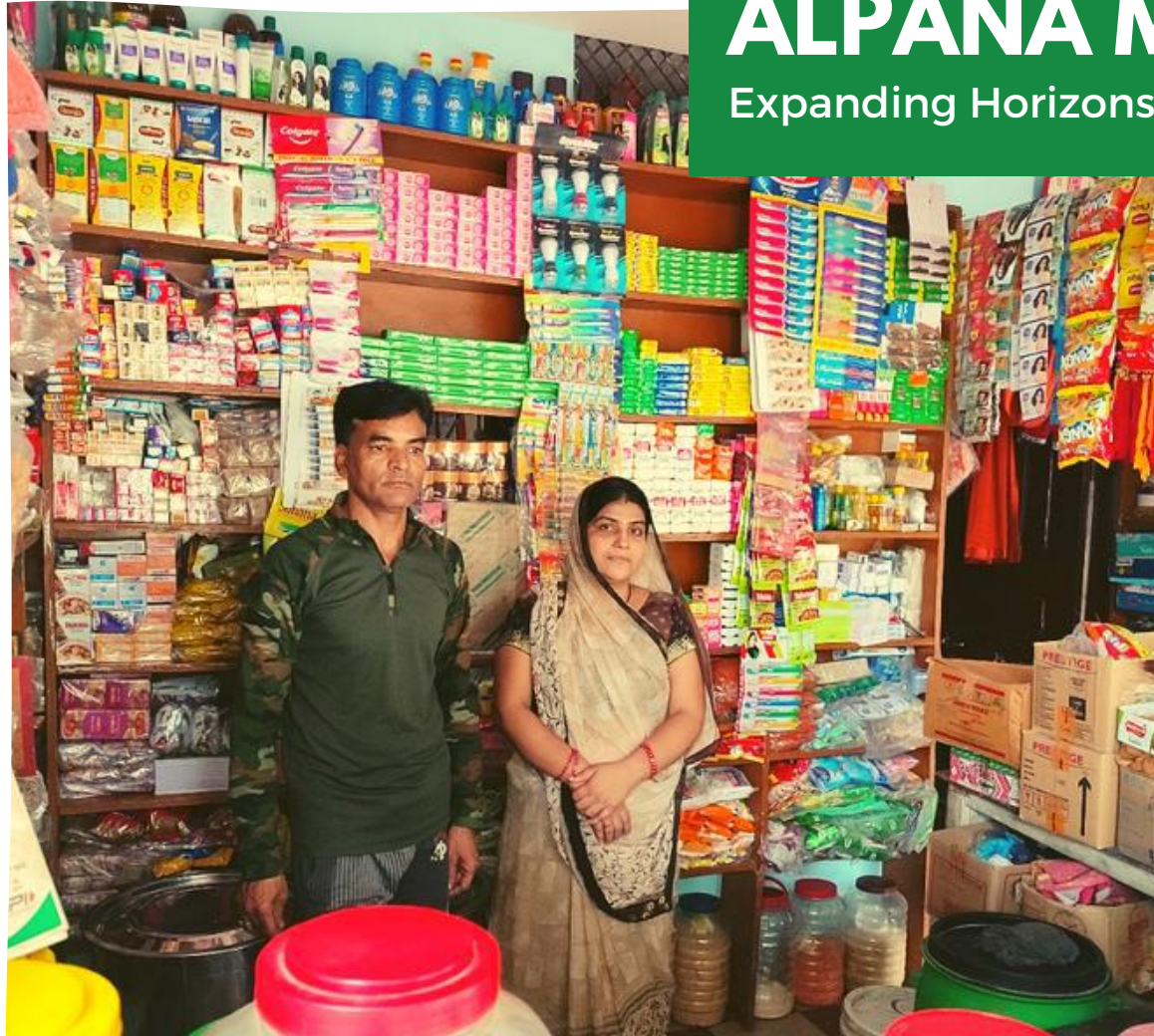


NTC Customers (Sector wise)



ALPANA MEHTA

Expanding Horizons In Dewas, MP

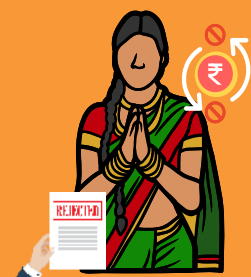


Alpana was the bread winner in a family of four. It was challenging for her to make ends meet & also support the education of her 2 children.

Her only income came from a **Kirana store** which she was running on her own.

As time went by, her challenges kept increasing. She realized **she needed to expand her shop** if she wanted her business to do better.

She tried for loans.



**NO CREDIT HISTORY,
NO BANK LOAN**

Alpana was not getting any loan as she had no collateral to take the loan.

Moneyboxx approached Alpana & we evaluated her.

We were happy to **support her with a loan of INR 100,000** to make her dreams come true.

With her husband by her side, **she used this money to expand her shop** by adding cosmetics & sarees for her women customers. Her **customers increased in numbers & so did her profits.**



She is **now earning twice the income** she was earlier.

She was able to **pay off her children's school fee, even purchased a cooler & a bed for home.** Even during the pandemic, she timely paid back her money.

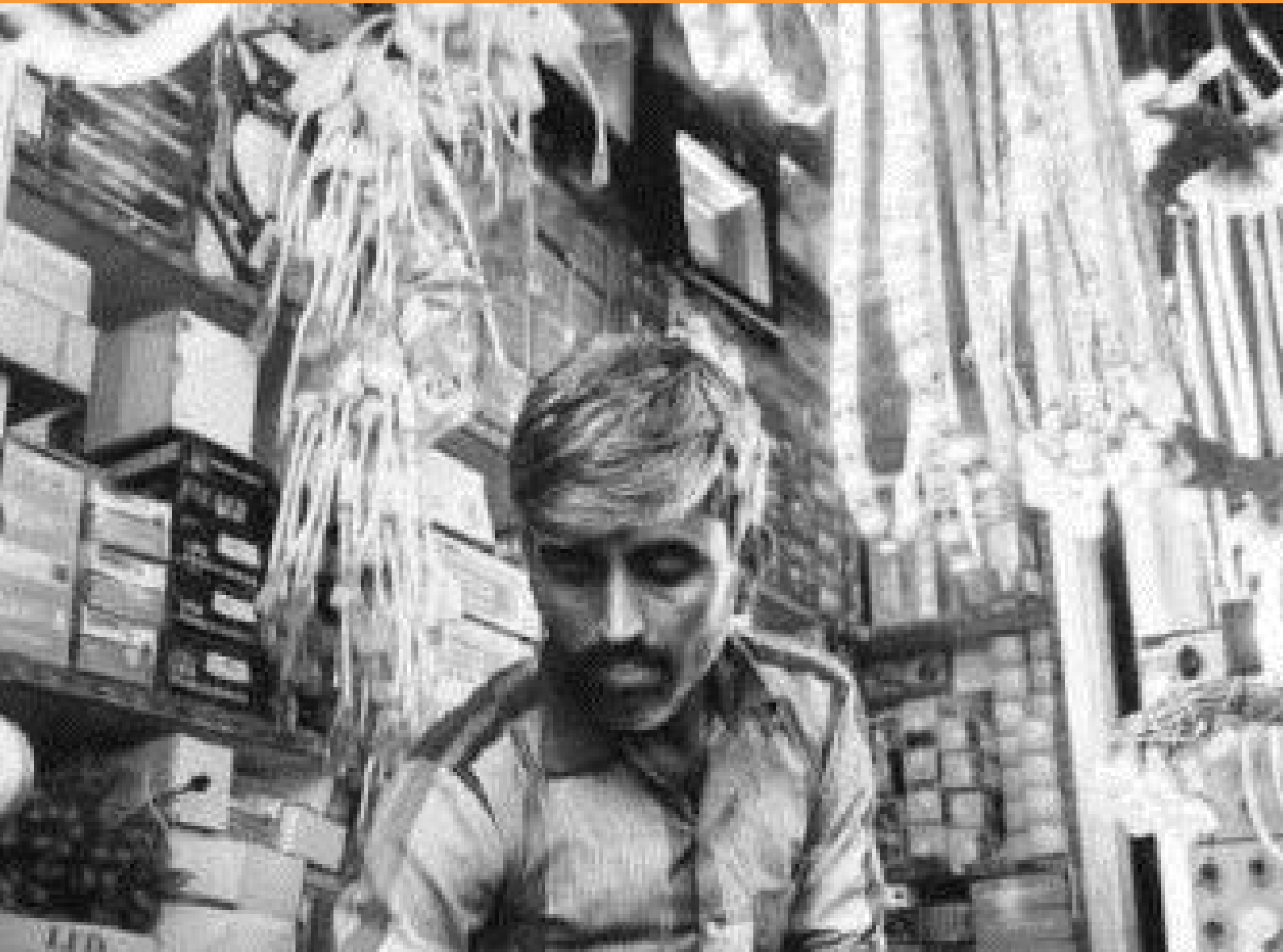
Moneyboxx is happy to have gotten an opportunity to play a small part in her life.

Like Alpana, many Women are living their dreams whom Moneyboxx has supported over the last 2 years.

OUR IMPACT ON SOCIETY

2. FOSTERING ENTREPRENEURSHIP

“Big Things often have Small Beginnings.”



**Lighting the Way for
Budding Entrepreneurs**

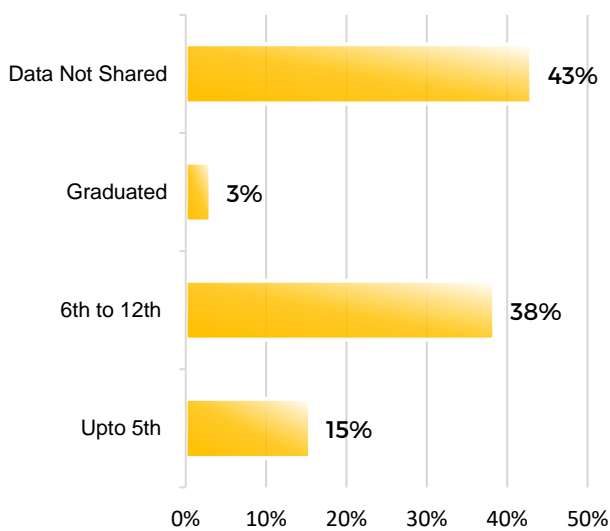
OUR IMPACT ON SOCIETY

FOSTERING ENTREPRENEURSHIP

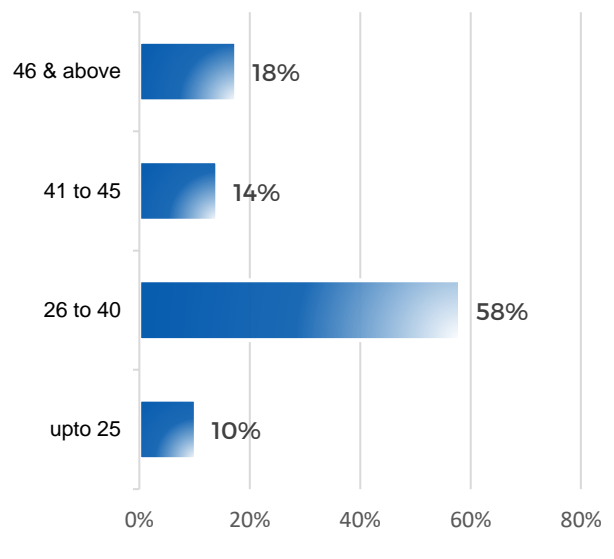
MSMEs play a key role in inclusive growth and economic empowerment with 51% of them in Rural areas and 99.5% being Micro enterprises. We provide income enhancing loans to such deserving micro enterprises to expand their business and improve their income. Our borrowers are not only able to expand their business but also, graduating to higher loans aspiring for bigger dreams.

**100% of our customers are entrepreneurs.
We offer loan for income generating purpose only**

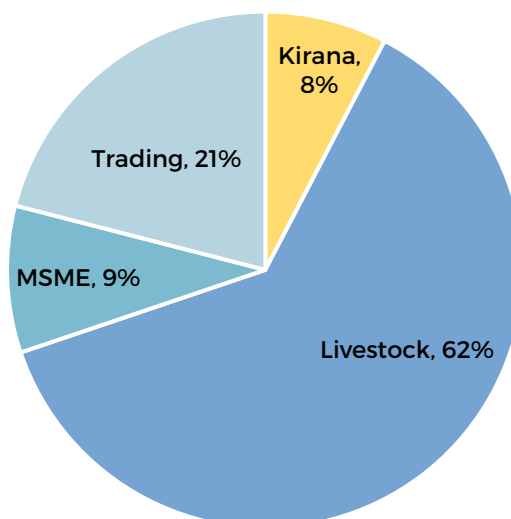
Most Of Our Customers Have Limited Educational Background



Most Of Our Customers Are In Their Prime Working Age



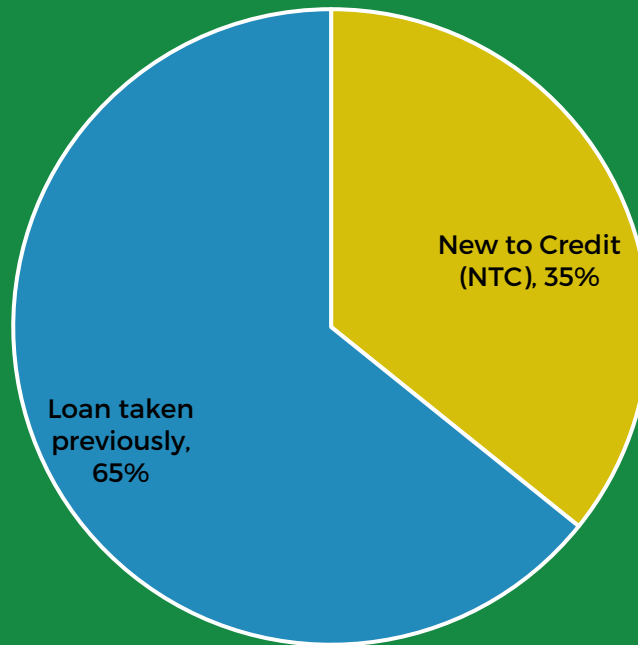
Most Of Our Customers Are Into Small Businesses



OUR IMPACT ON SOCIETY

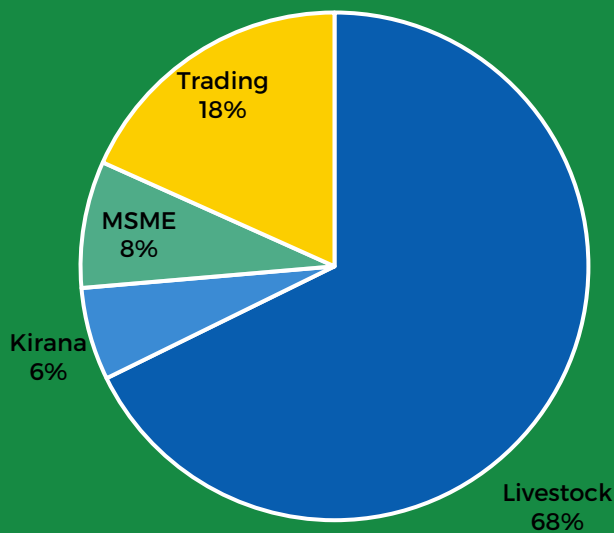
FOSTERING ENTREPRENEURSHIP

Loan taken for the First time

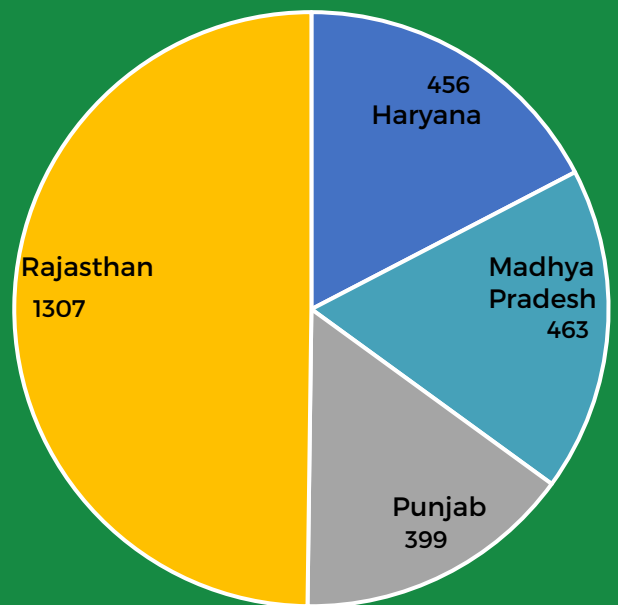


35.79% Customers are first time borrowers

Loan Taken for the First Time (sector wise)



NTC customers (state wise)



We have funded **7341** entrepreneurs out of which **2625** were 1st time / generation entrepreneurs.

72.74% (491)
Manufacturing MSME

27.26% (184)
Services MSME



Assuming an average of 2 employees, they have provided employment to around **15,000 people.**



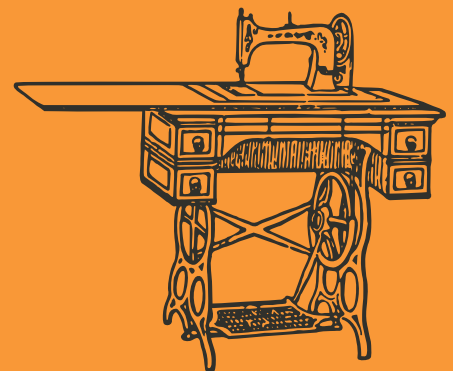
PRAVEEN KAILASH CHANDRA

'Tailor Man' from City of
Temples, Ujjain, MP

Praveen was a teenager when he started working with textile showrooms as the **'Tailor man'**.

He built his skills as a tailor working for brands across small showrooms in Ujjain & soon mastered the art. **He had a dream to have something he can call his own.**

He gathered all his resources & **opened a small textile shop.**



Praveen had dreams, but no support!

But soon Praveen realized that doing business in this competitive space will need more money. **His earnings were not good enough. He was struggling to find the right support**

He approached Moneyboxx sharing his challenges & the help he needs. **We conducted an analysis** of his earnings & investment required.



We approved a loan of INR 100,000 to help him get closer to his dream. With this, he purchased better shirt, pant pieces as well as 2 new machines for his store.

Soon **Praveen's sales went up by 200%**, he hired **2 new employees**. His income increased by **2-3 times** than before. He even brought a fridge & washing machine for home.

We are happy to be on a mission of fostering new entrepreneurs like Praveen & positively impacting lives of their families.

OUR IMPACT ON SOCIETY

3. GENDER INCLUSION



“Gender equality is more than a goal in itself. It is a precondition for meeting the challenge of reducing poverty, promoting sustainable development and building good governance.”

- Kofi Annan

Opening New Doors for India's Women

OUR IMPACT ON SOCIETY

GENDER INCLUSION

In India, Women-led businesses are among the leading ventures that lack financial support. It is also common for women to be denied loans because of gender and cultural biases—many institutions tend to ask for male guarantors or co-applicants. Recent studies* estimate that advancing women’s equality in India could boost its GDP by USD 0.7 trillion in 2025, which translates into 1.4% per year of incremental GDP growth for India.

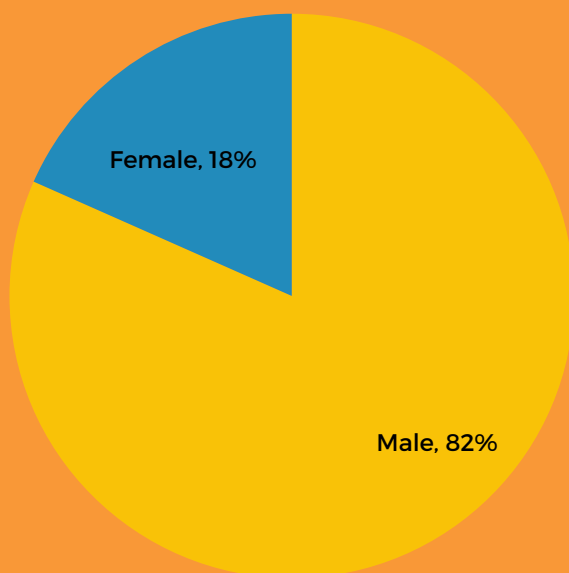
Moneyboxx believes that India’s dream to become a developed country will not be possible without involving half of the population in economic activity. At Moneyboxx, we ensure that the loan is either given to a female borrower or guaranteed by a female borrower.



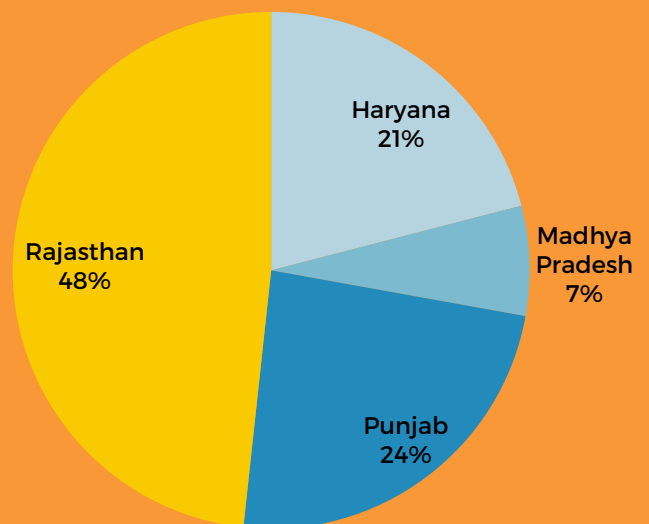
1490
Women Funded

758 Women Took Loan
for the first time

Customers’ Gender-wise Bifurcation



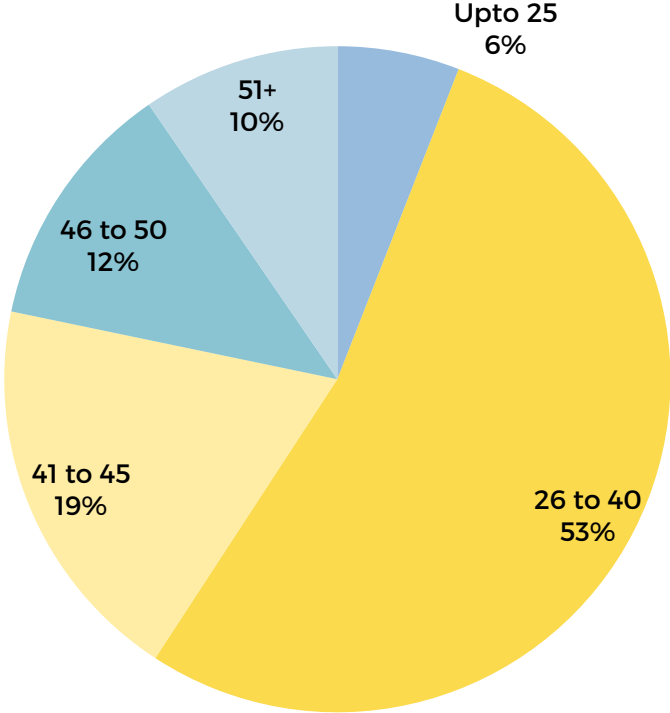
Women Customers Who Borrowed Loan For The 1st Time



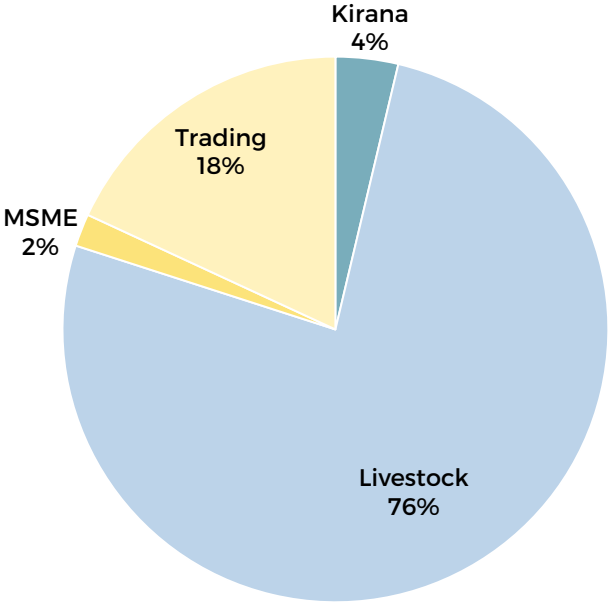
OUR IMPACT ON SOCIETY

GENDER INCLUSION

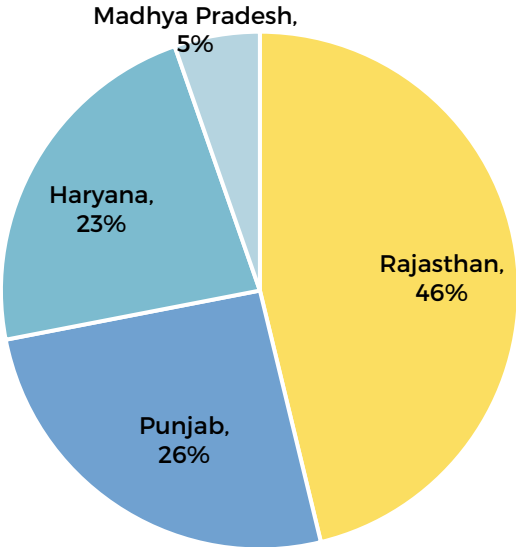
Women Customers (age-wise)



Segment Wise Disbursal



Women Customers (state-wise)





RADHA

From a historic land,
rose a woman with a will,
Bharatpur, Rajasthan

2 years ago, Radha & **her family lost Radha's husband**. This not just impacted their lives mentally & emotionally but also financially.

Radha's husband was the **only income source** for his large family. His **income came from a small Kirana store**. They were hardly making ends meet.

Income from the Kirana shop was now lesser than ever. With barely any savings in the bank, Radha was struggling to fulfill her family's needs & her daughters' education needs.

She approached many people, relatives, banks for help. But **no one was willing to support a woman with no man by her side**.



Radha was struggling to fulfil her family's needs & fund her children's education.

Radha did not give up.

She wanted to fill her husband's shoes. She **approached Moneyboxx** to support her. We were happy to support her with a **loan of INR 50,000 to get started.**



With this money, she **expanded her Kirana shop & added cosmetics** for her female customers. Her business expanded & sales, **income increased.** In the next 12 months, she even managed to **buy a used van for her son to support his goods carrier business as well.**

With her family support & strong will to make a difference Radha not only **repaid her dues to Moneyboxx in full** but also **took another loan of INR 100,000 to further expand her business.**

We are proud to be in a business where we can touch so many lives like Radha & help their families as well.

OUR IMPACT ON SOCIETY

4. STRENGTHENING CREDIT HISTORY

“Your credit history & credit score are two of the most vital aspect of your financial health.”

- Erin Lowry



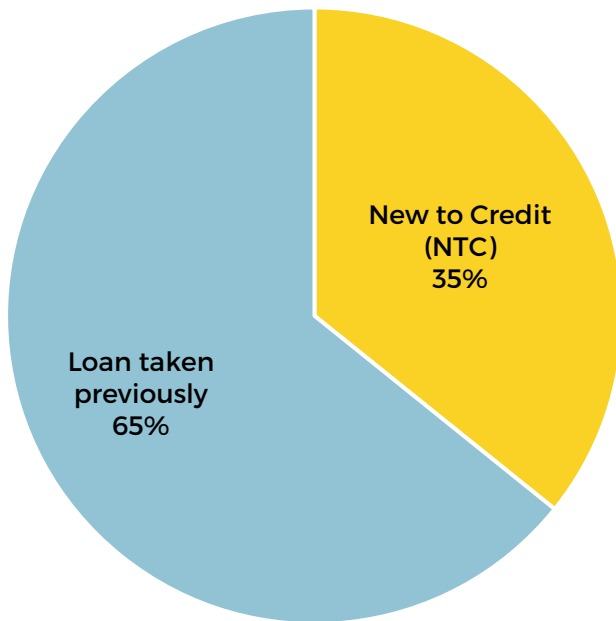
**Building Credit History,
Opening new door to
Formal Financing**

OUR IMPACT ON SOCIETY

STRENGTHENING CREDIT HISTORY

One of the most important reasons behind credit gap for micro entrepreneurs is absence of any credit history. Due to this, formal channels do not fund these entrepreneurs.

New To Credit (NTC) Customers



We funded **2625**

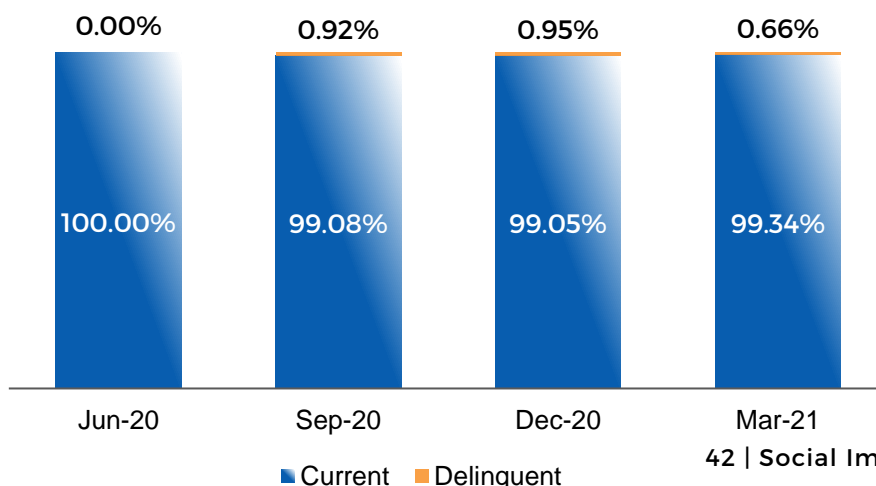
1st time borrowers helping them create their Credit History.

We ensured proper documentation, payments through regular banking channels & educating them on the benefits of timely payments so that they can graduate to formal financing.

99.6% Cumulative Collection Efficiency

Built Credit History of 2625 Customers

Low Delinquencies Despite New To Credit Customers Reflecting Our Strong Underwriting & Collection Efficiency





HARI SHANKAR SHARMA

Journey From 100 Sq. Ft. Shop to an Oil Mill, Bharatpur, Rajasthan

Hari ran a small **rented Kirana store in Bharatpur, a primary source of income for his family.** His store, with limited products barely made him enough money. His challenges with **household expenses were rising by the day.**

Hari wanted to make an effort, earn more income & provide a better standard of living to his family. This required expanding his Kirana shop, more investment, but **his zero-credit background left him with no options.** He had **no access to any financial help** - from banks or NBFCs.



Hari Shankar wanted to expand but without any credit history, he was not getting any loans.

One of Moneyboxx loan officers working in that area got to know about his challenges & he reached out to Hari to offer support. After credit evaluation, **we helped him get started with a loan of INR 50,000.**

Hari expanded his shop & bought different types of products with this money. In the next 18 months, his sales & income increased.

Soon, he approached Moneyboxx for another loan of INR 100,000.



He used the money to operate a 200 sq. ft. Oil Mill right next to his Kirana Store. **Hari was growing as an entrepreneur.** He made sure he did not miss any EMIs.

Moneyboxx's support acted as a push for Hari to make the most of his skills & moved him towards making him a successful entrepreneur.

We have been supporting several entrepreneurs like Hari to become successful at business.

Moneyboxx believes that big things always start small.

OUR IMPACT ON SOCIETY

5. EMPOWERING RURAL ECONOMY



Empowering Small Towns
& Rural Economy

“The village is the cel-life of the national body and the cel-life must be healthy and developed for the national body to be healthy & developed.”

- Sri Aurobindo

OUR IMPACT ON SOCIETY

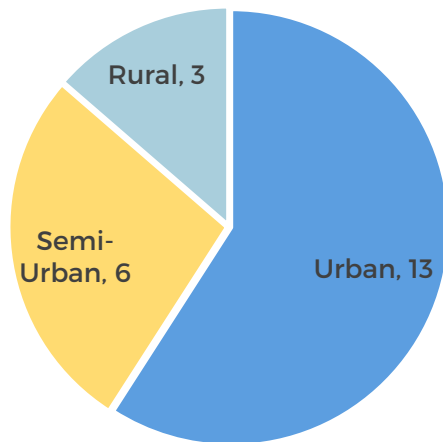
EMPOWERING RURAL ECONOMY

More than 65.07% of India's population lives in rural areas & 58% population is dependent on agricultural activities. 20.5+ million workers are involved in animal farming with a large percentage of farmers engaged in animal husbandry. Due to the reasons mentioned in this report, they face difficulty in getting loans to expand their businesses.

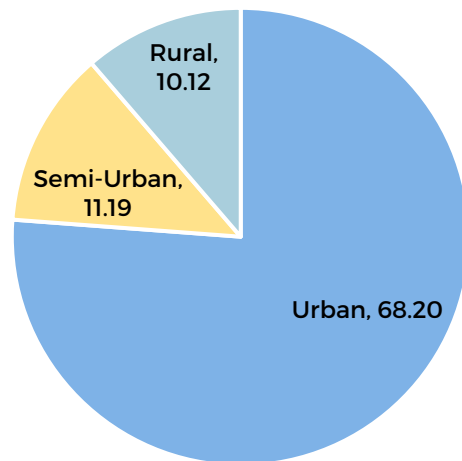
Our company has its presence in 22 cities of four states in India; with 8 branches in Rajasthan, 5 each in Madhya Pradesh and Haryana and 4 in Punjab.

Moneyboxx endeavors to impact the real भारत

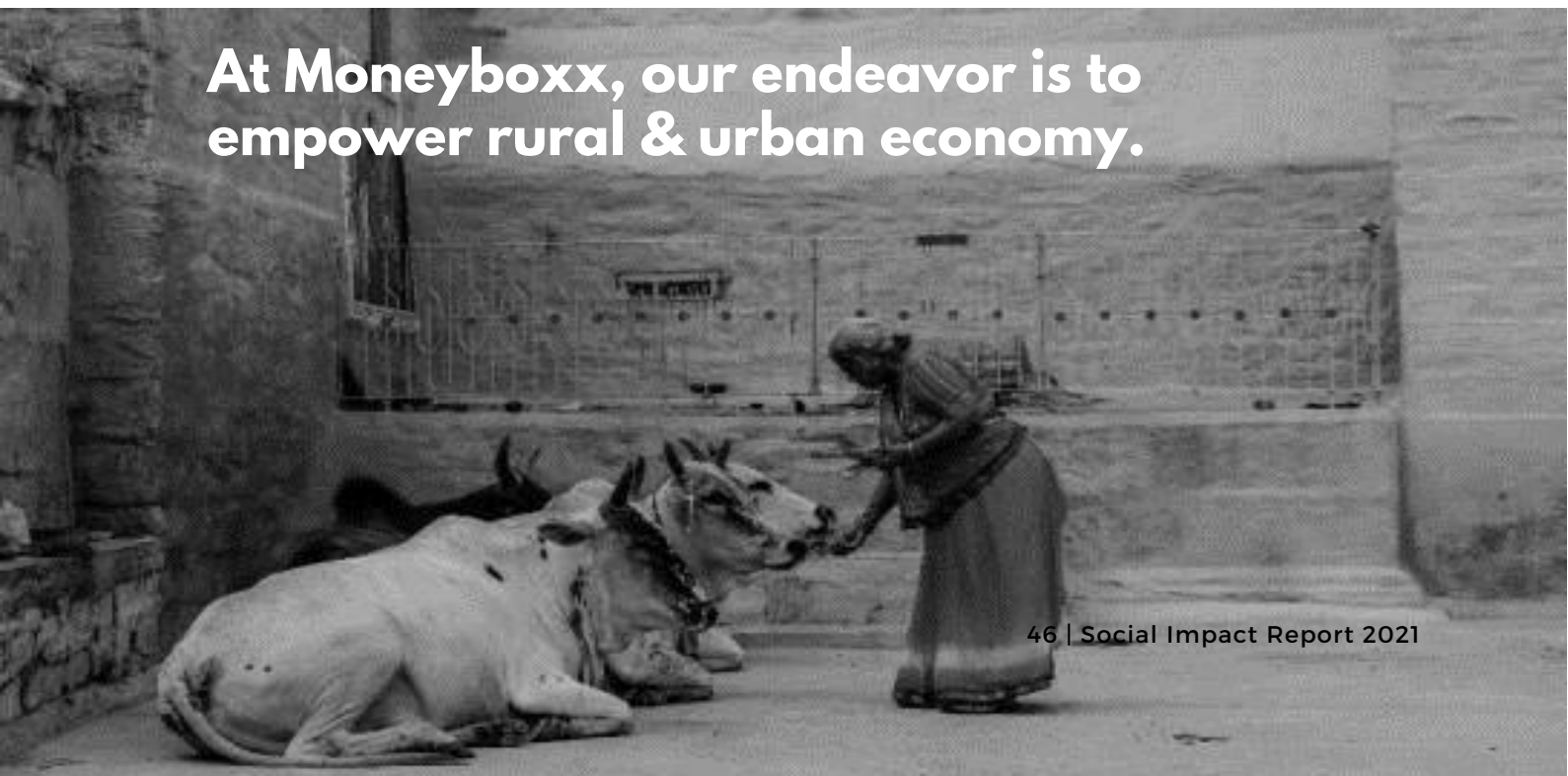
Our Urban, Semi-Urban & Rural Branches



Amount Disbursed (in crores)



At Moneyboxx, our endeavor is to empower rural & urban economy.



OUR IMPACT ON SOCIETY

6. IMPROVED HOUSEHOLD INCOME

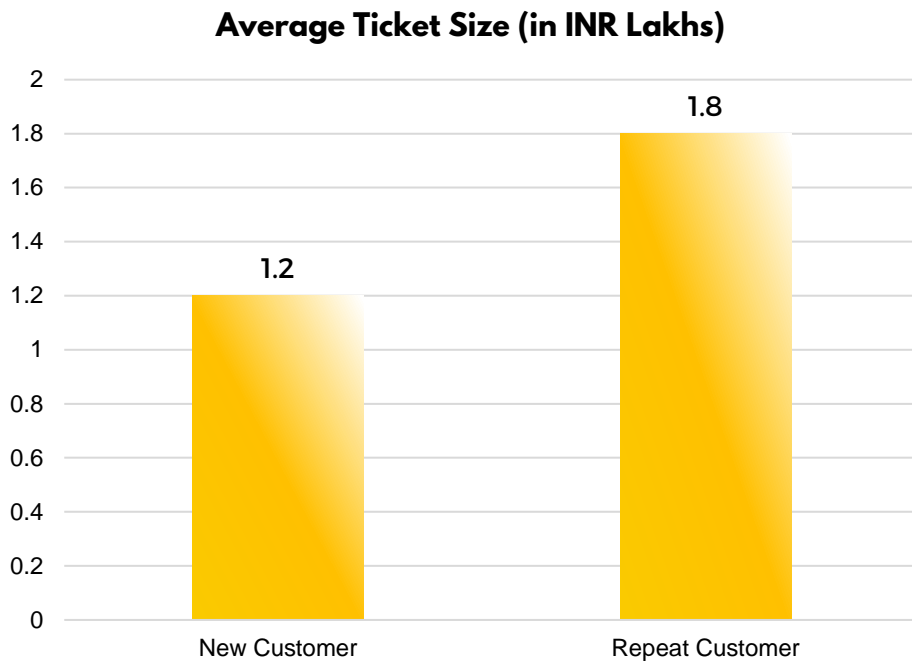


Government of India is working on doubling farmers' income through multi pronged strategy.

OUR IMPACT ON SOCIETY

IMPROVED HOUSEHOLD INCOME

We have observed that our customers are not only repaying our loan timely but are coming back for higher loan amounts to expand their business and to dream bigger & aspire higher.

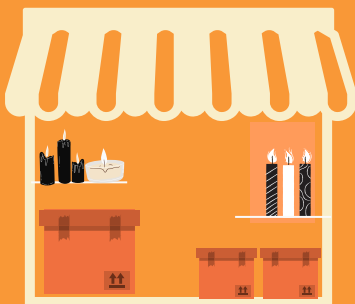


Repeat customers' loan ticket size is 1.5x more than the new customers, showing their improved ability to pay.



MANISH KUMAR

Improving Income & Spreading the Light,
Bharatpur, Rajasthan



Manish Kumar owned a small candle making & selling business by the name of Manish Traders.

He had been running this for 6 years along with his parents & 4 employees. Manish was very ambitious, he had big dreams to expand the business.

Manish wanted to grow & Moneyboxx gave him wings.

Manish expanded his business & added more resources. Within 6 months, he proudly shared that his **sales increased from 5 tonnes to 26 tonnes.**

Manish also purchased a new machine of INR 150,000 to start a line of paper plates in his business. He knew the market is big & soon **began supplying 10K-20K plates** to weddings & other events on a per event basis.



His income started growing. Manish soon brought another machine & provided employment to 6 more individuals.

Manish paid off all the loan dues in time & **availed another loan of INR 250,000** to prepare his candle business for the festive season.

Manish's determination, belief helped him personally as well. He was able to gift his parents a home renovation & also buy a motorcycle for himself.

We at Moneyboxx, feel closer to our mission after being a part of every such inspiring story of hard work & success.

OUR IMPACT ON SOCIETY

7. IMPROVING COUNTRY'S LIVESTOCK CAPITAL

In India, out of 313 million main workers, 166 million (about 56.6%) people are engaged in farming termed as agriculture and allied activities & 20.5 million main workers do animal husbandry as an additional source of income.

However, the productivity of Indian farmers is far less than counter parts in other countries. The main reason here is lack of awareness & unavailability of funds for proper maintenance & diet of livestock.

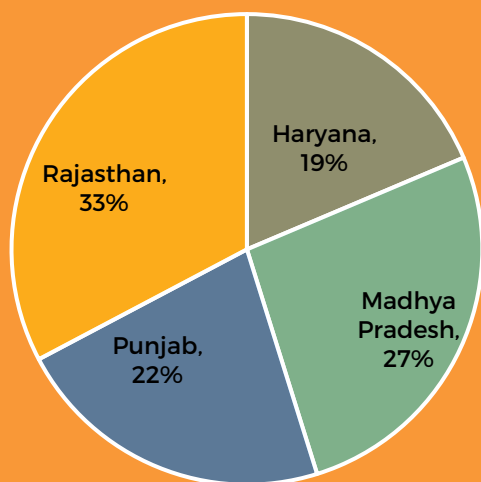
“Indigenous breed & productivity improvement is Government of India’s thrust”

- Rashtriya Gokul Mission

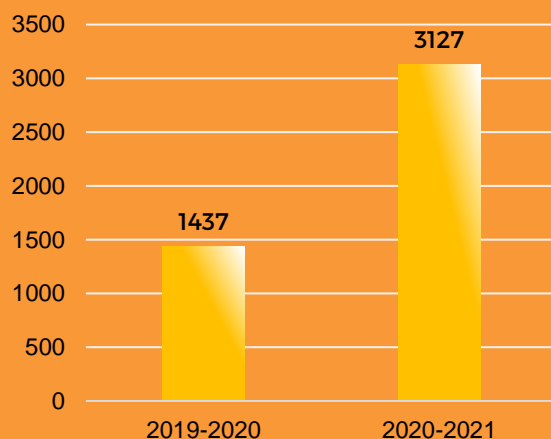
Moneyboxx provides loans to expand & create better facilities for the livestock.



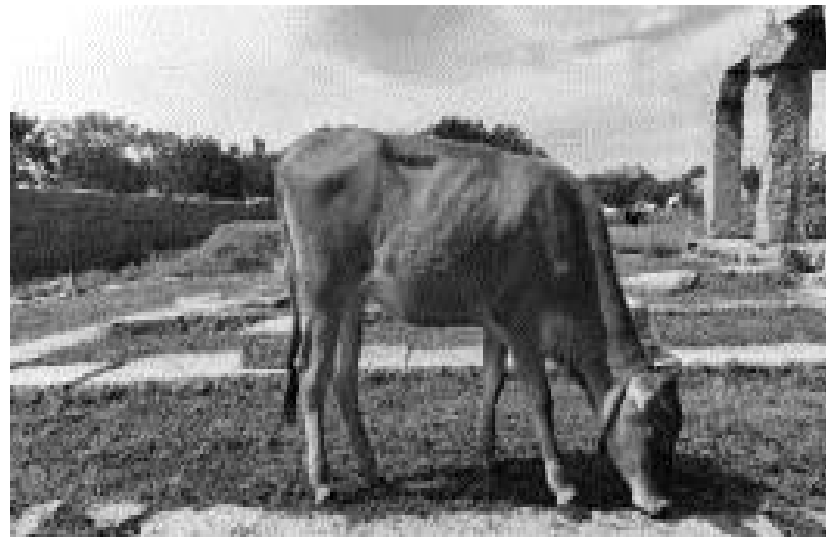
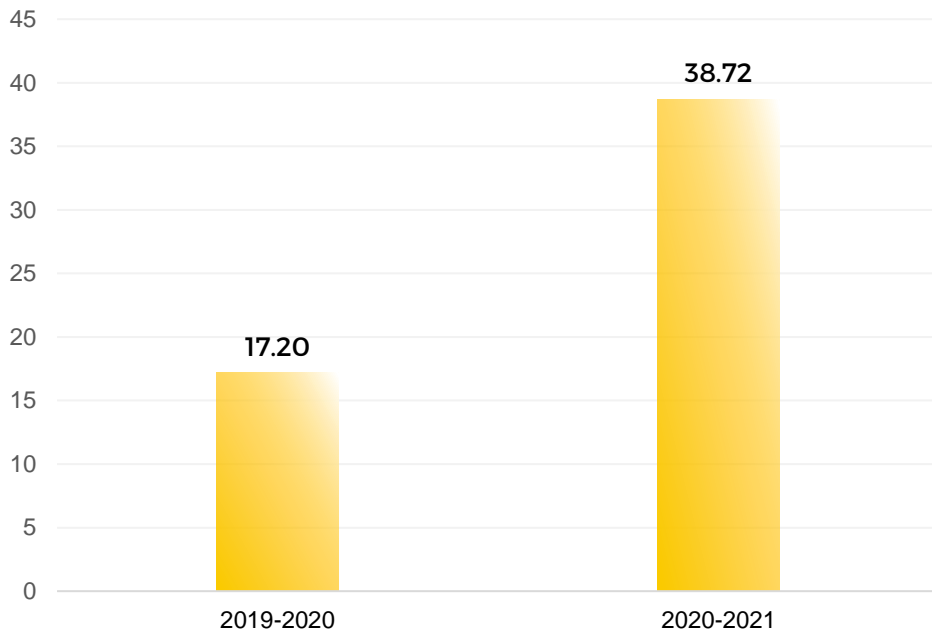
Number of Livestock Customers



Livestock Customers Financed



Amount Financed to Livestock Customers (INR crores)



**4564 customers funded with
INR 55.92 crore to buy 9720 cattle**





KRISHNA DEVI

Businesswoman, Behror, Rajasthan
FROM 9 CATTLE TO '17'



Krishna Devi, with her husband & her son, has been running a livestock business for 10 years along with growing seasonal crops on a piece of land that they owned.



When she reached out to our team at Moneyboxx, she had 9 cattle giving an average milk supply.

Moneyboxx financed Krishna Devi for expansion & developing better facilities for her dairy business.

She used this amount to add more cattle & in turn improve productivity. She also built proper sheds & arranged better food for her livestock.

As production went up, she was able to sell more in the market & even supply to dairies.



After 2 years, Krishna Devi came to us with great numbers & proposal for **another loan of INR 200,000.**

This time her **cattle increased to 17 in number & they now produce 150+ liters of milk every day.**

Krishna Devi was happy with the personal growth & independence this business gave her.

Moneyboxx crossed another milestone making Krishna Devi successful both in her personal & professional life. This has been our endeavor - helping so many entrepreneurs like Krishna Devi become successful.

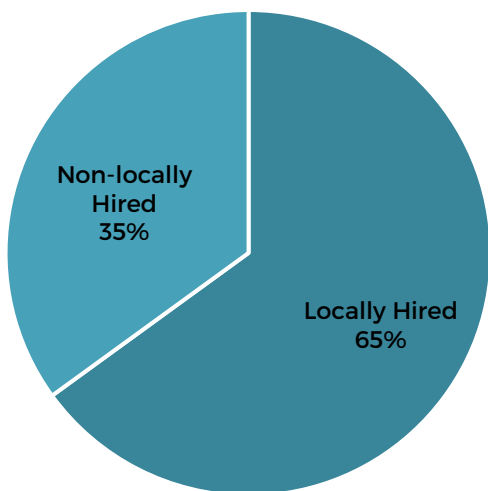
OUR IMPACT ON SOCIETY

8. CREATING EMPLOYMENT OPPORTUNITIES IN SMALLER CITIES

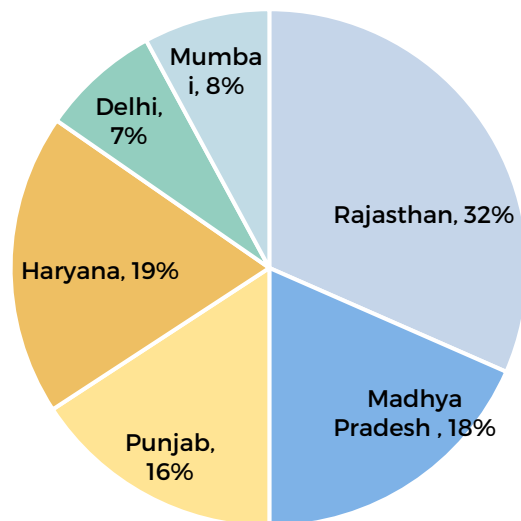
Most of our branches are in semi-urban & rural areas. We not only finance the micro entrepreneurs of this area but also create **direct employment** opportunities as it is our endeavor to hire & develop local talent.

Out of 228 employees 65% are locally hired.

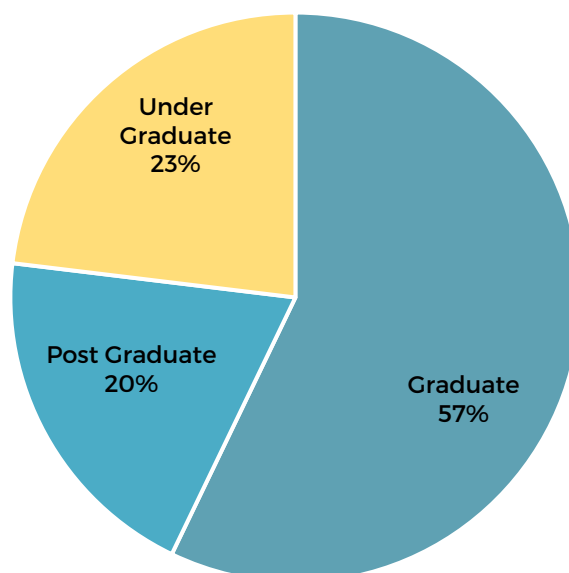
Locally & Non-locally Hired Employees



Number of Employees (state/city wise)



Employee Education



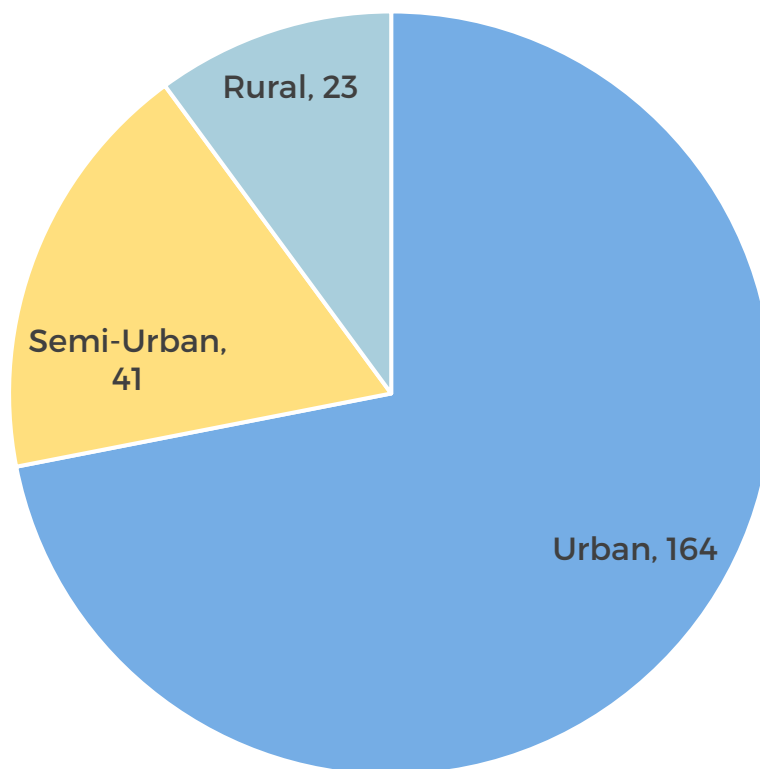
OUR IMPACT ON SOCIETY

CREATING EMPLOYMENT OPPORTUNITIES IN SMALLER CITIES

It is our endeavor to promote local talent.

Out of 228 employees, 65% are hired locally. It helps in generating employment opportunities in smaller cities.

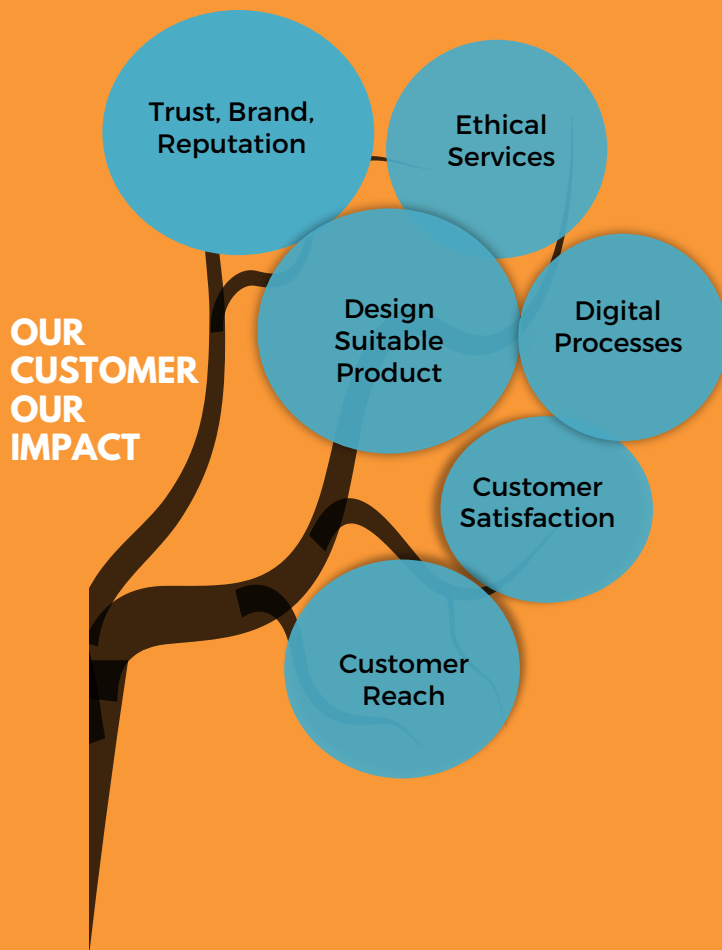
Employee Strength - Geography wise



OUR IMPACT ON OUR CUSTOMERS

HOW ARE WE SERVING OUR CUSTOMERS?

Moneyboxx addresses credit needs of under-served Micro and Small Enterprises (MSEs) often overlooked by Banks and NBFCs. We follow a 'PHYGITAL' business model with an on-ground presence to better understand our customers and leverage technology effectively right from credit assessment to approval, disbursement, collection, reporting and analytics.



United Nations SUSTAINABLE DEVELOPMENT GOALS (UN SDGs)



MONEYBOXX'S PRODUCT MARKET FIT

Building a Scalable & Profitable business with Financial Inclusion at heart

Moneyboxx is engaged in the business of providing small-ticket loans to micro and small enterprises in Tier-III and beyond towns. It started its operations in February 2019 and in a span of two years, successfully scaled up its presence to 22 branches across four states (Rajasthan, Haryana, Punjab, and Madhya Pradesh) as of March 2021. The Company aims to build a scalable and profitable business model with financial inclusion at its heart.



1. CUSTOMERS

MSEs with unmet credit needs, graduating from MFI to individual loans; Focus on Livestock, Kirana, Trading and Small Manufacturers



2. PRODUCTS

Unsecured business loans
Ticket size: INR 50,000-300,000
Shorter tenure: 12-36 months



3. GEOGRAPHY

Tier 3 and beyond cities
Cluster approach
Initial focus on Rajasthan, Punjab, Madhya Pradesh and Haryana



4. ORIGINATION

'Direct-to- Customer' approach, resulting in better understanding of the customer and high repeat business.
Cluster based approach allows us to create many customers in a particular geography.
Technology at work to cater to customers with speed and at scale.

OUR IMPACT ON OUR CUSTOMERS

POWERED BY TECH, SERVED BY HUMAN - PHYGITAL

Human Knowledge and Technology Intelligence

We have successfully amalgamated human knowledge and technological intelligence to deliver quick financing solutions to deserving micro enterprises.

We are democratizing the right to credit and believe that it should be viable, easy, and cost-effective. To work on this goal, we need to offer financial products and solutions in a fast, efficient and scalable manner focusing on India's unserved and underserved segment. To achieve this, we have developed a proprietary credit assessment process to extend loans to customers with limited or no recorded credit or income history.

We are also developing an internal score mechanism which enables us advance in this mission by providing faster loans and building a broad base of the customer network. Our portfolio caters to a wide range of needs and provides a one stop solution to all borrowers.

Digitally Enabled Process to Enhance Productivity

Moneyboxx is at the forefront of deploying technology and significant investments in IT infrastructure to leverage the power of technology in digitizing processes, analytics and decision making. IT Infrastructural development has always been our focal point. Technology has been deployed to support the implementation of partnerships for business generation, collections, operational efficiencies and compliance with regulations.



Customer Satisfaction

We believe that customers are the prime factors of success or failure for every business and hence we strive to fulfil their unmet needs with our maximum potential. We deliver the most cost effective, hassle free and transparent services to our customers by adopting the following steps:

- ✓ **Relationship Based Model:** We believe in DIRECT to CUSTOMER approach and engage in a long-term relationship with our customers. We do not employ any third-party agents to source business
- ✓ **Human Touch Point:** We believe in delivering excellent customer service by maintaining a direct touch point with them. Moneyboxx has financed 7341 customers out of which 6988 customers were fresh while 353 customers came back for repeat loans
- ✓ **Customer Grievance mechanism:** We have a strong grievance redressal mechanism where the customer can directly approach the officer to clarify doubts. In case, the issue remains unresolved they can approach the branch manager and get their issues resolved accordingly

Transparent & Ethical Service

We ensure transparency and end-to-end information handover about the loan to all our customers, starting from the onboarding of customer till the last repayment of the loan.

- We inform our customers about the various charges related to loans, including rate of interest charged in the most transparent manner at multiple touch points. This includes the visit of Loan Relationship Officer, Branch Credit Officer and Branch Manager to the customer
- Through this 3-level touch point we ensure that the customer is aware of all charges, interests and various other parameters of loan

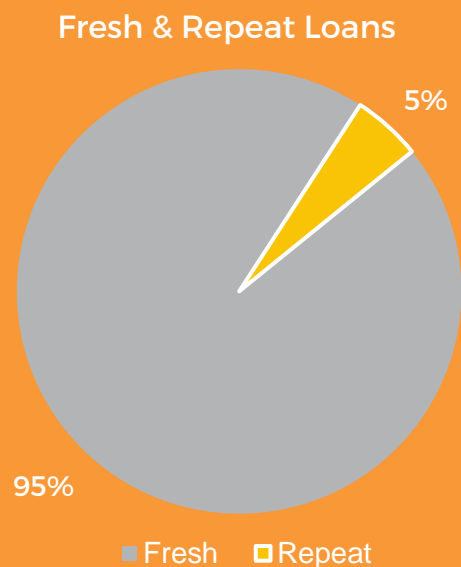
3 Level Touch Points for our Customer



Trust/Brand/Reputation

We believe trust and reputation are the most important aspects in building a strong and impactful brand. We are devoted towards creating a strong foundation of well-founded goodwill and reputation for our brand

Customers are provided with the contact details of the Loan Relationship Officer, so that they can stay in touch with each other for constant support. This directly impacts our high retention rate and repeat business - which stands as proof for our transparency that our customers give us credit for.



COVID-19 Initiatives

As an NBFC, we have always believed in our customers' dynamism, vibrancy and ability to withstand hardships in life. This belief enabled us to go against conventional wisdom and encourage all our customers to avail the benefit granted by way of moratorium on loan repayments during the Covid pandemic to help them tide over the crisis by conserving capital needed to restart their small enterprise.

As the unlocking began in the pandemic hit world, our customers bounced back sharply, with the majority regularizing their repayments at the end of the moratorium period. We attribute our success in such a difficult year to our customers who demonstrated incredible resilience in the face of a supposedly insurmountable adversity.

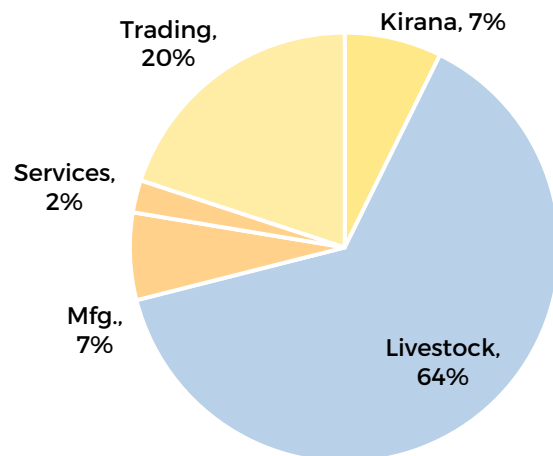
Today, we are witnessing thousands of success stories of people borrowing small amounts of money while building financial assets and creating a formal financial footprint. We remain committed more than ever to serve as a catalyst in the convergence of increasing income, the evolving access and affordability of financial services.

A large segment of our customers come from unorganized sectors and prefer interacting in-person especially when it comes to dealing with money.

Understanding their needs, we put a lot of focus on communication and engagement.

From mid-March 2020, all our teams - Sales, Credit, Collections, Operations, Branch staff - started telephonically reaching out to customers enquiring about their health, raising awareness about the ongoing crisis and extending a helping hand wherever possible. The constant communication and engagement with our customers during the difficult period of the lockdown was well appreciated and allowed us to enhance the trust and confidence they place in us. The connection established during these unprecedented times enabled our engagement when things started improving and businesses resumed in the second half.

Breakup of 6800 Customers by Segments*



*as on 31st March, 2021



CUSTOMER STORIES



“The loan process was quick and easy.”

“For the first time I got loan for business expansion.”

“All the details were given to me upfront and transparently.”

“The loan relationship officer explained all the details.”

“The staff is friendly and knowledgeable.”

OUR IMPACT ON OUR PEOPLE

People are of utmost importance for any organization to grow. Our people are the cornerstone of our success. Their engagement and commitment makes us who we are.

Our human capital focus areas are:

- learning and career development
- diversity and inclusion
- employee well-being and employee engagement
- Promoting local talent

We are a growing organization and our focus on the above core areas will pave long way in attracting and retaining talent.

Moneyboxx has a strong employee base of 228 as of 31st March 2021. The employees are spread across various departments - Administration, Finance, Credit, Risk, Human Resources, Sales, Legal and Compliance and Operations. The organization has a talent pool of both freshers as well as experienced individuals from the industry. 8% of the employees are freshers.

87% of the total employees come from the finance industry.

Health & Well Being

Health and Wellbeing of our employees is our top most priority. Covid-19 crisis was not only disruptive but also created a huge reset in the way we work. Quick responsive actions were taken to ensure business continuity as well as to ensure good health, safety and well-being of all employees and their families.

We are constantly engaged with our employees to address concerns related to business impact, job security, performance appraisal, overall safety and well-being. All our employees are not only covered under the group medical policy but also covered under life insurance policies with coverage of 3.5 times the Annual Salary package they receive.

We are glad to inform that there were no casualties of our employees due to Covid-19 in the last financial year.



United Nations SUSTAINABLE DEVELOPMENT GOALS (UN SDGs)



Our organization is working closely with the health authorities to ensure that all our employees are fully vaccinated.

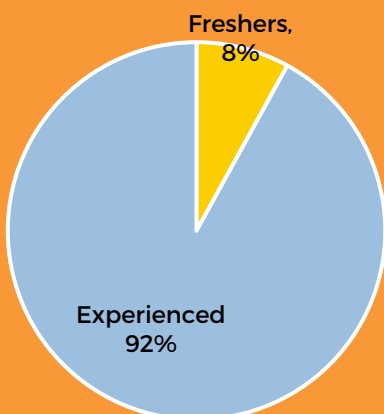
Work Life Balance

We believe that happy employees form the core of our organization’s growth and impact. In today’s fast-paced environment it is extremely important to maintain work life balance. The organization plays a key role in ensuring this balance and effective integration for their employees. Our organization has been conducting various townhalls, activities, fun quizzes, contests for the employees, to enable stress management and ensure mental wellness. This also acts as a mindset shift from the daily work routine for the employees.

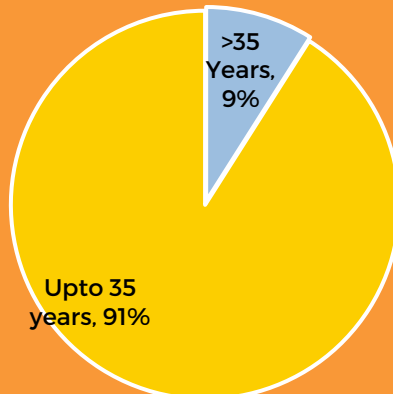
All our employees have leave entitlements for various purposes. Female employees are given 26 weeks of maternity leave. Events such as Plantation and Painting Day with family on Independence Day, Rakhi with their siblings, Secret Santa event on Christmas, Women’s Day celebration were organized and with overwhelming employee participation.



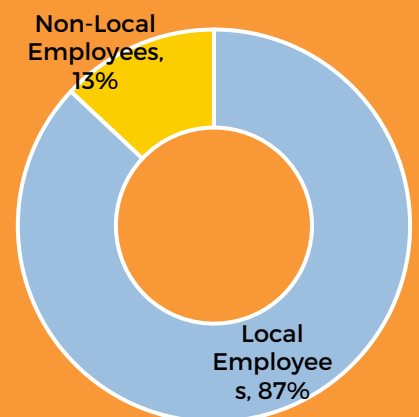
Employee Demographics (Experience)



Employee Demographics (Age)



Employee Demographics (Location)





We believe in celebrating all festivals, small wins (personal & professional) with enthusiasm.



Gift vouchers are given to the employees who get married and during their first childbirth. On the eve of Women's Day all the female employees were given gift vouchers.

Promoting Local Talent

Moneyboxx believes in providing employment to local talent. All our branches are functioning in Tier 3 and beyond cities and majority of the workforce is hired locally.

We endeavour to train our existing workforce and wish to elevate them. Last year, we promoted 30 people and trained the Sales and Operations (related to Software and Process) employees with various skill-based training programmes.

Due to the employee friendly policies, the attrition rate of employees is very low.

Rewards & Recognitions

The organization has institutionalized initiatives to encourage its employees by organizing monthly competitions among employees and incentivizing the best performing amongst them. The branches are assessed on various parameters every month and the best performing branches are rewarded.

Career Development

"The secret to a happy life is work worth doing."-Justice Sandra Day O'Connor

This strongly portrays our organization's belief in creating happy employees by providing them with growth opportunities that help them propel ahead in their career. Our organization plays a vital role in the career development of all the employees in its organizational hierarchy.

Employee Grievance

The organization not only believes in equal growth of all the employees but also makes sure that all employees are treated fairly without any bias. For this, our organization has various policies and committees in place such as POSH policy, Employee Grievance Forum, Whistle Blowing policy, Code of conduct policy.

COVID 19 Initiatives

The organization did not resort to job cuts or pay cuts. Instead, to boost employee morale, increments, bonuses and promotions were given across levels. Our CEO was constantly connected with various employee groups across all locations to infuse a sense of security.

To meet urgent, specific needs of employees, the organization provided salary advances and staff loans. Specific needs were hospitalization of self, spouse, children, dependent parents and for payment of housing deposit, educational expense of their children, or any other requirement for urgent needs.

All our employees voluntarily contributed their one-day salary to the PM Cares Fund.



 <p>Prime Minister's Citizen Assistance and Relief in Emergency Situations Fund</p>	 <p>Scan QR To Verify Receipt</p>
<p>PAN: AAETP3993P</p> <p>Receipt No: PMCARES/Web/202004101210003911</p>	<p>Date: 10-04-2020</p>
<p>Dear M/S MONEYBOXX FINANCE LTD.</p> <p>Thank you very much for contributing to PM CARES Fund.</p> <p>Prime Minister Shri Narendra Modi expresses his gratitude for the thoughtful and compassionate gesture on your part. The valuable contribution will greatly help India in fighting distress situations like COVID-19.</p>	
<p>Under Secretary PM CARES Fund</p>	
<p>Received with thanks from: M/S MONEYBOXX FINANCE LTD.</p> <p>523 A SOMDUTT CHAMBER 2 9 BHIKAJI CAMA PLACE, Delhi, India 110066</p> <p>The sum of INR 131,000 (INR One Lakh Thirty One Thousands Only)</p> <p><small>(Contributions to PM CARES Fund have been notified for 100% deduction from Taxable Income under Section 80G of Income Tax Act, 1961)</small></p>	
<p>Prime Minister's Office, New Delhi</p>	

HOW HAS IT BEEN FOR OUR EMPLOYEES?

“ It is my first company that has imparted a lot of knowledge, freedom, work ethics in my life’. Being a part of Moneyboxx, I feel empowered, independent and the company has a plethora of opportunities. The best part is that in past one year I have got exposure in various fields which directly has boosted my confidence. The mentors are there to support me always. ”

Ms. Yamini Saraf, Impact Officer, New Delhi

“ My journey so far has been full of opportunities and learnings. I was able to impart my knowledge in real-world situation which has been very fulfilling and empowering. This company has in real terms set a true example for a perfect work-life balance and I am grateful to be a part of Moneyboxx family. ”

Mr. Kamal Singh, State Head, Rajasthan

“ Moneyboxx has been a steppingstone in my career. I have got a lot of opportunities over here. My experience has been wonderful here. I owe my success to Moneyboxx ”

Mr. Bijendra Singh Gurjar, Rajasthan

“ Moneyboxx believes in self-starters, hence is the best place to learn and grow. The flat organizational structure gives you a platform to voice your opinions and actively participate in the decision-making process. The cherry on the cake is the perfect blend of work life balance. ”

Ms. Varadaa Menon, Business Analyst, Mumbai

“ I am working on cutting edge technology which is going to transform finance industry. ”

Mr. Deepak Sharma, IT Department, Mumbai

OUR IMPACT ON OUR INVESTORS

Economic Sustainability/Profitability

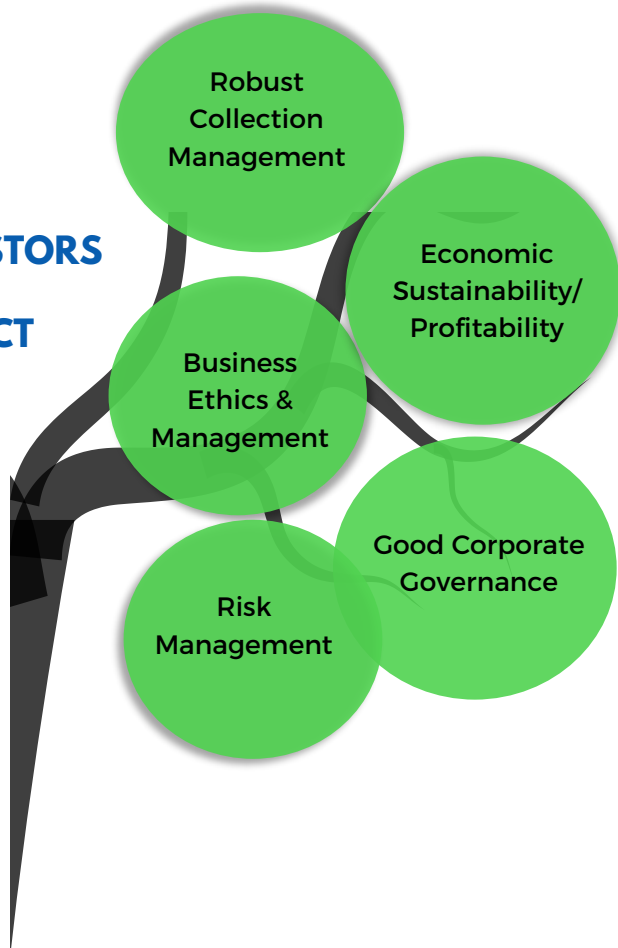
Moneyboxx is committed to building a scalable and sustainable business model and the Management has outlined a clear path to profitability with growing scale and AUM, raising employee productivity and benefits of operating leverage.

We believe that without profits, the business will not be able to scale up. Hence, we work on strong unit economics.

Total Income from Operations for FY21 was INR 10.97 crore compared to INR 3.75 crore in FY20, reporting a growth of 192.4% despite the impact of the pandemic which led to almost NIL growth in AUM in H1FY21, but helped by improving business at existing branches and addition of new branches.

- Loss before tax for FY21 was INR 3.89 crore compared to Loss before tax of INR 3.41 crore in FY20
- With recognition of deferred tax assets of INR 0.91 crore in FY21, Net Loss for FY21 was INR 2.97 crore compared to a Net Loss of INR 3.55 crore last year
- The losses are attributed to build-out stage costs in the first two years of operations, though the losses would have been negligible in FY21 had the pandemic not hit

**OUR INVESTORS
OUR IMPACT**



United Nations SUSTAINABLE DEVELOPMENT GOALS (UN SDGs) Towards Investors



Disbursements (INR crores)



We stopped disbursing due to nation-wide lockdown

INCOME FROM OPERATIONS Vs. PAT (INR crores)

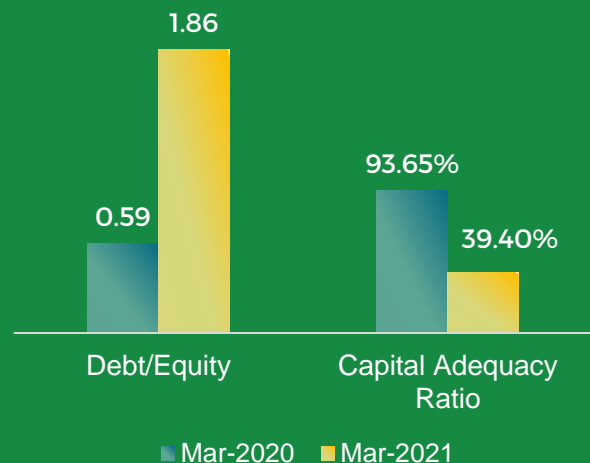


Capital Adequacy Ratio of 39.4% (of which Tier-I 39.02%) as of 31.03.2021 compared to 93.65% (of which Tier-I 92.62%) as of 31.03.2020. The organization had strengthened its capital base just before the start of pandemic by raising INR 11.65 crore Equity Capital in Feb 2020.

Risk Management

We at Moneyboxx have risk management frameworks through which we identify the risks associated with our business and also deploy mitigation measures. The biggest risk for our business is credit default for which we have very strong management framework right from loan application to disbursement and collection.

Moneyboxx Is Adequately Capitalized



- ✓ **Robust Credit Underwriting:** Robust credit underwriting backed by Non-traditional and Non-financial alternative data sources and sector specific inputs
- ✓ **Strong Risk and Compliance Culture Monitoring:** We believe in controlled aggression backed by strong risk and compliance culture
- ✓ **Sector Agnostic:** We are sector agnostic and spread our risk very cautiously across sectors and geographies to mitigate risk of harsh winds that may blow from sector to sector over time

Robust Collection Management

Our asset quality is partly a reflection of our robust collection management system. Several external factors such as geography, delinquency, products, customer repayment history along with internal factors like our own collection strategy influence collections at Moneyboxx.

High Collection Efficiency & Robust Asset Quality - Moneyboxx grew its loan book with a focus on borrowers in essential sectors (viz. Livestock, Kirana) helping it build a stronger book with negligible NPAs and high collection efficiency even during the pandemic.

Business Ethics & Management

We at Moneyboxx believe in transparency and ethical business practices. The promoters as well as management of the organization are highly qualified with relevant experience in the banking industry. We believe in following the highest level of disclosures with all our stakeholders. We have strong code of conduct and Ethics within our organization.

Cumulative Collection Efficiency

99.6% (March 21)

despite the pandemic is a testimony of very strong underwriting standards and collection efficiency at Moneyboxx.

High collection efficiency in

Mar-Aug 2020 of **97.4%**.



"We are delighted to be a part of Moneyboxx's growth story, and hope to play a vital role in their journey as they leverage technology, strong credit culture and on-field presence to reach out to the micro-entrepreneurs and SMEs who lack access to formal credit,

Avishek Gupta, Investment Director at Caspian Debt

Good Corporate Governance

We have a strong management and independent board wherein all leaders have had remarkable careers in the finance sector. The inputs and value they add at Moneyboxx is exemplary which helps us move closer to our goal of being the Lender of Choice.

The current policy is to have an appropriate mix of executive and independent directors to maintain the independence of the board and to separate its functions of governance and management.

Currently, the board comprises of 2 independent non-executive directors who have come from respected fields. There are 2 whole time directors and 2 non-executive directors in the organization from varied and respected fields.

COVID 19 Update

Despite the challenges posed by the pandemic especially in the H1 FY 2020-21, Moneyboxx's performance has been extremely resilient. Portfolio performance has increased confidence in our customer segment, asset class and credit underwriting. Situation on the ground is evolving with the third wave of infections, for which the organization is taking necessary measures to control and maintain the Credit quality. We are hopeful that with the ongoing vaccination drive, and actions taken by the Government, the situation will stabilize in the near future.



"We are happy to be part of the Moneyboxx journey as they address an important credit problem for the underserved micro-entrepreneurs in India. Their strong underwriting model, along with collection process, is likely to ensure that the portfolio will remain resilient even during the pandemic."

**Mr. Abhijit Ray, Co-Founder & MD
UC Inclusive Credit Pvt Ltd. (UCIC),
Incubated by Unituscapital**

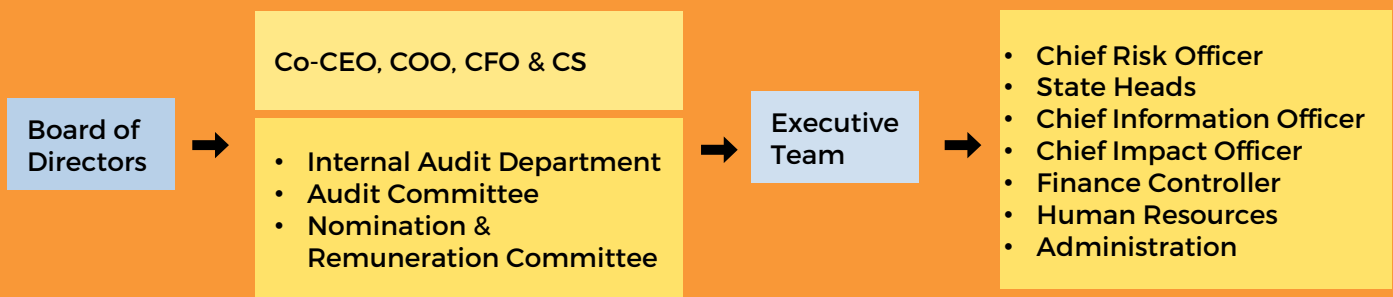
OUR IMPACT ON OUR REGULATORS

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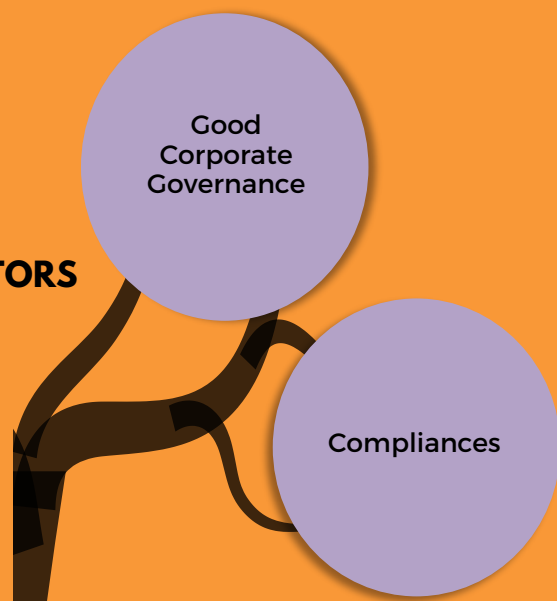
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Compliance

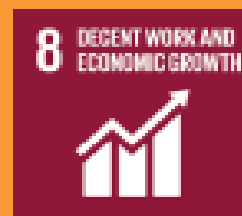
As a responsible corporate citizen, we abide by the law of land. It is our endeavor to not only fulfil all regulatory requirements but also surpass regulatory expectations. There were no cases or litigations against the company in the last year which are pending at any regulatory body.

**OUR REGULATORS
OUR IMPACT**



United Nations SUSTAINABLE DEVELOPMENT GOALS

(UN SDGs) Towards Regulators



IV. WHAT DIFFERENTIATES US?

“Things work out best for those who make the best of how things work out.”

- Jon Wooden



OUR VALUES

I. Customer Satisfaction

We hold our customers' hands throughout the lifecycle to ensure a hassle-free and superior customer experience.

II. Teamwork

Every team member is handpicked by the management and guided by experienced professionals with deep industry knowledge to make sure that everyone adds value to the organization.

III. Excellence

We strive to deliver our products and services efficiently backed by an experienced team and robust technology, to help small micro-entrepreneurs.

IV. Integrity

We drive this organization on certain core ethical principles. We believe in doing the right thing, being truthful and honest with all our stakeholders, thus fostering trustworthiness and transparency with all involved.



V. Innovation

We invest in cutting edge technology and innovation. We leverage analytics, artificial intelligence and machine learning technologies to grow at rapid speed and huge scale.

VI. Transparency

As we thrive on a relationship-based approach, with an aim to impact not just our direct customer but their families - we aspire to work towards 100% transparency and full disclosure.

VII. Trust and Respect

We treat all our stakeholders as valuable asset to ensure long-term, transparent and mutually beneficial relationship. We value respect as a strong foundation for our growth ideas and the larger goal to impact 1 million lives.



9 PILLARS OF OUR BUSINESS PHILOSOPHY

1. STRATEGY

Concentrated efforts towards the right customer segment, the optimal product mix and the ideal geographical reach.



2. EFFECTIVE PRICING

We follow a value-based pricing approach to serve our customers.



3. OPERATIONAL EXCELLENCE

Our digitally-enabled processes and systems are aligned with the goal of ensuring a hassle-free operational procedure.



4. SALES

A hands-on, on ground team backed by digitally enabled back-end support, has been successful in boosting sales activity as well as enhancing sales productivity.



5. CUSTOMER EXPERIENCE

Our Impact Financing framework ensures that we are not only catering to the financial needs of the customer but also build a deep and long lasting relationship with them to ensure a personalized, hassle free experience throughout their loan tenure.



9 PILLARS OF OUR BUSINESS PHILOSOPHY

6. PARTNERSHIP MODELS

Partnering with all our stakeholders to create long term value.



7. CREDIT & COLLECTION

Robust underwriting and strong collection capabilities are the twin pillars of lending business.



8. AGILE IT & DATA ANALYTICS

Integrating mean, agile tech systems at work to enhance process speed and productivity, allow teams to focus on business growth and strategy.



9. ORGANISATIONAL STRUCTURE & TALENT

Here our lean physical setup comes together with our mean technology base, to form our 'phygital model' of working towards effective end to end customer lifecycle management.



OUR DIFFERENTIATED APPROACH

DIRECT-TO-CUSTOMER

We reach out to our customers directly, without third-party agents, hence focusing on relationship-based business instead of a transaction or product-based approach.



TECH AT WORK (TECH ENABLED DECISION-MAKING)

We are at the forefront of deploying technology and continue to make significant investments in IT infrastructure to leverage the power of technology in digitizing processes, analytics and decision making. Combination of human knowledge and technology is adapted to acquire and understand customers in the underserved micro enterprises space.

UNIQUE CREDIT METHODOLOGY

Customer's enterprise is analyzed in depth and their business trades are continuously monitored to incorporate changes in the credit evaluation tool. Owing to diverse fields of microenterprises, primarily focusing on manufacturing, trading, services and livestock, a unique methodology is adopted, catering to exclusive needs.



STRONG UNDERWRITING CAPABILITIES

Robust credit underwriting is backed by non-traditional, non-financial alternative data sources and sector specific inputs.

ANALYTICS

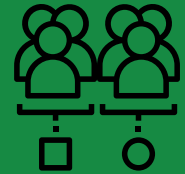
Crunching of data points is enabled at the backend for segmental understanding of small but valued businesses. Supervised Machine Learning algorithms like Random Forest and Logistic regression are used for predictive analysis and customer sentiment analysis.



OUR DIFFERENTIATED APPROACH

CLUSTER APPROACH (ON GROUND PRESENCE)

We follow a cluster-based approach, wherein we focus on scaling up across geographies, thereby maximizing the value through localized economic development.



DIVERSIFICATION

Our unique Credit approach allows us to strategically and cautiously spread risk across sectors and geographies to ensure lesser risk of conditions affecting different sectors over time.

DESIGNING SUITABLE PRODUCTS / UNDERSTANDING CUSTOMER REQUIREMENT

We aim for an in-depth study of the customer's enterprise to draw out the assessment peculiarities of that specific business trade. These business trades are continuously monitored and changes are incorporated in the credit evaluation tools accordingly. On the basis of this knowledge we are able to create products, tailor-made for our customers.



EVALUATING LOAN BURDEN

We believe in maintaining the highest credit quality by evaluating customer needs and true cash flows. We carry out rigorous data crunching at the back end for segmental understanding of these small but valued businesses.

PROPRIETARY ASSESSMENT MODELS

We have created proprietary assessment models for each segment that we operate in, giving us unique advantage in underwriting and collection processes.



V. MOVING FORWARD

WHAT ARE WE EXCITED ABOUT?

**“Future is completely open
and we are writing it
Moment to Moment”**

- Pema Chodron



WE ARE ON A MISSION

WE ARE ADDRESSING A HUGE PROBLEM

While MSMEs play a crucial role in achieving fast and equitable economic growth, they face a huge credit gap estimated at INR 25.8 trillion in 2018 as per IFC Report.

- Lack of credit history
- Inability to provide collateral
- Lack of formal documentation

Inhibit the flow of credit to micro and small enterprises (MSEs).

Banks and NBFCs perceive lending to MSEs as high risk, expensive proposition considering small average credit size, high transaction costs (due diligence, collection).

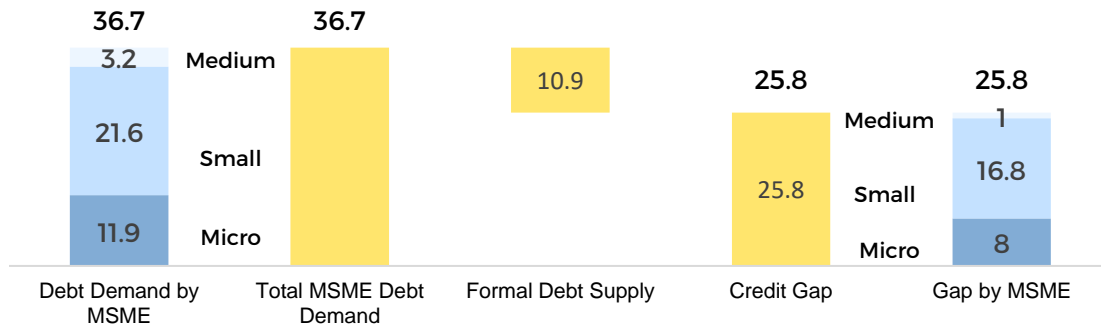
Credit underwriting is difficult due to lack of information and predictable cash flow analysis.

Outdated underwriting: Focuses more on collateral and unable to assess true repayment capacity of the borrower.

Lack of innovative products: Inflexible loan terms (tenure, payment structure) and rigid collateral requirements.

MSME Credit Gap estimated at INR 25.8 trillion

Micro Loan segment (<INR10 Lakhs) at 8 trillion → 



Source: IFC Report 'Financing India's MSMEs: Estimation of Debt Requirement of MSMEs in India' Nov 2018



OUR FOCUS AREAS



1. USE OF TECHNOLOGY

Tech based Customer Acquisition & Onboarding

This will cover right from capturing data to credit assessment, loan disbursement and collection.

- Application-based customer data gathering
- Unique Algorithm to assess 1st level Customers' Loan Eligibility

We are soon going to deploy these technology and we believe that our next phase of growth would be fast and without any significant capital expenditure. This will also optimize the current operational expenses.



2. INNOVATIVE FINANCING

Innovative Financing Model

We are exploring Innovative Financing Models such as Co-lending, Franchising etc. to reduce our costs and to remain asset light.

We are very excited about the future as lending to micro enterprises is a sustainable and high growth opportunity given their huge unmet credit needs and the continuous focus, efforts of the Government of India, RBI on improving our nation's financial inclusion.

3. ENRICHING OUR CUSTOMERS' LIVES - LIVESTOCK

As per the data available, milk yield of cattle in India is substantially less than the world average. This is due to small farmers not having access to proper knowledge about animal health, its feed, vaccinations, various government schemes and latest development in the industry.

We believe that we can play a big role here. We are investing in resources to deeply understand the pain points of our customers so that, we can work towards solving it.

“Indigenous breed & productivity improvement is Government of India’s thrust.”

- Rashtriya Gokul Mission

Here Are Our Focus Areas



A) Improving Productivity – In-house Farmer Solution Experts

- Cattle breeding and feed are most important factors for improving milk productivity
- Govt. of India through Rashtriya Gokul Mission is also focusing on these areas however, a small farmer is unaware about these initiatives
- Hence, we are planning to hire in-house resources to make our customers aware about these developments so that they can derive their benefits
- Our in-house experts will visit our customers on regular basis to understand and provide solution to their issues, organize camps in the villages, collaborate with the state veterinary hospitals for cattle health, productivity, vaccinations and promoting Artificial Insemination
- We are also working on how feed quality can be improved and can be made available at reasonable cost to farmers



B) Aligning our efforts with government' Rashtriya Gokul Mission

- Govt of India is focusing on developing indigenous breed of cattle as their productivity will be impacted to a much lesser extent than exotic animals due to climate change
- We are planning to work with our customers in this direction to give more power to government's efforts



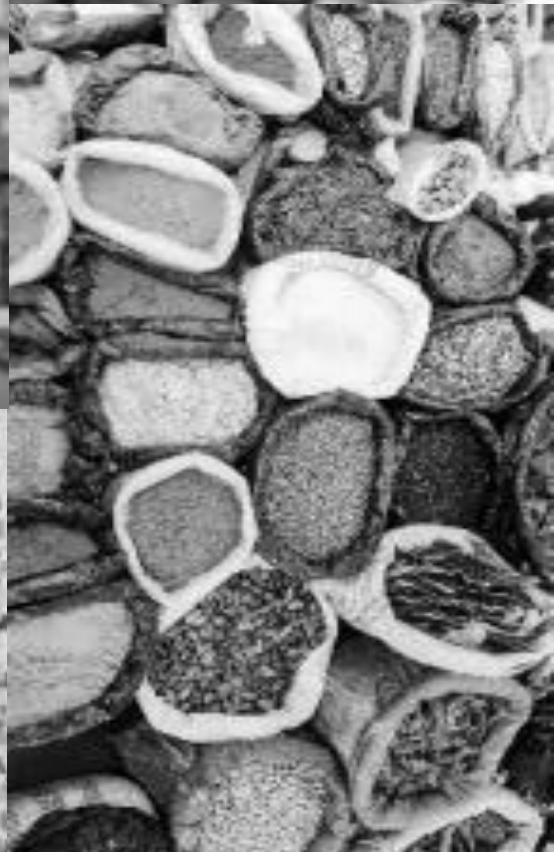
Our portfolio highlights how we are getting closer to our mission

67% livestock customers

9,000 cattle farmers

4. ENRICHING CUSTOMER'S LIVES – KIRANA

Our Kirana customers are very small shops in villages who have no access to e-commerce either due to lack of awareness or due to limited connectivity. This on one side limits their customer base and on other side, compel them to buy things in bulk affecting their working capital as well resulting in high spillage due to lack of storage capacity. So, we are planning to educate them on e-commerce by educating them on how they can be present online.



Through this, they will be able to

- a. Buy their stock online in small quantity reducing not only working capital and storage costs but storage related pilferages also
- b. Their digital presence will help them increase their customer base and we see that slowly and gradually they will be able to improve their income by selling unique local items

At Moneyboxx, we provide loan only in Tier 3 & beyond cities. Our major customer base is of dairy sector which help rural farmers to generate additional income.

We believe that this is an exciting space to be in as there are huge inefficiencies at a small set up level and we can act as enablers to address those inefficiencies. It will directly have positive impact on our customers & local communities where we operate.





आज़ादी का अमृत महोत्सव

“यही समय है, सही समय है,
भारत का अनमोल समय है।
असंख्य भुजाओं की शक्ति है,
हर तरफ़ देश की भक्ति है,
तुम उठो तिरंगा लहरा दो,
भारत के भाग्य को फहरा दो
यही समय है, सही समय है,
भारत का अनमोल समय है।
कुछ ऐसा नहीं जो कर ना सको,
कुछ ऐसा नहीं जो पा ना सको,
तुम उठ जाओ, तुम जुट जाओ,
सामर्थ्य को अपने पहचानो,
कर्तव्य को अपने सब जानो,
भारत का ये अनमोल समय है,
यही समय है, सही समय है।”

Honorable Prime Minister Shri Narendra Modi
75th Independence Day Speech,
15th August 2021

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