

To,
Department of Corporate Relations,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001

Dated: August 11, 2023

Ref: (MONEYBOXX | 538446| INE296Q01012)

Subject: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in terms of other applicable laws, if any, please find the Investor Presentation for Q1 (FY 2023-24) Financial Results ending **June 30, 2023**.

This is for your information and records.

This will also be hosted on Company's website at www.moneyboxxfinance.com

Thanking you,

Yours faithfully

For **Moneyboxx Finance Limited**

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



MONEYBOXX FINANCE LIMITED

Transforming Lives of Microentrepreneurs

Investor Presentation

Q1 FY24 Financial Results

11 Aug 2023



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.

Agenda

Review of Q1 FY24 Results



About the Company

Moneyboxx Finance Limited –

- ▶ Fast-growing, new-age NBFC
- ▶ Operational Snapshot
- ▶ Our differentiated & proven model



Business Performance

Q1 FY24 Highlights

Improving Funding profile

Robust AUM Growth – Improving branch productivity and expansion

Strong improvement in Profitability in Q1 FY24 – Improving scale & productivity

Asset quality remains strong and resilient



Financial Position

Q1 FY24 Financial Results at a Glance

Financial Statements

Important updates



Who we are – Moneyboxx Finance Limited

Transforming Lives of Microentrepreneurs

Fast-growing, tech-driven, BSE-listed NBFC

- ✔ Small **business loans** of ₹ 1-10 Lacs in Tier-3 and below towns
- ✔ Started in Feb'19, operating in **6** states with **72** branches
- ✔ Transformed lives of about **80k** borrowers, **55%** women, **34%** NTC
- ✔ Cum. disbursements of over ₹ **675 crores**; AUM of ₹ **410** crores (#Jul'23)

Target FY28:



6,485+ crores
20x AUM Growth



400+ branches
6x Growth

Driving Financial Inclusion

- ✔ Serving the most underserved segment i.e., '**The Missing Middle**' (₹ 1-10 Lacs)
- ✔ **Enabling 2x growth** in disposable income of borrowers in 3 years
- ✔ **Beyond-lending** impact initiatives

Note: Provisional AUM as on 31st July 2023 and includes Off-book AUM



MISSION STATEMENT

To deliver easy, cost-efficient and technology driven financing solutions to aspiring microentrepreneurs



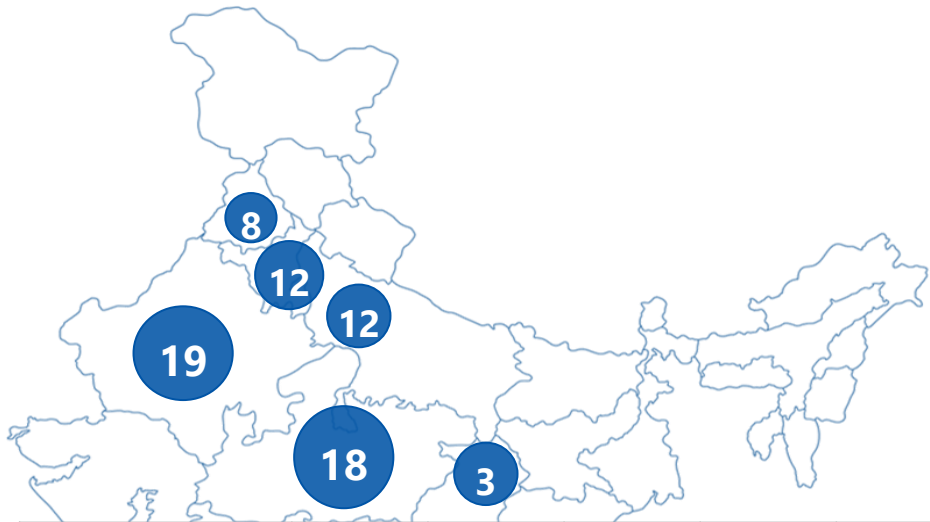
VISION STATEMENT

To be "The Lender of Choice" for deserving microentrepreneurs in India



Journey so far – Robust systems & processes ensured success despite COVID

Successfully scaled up operations in four years



BRANCHES	Mar'20	Mar'21	Mar'22	Mar'23	Jul'23
Rajasthan	5	8	10	16	19
Madhya Pradesh	3	5	7	14	18
Haryana	2	5	7	12	12
Punjab	1	4	5	8	8
Uttar Pradesh	-	-	1	8	12
Chhattisgarh	-	-	-	3	3
Total	11	22	30	61	72

We today are...

Data as of 31st July 2023



72 branches



34k+ live accounts



858 employees



₹410 crores AUM



₹ 675 crores cumulative disbursements



27 lenders

Transforming lives



80k+ borrowers funded



55% women



34% new-to-credit

Beyond-lending impact initiatives



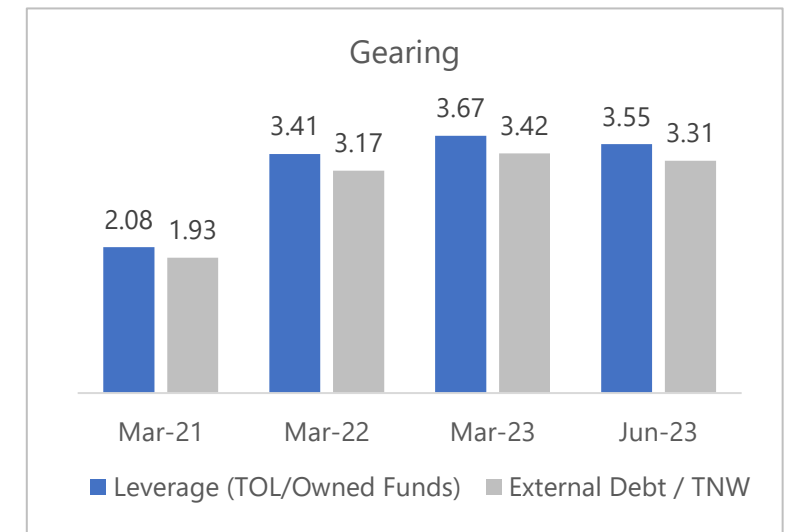
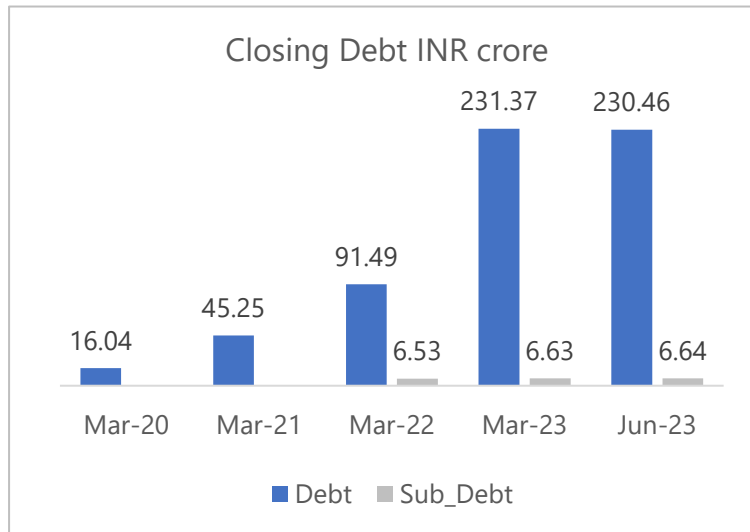
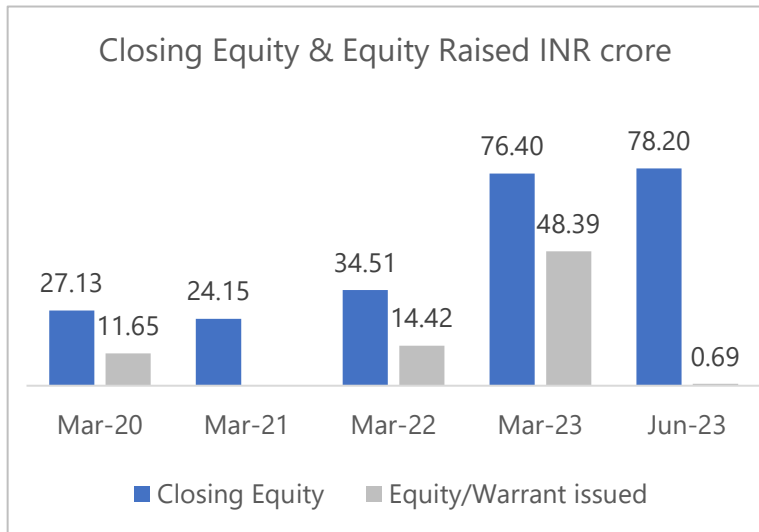
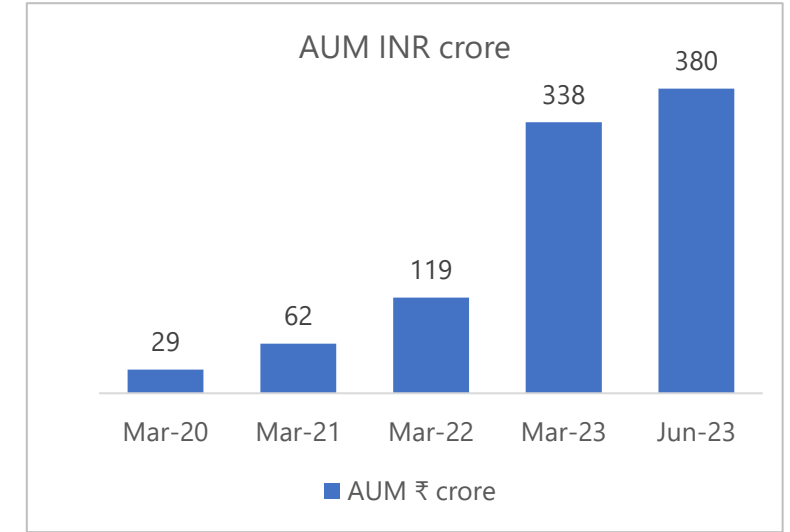
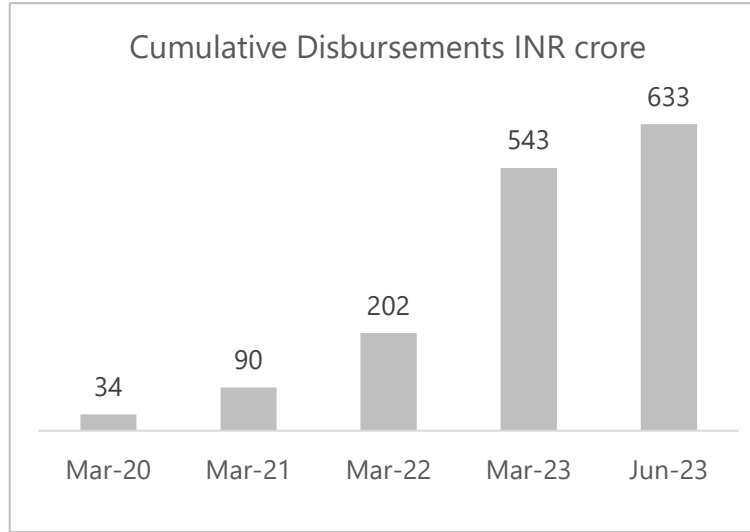
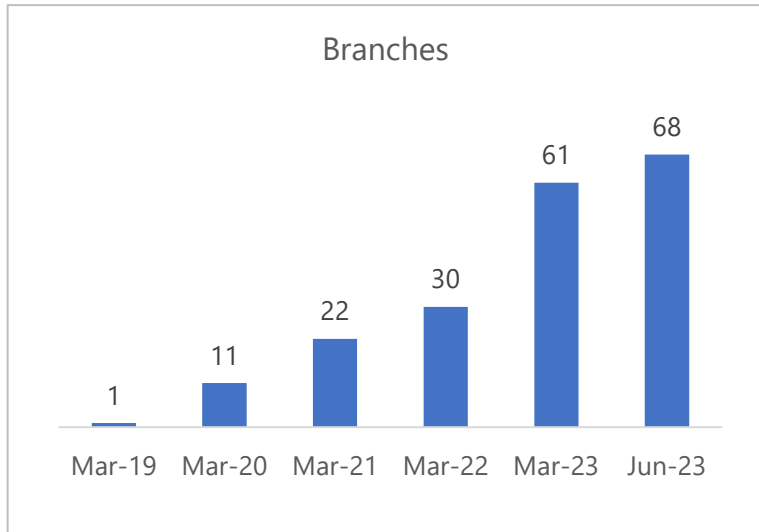
147k+ Free Cattle diagnosis



3,400 Fruit-bearing trees planted

Note: Provisional numbers for Jul'23

Proven & scalable business model



Note: Disbursements before Ind-AS adjustments



Q1 FY24 Highlights



Branches

Jun'23	68
Jun'22	31
2x growth	

AUM

Jun'23	₹ 380 Cr
Jun'22	₹ 130 Cr
192% growth	

Disbursements

Jun'23	₹ 90.2 Cr
Jun'22	₹ 30.4 Cr
197% growth	

Capital Position

	Equity	Debt
Jun'23	78.2	237.1
Jun'22	53.3	110.3

ROE

Q1 FY23	Q1 FY24
-14.6%	8.5%

GNPA

Q1 FY23	Q1 FY24
0.75%	0.74%

Leverage*

Q1 FY23	Q1 FY24
2.32	3.55

Credit Rating

ACUITE BBB-Stable

Note: Ind-AS AUM including managed book of INR 123.78 crores as on 30.06.2023

* Leverage calculated as per RBI definition: Total Outstanding Liabilities / Owned Funds

Growing network of Partners – Validation by leading lenders including 8 Banks



Existing Lenders



Lending Partnerships



Cum. Equity Capital Raised ~ ₹ 94 crore

Equity Capital	INR crore	Price INR/Share
In Mar'19	19.03	
Raised in Feb'20	11.65	70
Raised in Dec'21	14.42	95
Raised in Jun'22	20.77	115
Warrants (Sep'22)	3.36	115
Raised in Mar'23	24.25	160
Total	93.48	

Debt funding of ~₹ 445 crore

Debt as on 30-06-2023	Sanction	Outstanding
Term Loans	399.75	215.35
PTC Securitization	25.68	0.00
NCD	20.00	17.50
Total Debt (₹ crore)	445.43	232.85
- Liquid Investments		-33.27
Net Debt (₹ crore)		199.58

Co- lending/BC line of ₹ 35 Cr. per-month

Debt position before Ind-AS adjustments

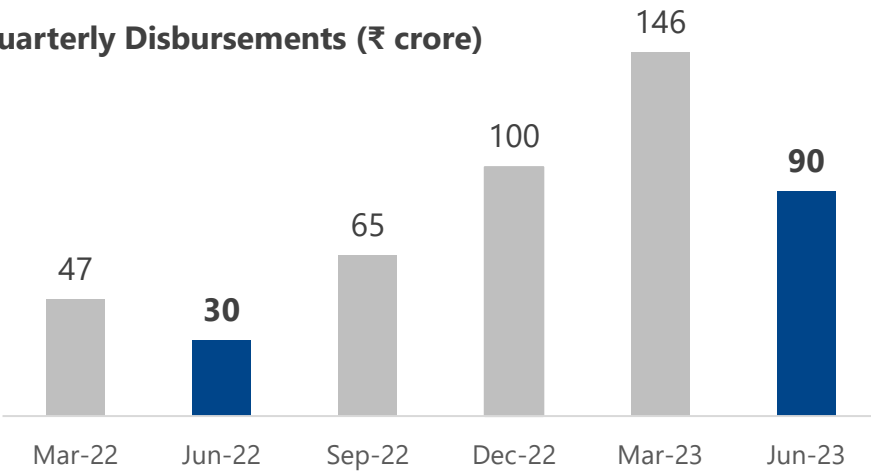
Funding availed from HDFC Bank in Aug'23



Robust business growth driven by branch productivity, expansion and improved liquidity with lending partnerships



Quarterly Disbursements (₹ crore)

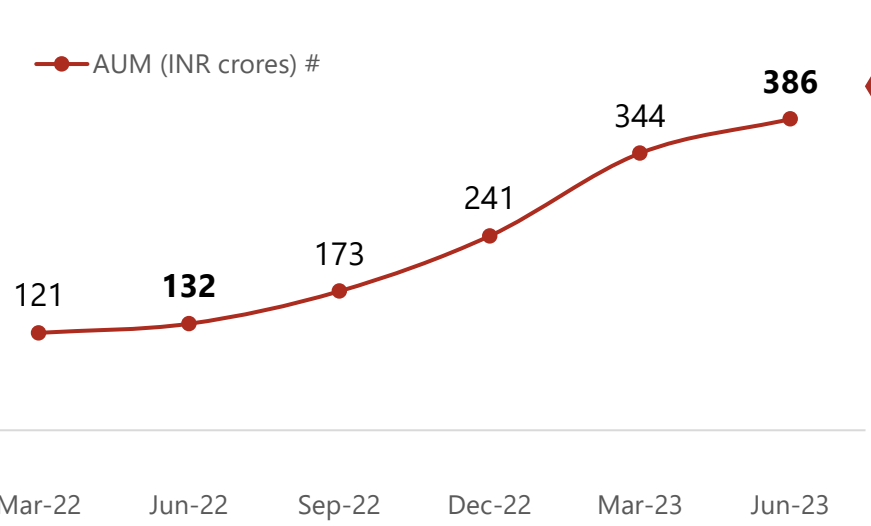


Q1 FY24 – 3x growth over last year

Improving Branch Vintage & Productivity

Branch Vintage	Branches	Avg. Vintage (Months)	AUM (₹ Crore)	AUM per Branch (₹ Crore)
1-12 Months	38	6	97.7	2.6
13-24 Months	8	16	51.0	6.4
25-36 Months	11	31	110.6	10.1
36+ Months	11	47	127.1	11.6
Total	61	18	386.4	5.7

AUM (INR crores) #



AUM grew 192% YOY

Branch Productivity	Jun'22	Jun'23
Period-end Branches	31	68
Branches (over 12 months vintage)	22	30
AUM per Branch (over 12 months vintage)	₹ 5.7 crore	₹ 9.6 crore

68% growth in AUM/Branch

Note: AUM before Ind-AS adjustments & includes managed book from Q1 FY23

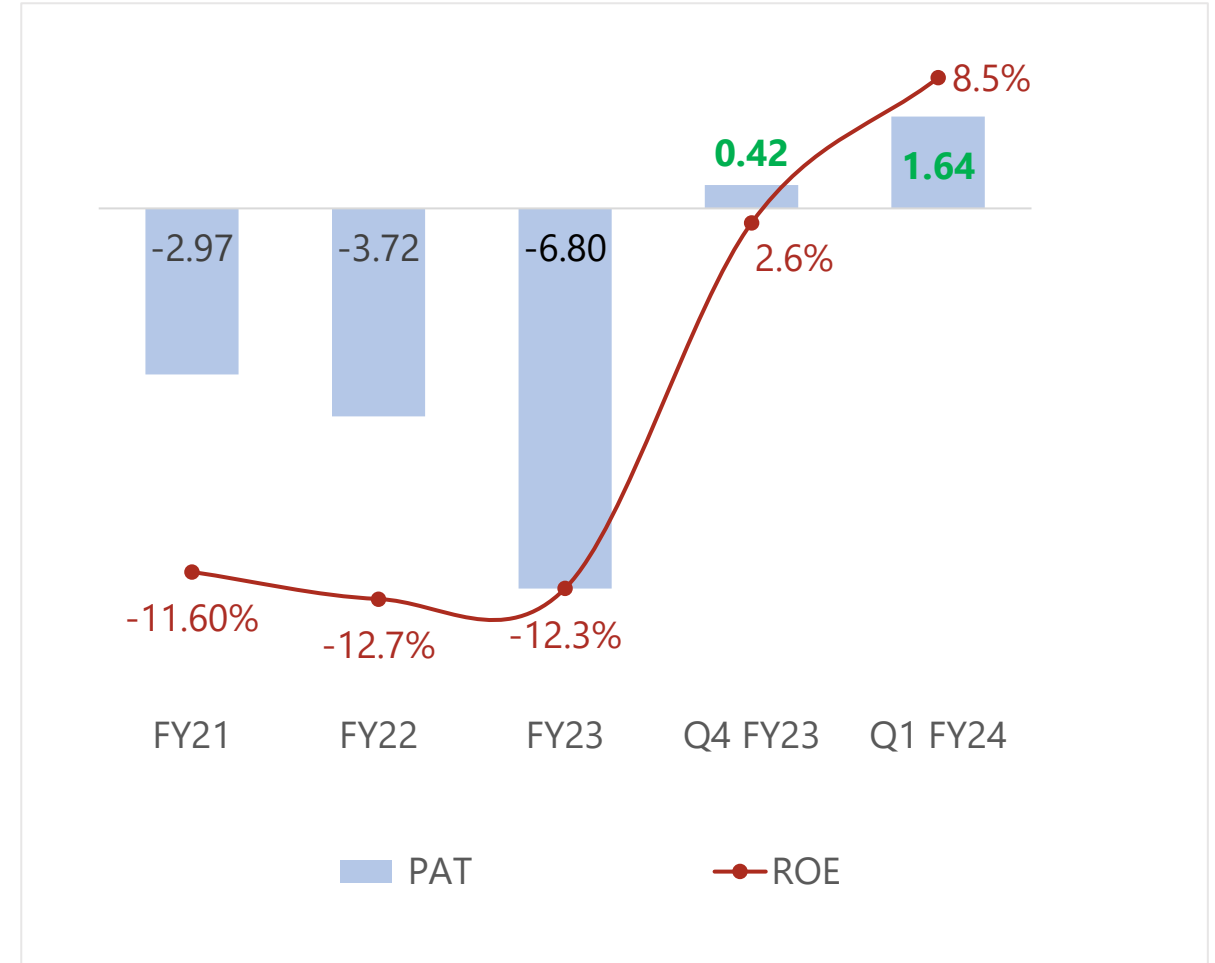
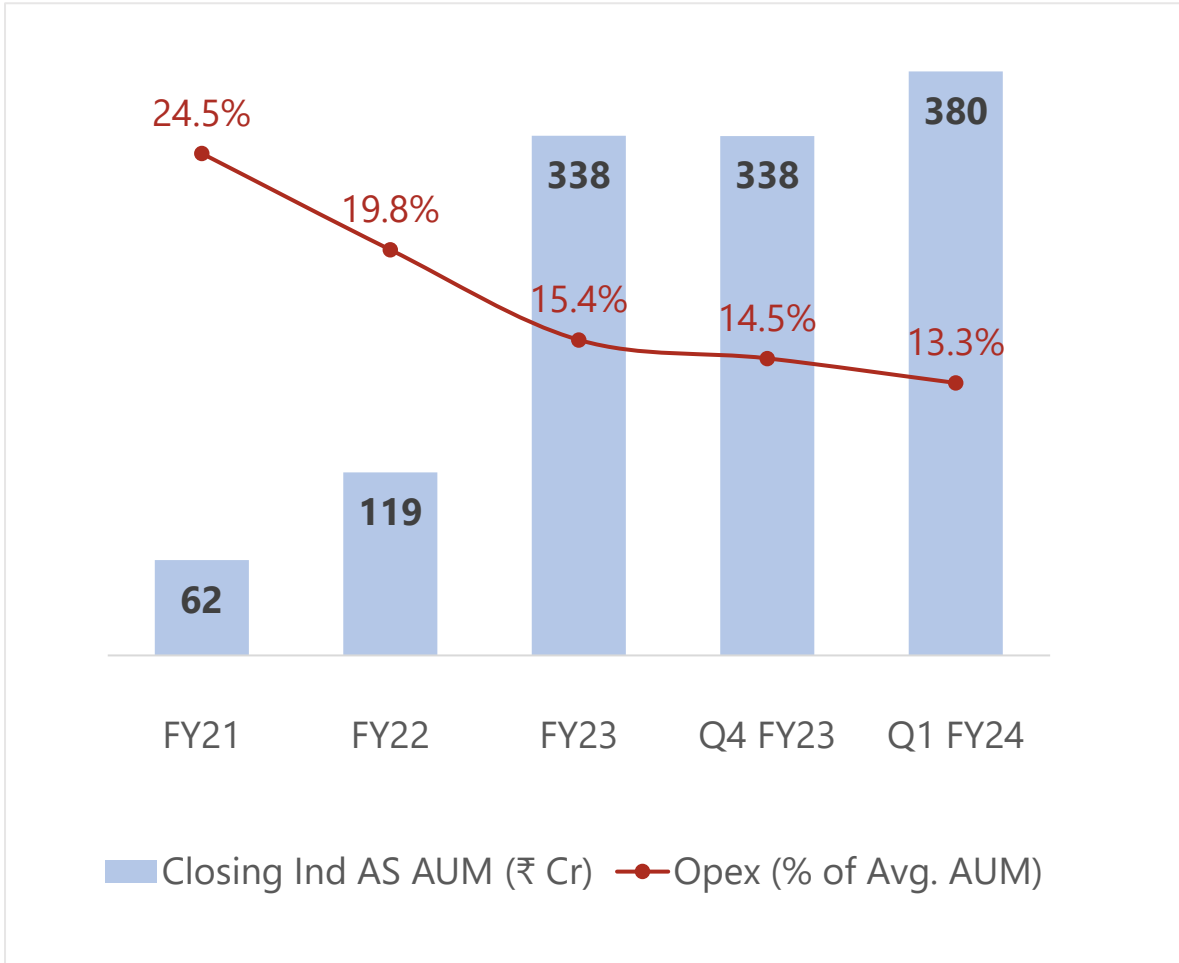


Strong increase in profitability in Q1 FY24



Increasing scale & productivity driving improvement in Opex and profitability

Quarterly Profitability Trend



Moneyboxx has a proven business model to execute MFI+ Loans



Competitive advantages of MONEYBOXX



On-ground presence

Solid understanding of local economies and sectors;
Strong collection mechanism



Origination: Direct-to-customer

No DSA. Direct sourcing leads to better customer understanding and long-term relationship



Robust underwriting

In-depth analysis using traditional & alternative data;
Customized methodology for various segments



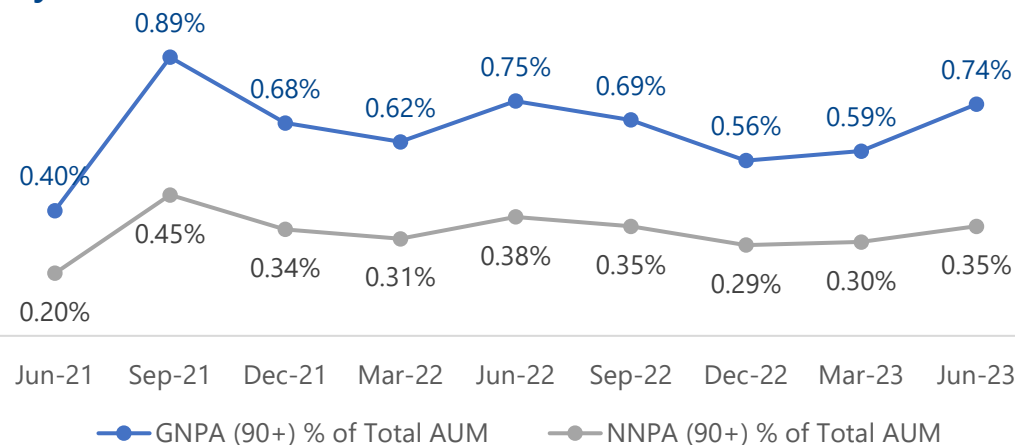
Tech-driven Approach

Digital processes, IT enabled decision making
& strong analytics

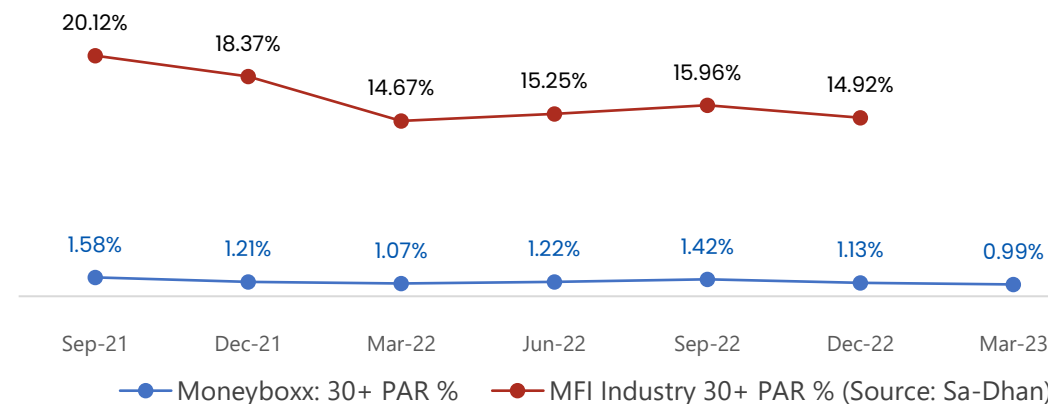
Proven underwriting capabilities amidst challenging environment



Very Low NPAs



Robust asset quality despite pandemic





Q1 FY24: Results at a glance

Further improvement in profitability in Q1 FY24 driven by growing AUM and productivity

Results at a glance:	Q1 FY24	Q4 FY23	Q1 FY23	% YOY	% QOQ
Period ending	Jun-23	Mar-23	Jun-22		
Operations					
Branches (period end)	68	61	31	119%	11%
Branches (period avg.)	65	57	30	116%	14%
Business (₹ crore)					
Disbursements	90	146	30		
AUM	380	338	130	192%	12%
Key Financials (₹ crore)					
Total Income	23.52	18.62	8.48	177%	26%
Profit after taxes	1.64	0.42	-1.60		291%
ROE	8.5%	2.6%	-14.6%		
Total assets	331.92	331.98	167.35	98%	
Equity	78.20	76.40	53.28	47%	2%
Debt	230.46	231.37	103.81	122%	
Subordinated Debt	6.64	6.63	6.53	2%	

- ▶ 192% AUM growth over last year driven by improving productivity & new branches
- ▶ Strong unit economics with High NIM of over 15%
- ▶ High NIMs, declining Opex % and declining borrowing cost to further drive profitability

Note: AUM includes co-lending/managed book from Q1 FY23 onward

Income Statement



INCOME STATEMENT (INR Lakhs)	FY21	FY22	FY23	Q1 FY23	Q4 FY23	Q1 FY24
(i) Interest Income	1,085	2,229	4,880	835	1,772	2,205
(ii) Fee & Commission Income	11	30	146	12	80	120
(iii) Net gain on fair value changes			15	-	8	24
Income from Operations	1,096	2,259	5,041	847	1,860	2,349
(iv) Other Income	4	71	3	0	2	3
Total Income (I)	1,100	2,331	5,044	848	1,862	2,352
Finance Cost	360	1,056	2,168	403	705	851
Employee Benefits Expenses	818	1,303	2,565	457	732	879
Other Expenses	218	396	793	124	257	250
Depreciation & amortisation	81	94	173	34	52	67
Impairment on financial instruments	11	134	339	37	85	129
Total Expenses (II)	1,488	2,983	6,038	1,055	1,831	2,175
Profit/(loss) before tax (I-II)	-389	-652	-994	-208	31	177
Total Tax Expenses (DTA)	-91	-280	-314	-48	-11	14
Profit/(loss) for the year	-297	-372	-680	-160	42	164

Other Important Updates



Diversification of funding sources and lowering of funding cost

Partnerships : Over ₹400 crores per annum **lending tie-ups** in place.

Low-cost & Diversified Funding: Increased lenders count to **27 including 8 leading Banks** (SBI, HDFC Bank, IDFC First, AU SFB, DCB Bank, Federal Bank, Utkarsh SFB & Fincare SFB) & NBFCs

NCD Issue: Raised ₹ 20 Cr by issue of NCD to Vivriti Asset Management in Jul'23



Equity capital raise

Warrants issue of ₹ 13.45 crore to Promoters in Sep'22 (3.35 Cr received in Sep'22)

Raised ₹ 48.4 crore Equity in FY23

Target to raise over ₹ 100 crore Equity in FY24



Other Updates

Secured lending: Gaining momentum

Expanded **Branch Network to 72** as of today (**Target of 100+** by Mar'24)

Ongoing **impact initiatives** (vet doctor consultancy for livestock borrowers)

Launch of **CSR partnership** (Agro-forestry) to boost agriculture income of borrowers



THANK YOU



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