



MONEYBOXX FINANCE LIMITED

CIN L30007DL1994PLC260191

Registered Office: 523-A, Somdutt Chambers-II,
9, Bhikaji Cama Place, New Delhi-110066, India
Tel: 01145657452

E-mail: info@moneyboxxfinance.com

Website: www.moneyboxxfinance.com

BSE Limited

Floor 25, Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai-400 001

Date: August 08, 2024

Scrip Code: 538446

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 herewith the Investor Presentation for the Quarter ended June 30, 2024.

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**

Semant Juneja

Company Secretary and Compliance Officer



MONEYBOXX FINANCE LIMITED

Transforming Lives of Microentrepreneurs

Q1 FY25 Financial Results

August 8, 2024



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

Financial Results of Q1 FY25



About the Company

Moneyboxx Finance Limited –

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



Business Performance

Growing Profitability Q1FY25 – consistent improvement in metrics

Robust franchise – well positioned for AUM growth

Key Metrics - Highlights



Financial Position

Q1 FY25 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** ₹ 1-10 Lac, focusing on rural India
- ✓ Started in Feb'19, operating in **8** states with **104** branches (Jun'24)
- ✓ AUM ₹ **746*** crore (Jun'24)
- ✓ Transformed **160k+** lives, **58%** women, **30%** NTC (New-to-Credit)

Target FY26:

FY24



AUM ₹ 730 crore

100 branches

FY26



AUM ₹ 2,500+ crore (3.5x)

270+ branches (2.7x)

Driving Financial Inclusion

- ✓ Empowering **micro entrepreneurs**
- ✓ **Enabling 2x growth** in disposable income of borrowers in 3 years
- ✓ **Beyond-lending** impact initiatives

* before Ind-AS adjustments



MISSION STATEMENT

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

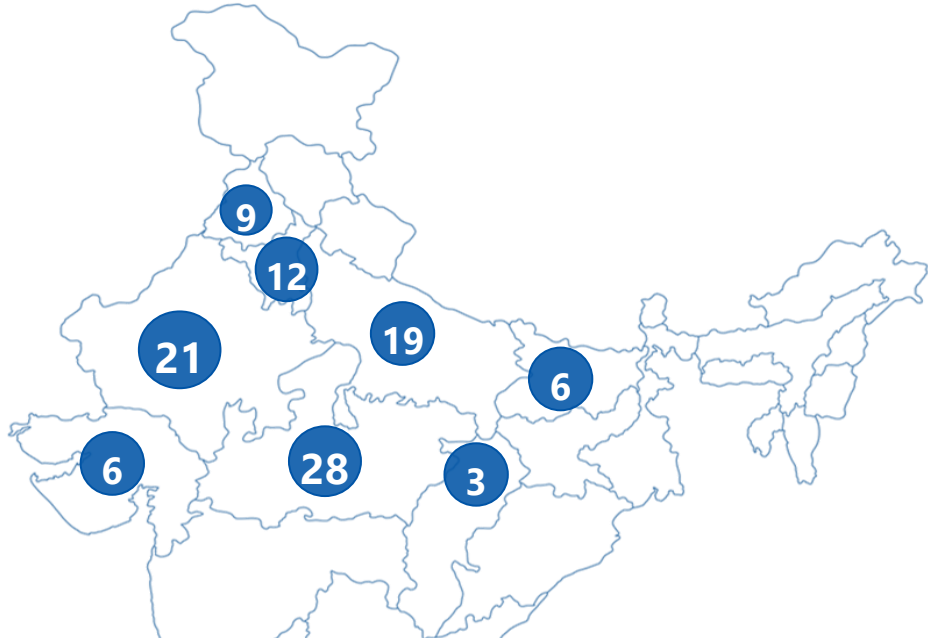


VISION STATEMENT

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



Journey so far – Successfully scaled up operations in five years



BRANCHES	Mar'21	Mar'22	Mar'23	Mar'24	Jun'24
Rajasthan	8	10	16	20	21
Madhya Pradesh	5	7	14	25	28
Haryana	5	7	12	12	12
Punjab	4	5	8	9	9
Uttar Pradesh	-	1	8	19	19
Chhattisgarh	-	-	3	3	3
Bihar	-	-	-	6	6
Gujarat	-	-	-	6	6
Total	22	30	61	100	104

Today we are...

Data as of June 30, 2024



104 Branches



54k+ Live accounts



1448 Employees



₹746* crore AUM



₹ 1313 crore
Cumulative disbursements



33 Lenders

Transforming lives



160k+
Borrowers funded



58%
Women



30%
New-to-credit

Beyond-lending impact initiatives



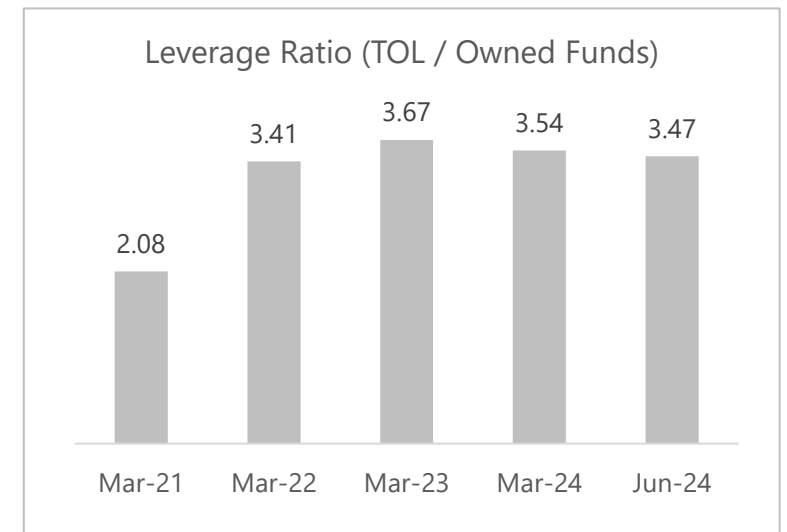
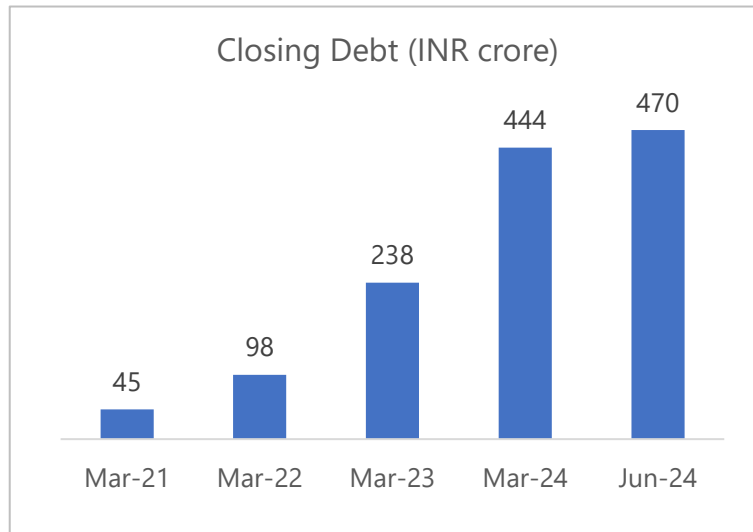
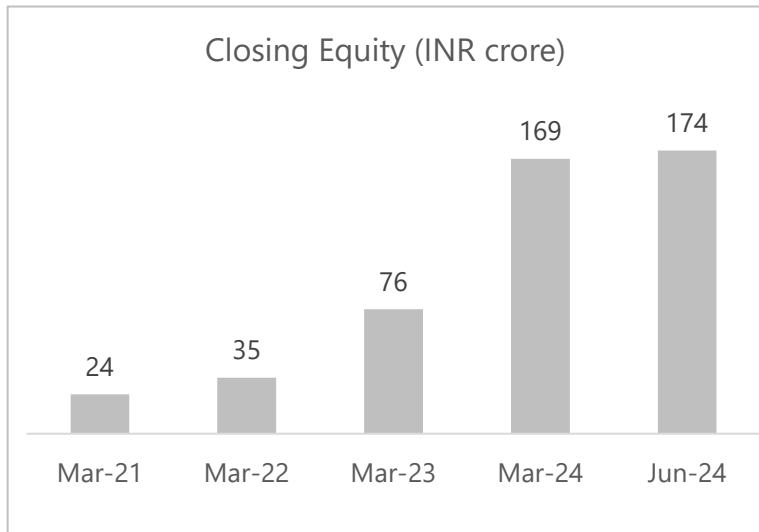
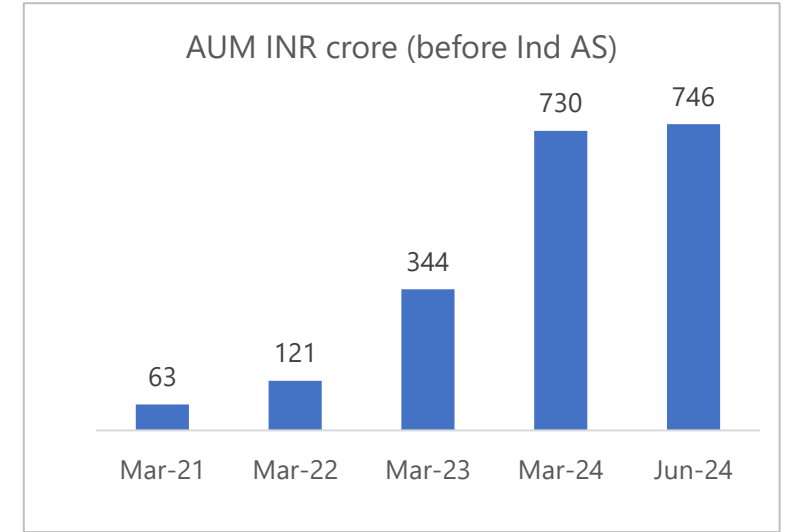
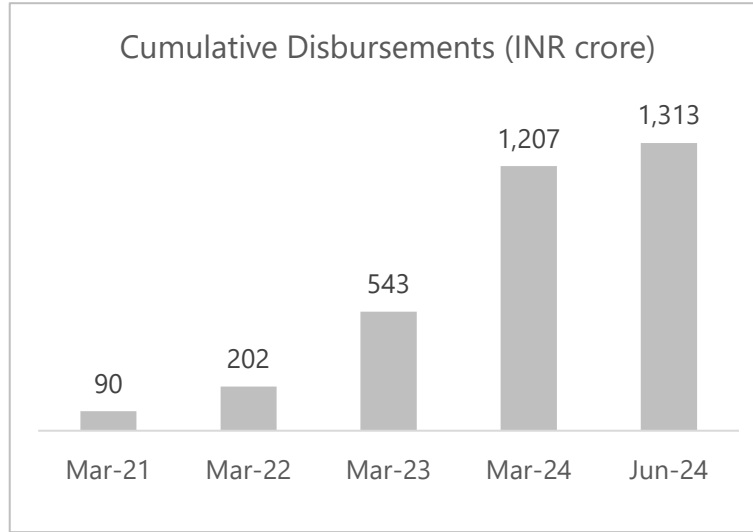
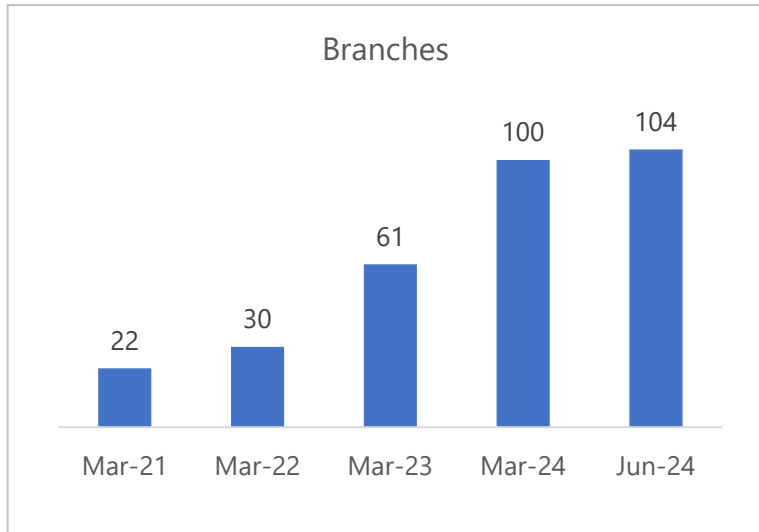
407k+
Free cattle diagnosis



12,000+
Fruit-bearing trees planted

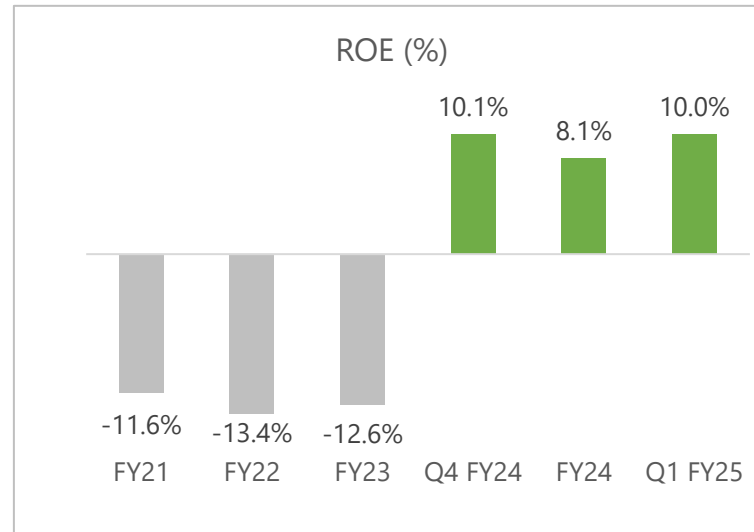
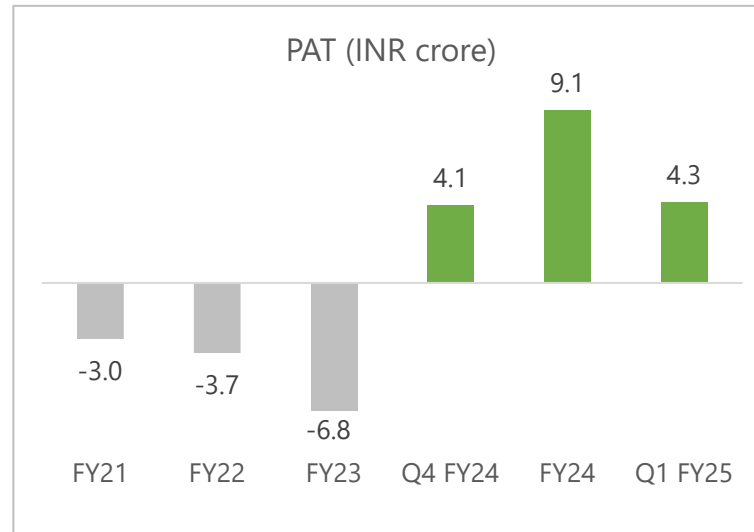
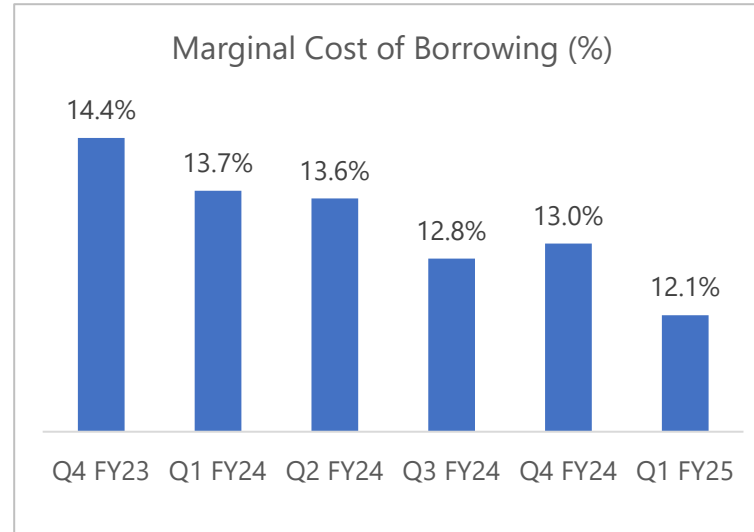
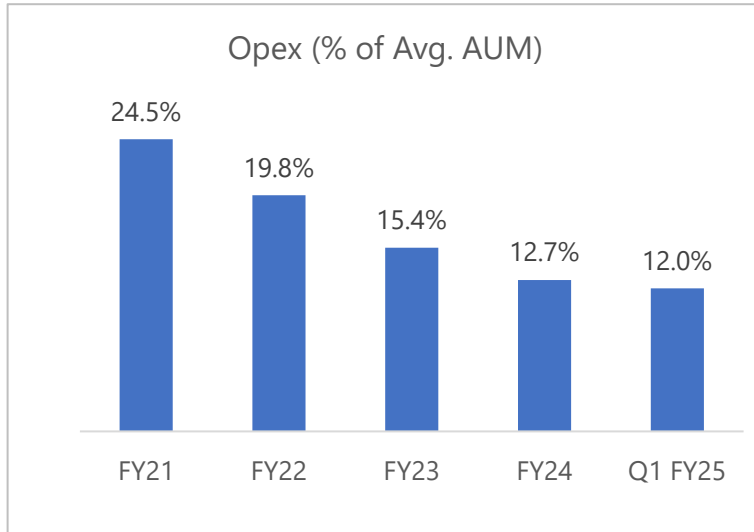
* before Ind-AS adjustments

Proven & scalable business model





Growing profitability in Q1 FY25



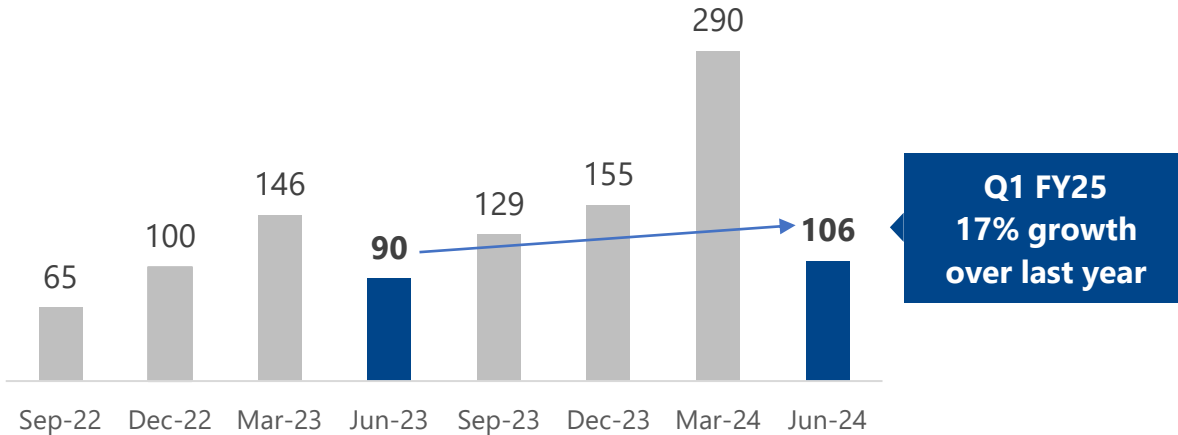
- ▶ Opex % is on declining trajectory driven by economies of scale and on track to achieve sub-10% by FY26
- ▶ Incremental COB continues to decline driven by scale, profitability and consequent rating upgrade
- ▶ COB is expected to decline further with the impending equity raise along with expected rating upgrade
- ▶ ROE will continue to improve over medium-to-long term driven by strong business fundamentals



Robust franchise well positioned for AUM growth with increasing branch vintage and expansion

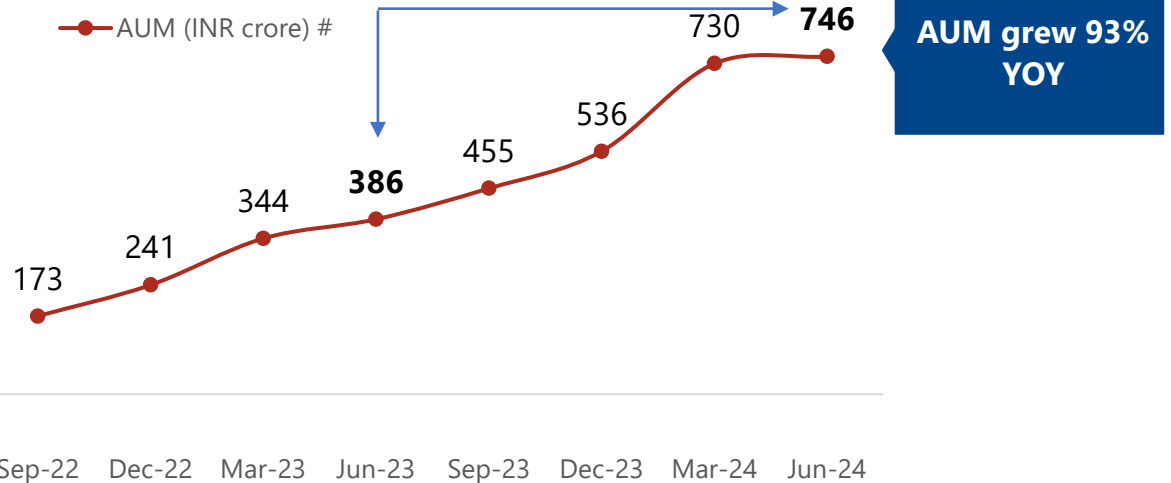


Quarterly Disbursements (₹ crore)



Improving Branch Vintage & Productivity

Branch Vintage	Branches	Avg. Vintage (Months)	AUM (₹ Crore)	AUM per Branch (₹ Crore)
1-12 Months	39	6	65	1.7
13-24 Months	35	19	284	8.1
25-36 Months	8	28	79	10.0
36+ Months	22	51	318	14.5
Total	104	22	746	7.2



Branch Productivity	Jun'23	Jun'24
Period-end Branches	68	104
Branches (over 24 months vintage)	22	30
AUM per Branch (over 24 months vintage)	₹ 10.8 crore	₹ 13.2 crore

**22% growth in
AUM/Branch**

Note: AUM before Ind-AS adjustments



Q1 FY25 Highlights – Key Metrics



Branches

Jun'24	104
Jun'23	68

~1.5x growth

AUM

Jun'24	₹ 746 Cr
Jun'23	₹ 386 Cr

~2x growth

Disbursements

Q1 FY25	₹ 106 Cr
Q1 FY24	₹ 90 Cr

~1.2x growth

Capital

₹ Cr	Equity	Debt
Q1 FY25	174	470
Q1 FY24	78	237

ROE

Q1 FY24	Q1 FY25
8.5%	10.0%

GNPA

Q1 FY24	Q1 FY25
0.74%	1.65%

CRAR

Q1 FY24	Q1 FY25
29.67%	27.84%

Credit Rating

CRISIL BBB/ Stable
IND BBB/ Stable

Note: before Ind-AS AUM including managed book ₹ 231.4 crores as of 30.06.2024

Growing network of Partners – Validation by leading lenders including 11 Banks



Existing Lenders



Lending Partnerships



* Equity fund raise of INR 271 crores (including warrants of ₹ 112.95 crore) announced in Q2 FY25

Announced equity raise of ₹ 271 crore*

Cum. equity capital raised ~ ₹ 179 crore so far

Equity Capital as on 30-06-2024	₹ crores	Price ₹ /Share
As on Mar'19	19.03	
FY20	11.65	70
FY22	14.42	95
FY23	48.39	115, 160
FY24	85.13	172
Q1 FY25: ESOP	0.63	
Total	179.24	
Q2 FY25: Announced equity raise	271*	302.20
Total	450.24	

Debt funding of ₹ 850+ crore

Debt as on 30-06-2024	Sanction	Outstanding
Term Loans from Bank	255.00	173.04
Term Loans from NBFC	419.50	174.46
PTC Securitization	74.75	48.64
NCD	97.00	67.56
Sub Debt	6.61	6.61
Total Term Debt (₹ crore)	852.86	470.31
- Liquid Funds		-84.82
Net Debt (₹ crore)		385.49

Debt position before Ind-AS adjustments

Additional on-tap liquidity of ₹ 500 crore p.a. from **Co-lending/ BC partnerships**

Q1 FY25: Results at a glance



Results at a glance:	Q1 FY25	Q4 FY24	Q1 FY24	% YOY	% QOQ
Period ending	Jun-24	Mar-24	Jun-23		
Operations					
Branches (period end)	104	100	68	52.9%	4.0%
Branches (period avg.)	101	96	65	55.9%	5.9%
Business (₹ crore)					
Disbursements	106	290	90	17.4%	-63.5%
AUM	746	730	386	93.0%	2.2%
Key Financials (₹ crore)					
Total Income	45.69	42.41	23.52	94.2%	7.7%
Profit after taxes	4.30	4.12	1.64	162.7%	4.4%
ROE	10.0%	10.1%	8.5%		
Total assets	675.8	669.2	331.9	103.6%	1.0%
Equity	174.0	168.9	78.2	122.5%	3.0%
Total Debt	470.3	443.9	237.1	98.4%	6.0%

- ▶ **93% AUM growth** YoY driven by improving productivity & new branches
- ▶ Growing profitability with PAT of **INR 4.3 crore in Q1 FY25** compared to INR 1.6 crore in Q1 FY24
- ▶ High NIMs, increasing operating leverage and declining borrowing cost to further drive ROE improvement



Q1 FY25: Ratios at a glance

Strong unit economics with increasing interest spread and adequate capitalisation

Key Ratios	Q1 FY25	FY24
Incremental Interest Spread		
Incremental Lending IRR	28.74%	29.38%
Incremental Borrowing IRR	12.05%	13.18%
Interest Spread	16.69%	16.20%
Average Interest Spread		
Average Lending IRR	29.03%	30.55%
Average Borrowing IRR	13.48%	14.61%
Interest Spread	15.55%	15.94%
Asset Quality		
30+ PAR (% of AUM)	2.84%	2.16%
Gross NPA (90+ PAR % of AUM)	1.65%	1.54%
Net NPA (90+ PAR % of AUM)	1.11%	1.04%
Credit Cost (Write-offs and ECL as % of Avg. AUM)	2.36%	1.34%
Leverage		
Leverage: TOL/Owned funds	3.47	3.54
Debt/Equity	2.70	2.63

- ▶ Q1 incremental spread increased by 49 basis points due to decline in incremental cost of borrowing
- ▶ Q1 average spread declined by 39 basis points on account of change in product mix towards secured loans
- ▶ Asset quality moderated in line with industry due to sluggish rural economy
- ▶ Near-term credit pressure expected to subside as the festive demand picks up and above normal monsoon
- ▶ Strongly capitalized for growth with the planned equity raise

Income Statement



(INR crore)	Q1 FY25	Q4 FY24	Q1 FY24	% YOY	% QOQ
Period ending	Jun-24	Mar-24	Jun-23		
Total Income	45.7	42.4	23.5	94.5%	7.8%
Less: Finance Cost	-15.0	-13.5	-8.5		
NIM & Fee Income	30.7	28.9	15.0	104.7%	6.2%
Employee Benefits Expense	-15.9	-13.6	-8.8		
Other Expenses	-4.5	-6.9	-2.5		
Depreciation & Amortisation	-1.6	-1.0	-0.7		
Opex	-22.0	-21.5	-11.9		
Operating Profit (Loss)	8.8	7.4	3.1	183.9%	18.9%
Less: Loan Write-offs	-3.9	-1.9	-0.5		
Less: ECL Provisions	-0.5	-1.0	-0.8		
Profit before taxes	4.5	4.4	1.7	164.7%	
Deferred taxes	-0.2	-0.8	-0.1		
Current taxes	0.0	0.5	0.0		
Profit after taxes	4.3	4.1	1.6	168.8%	4.9%

- ▶ **94% Income** growth in Q1 FY25 over Q1 FY24 driven by AUM growth and branch expansion
- ▶ Loan write-offs pertain to portfolio affected by uneven rains and subdued rural demand last year
- ▶ Consistent **improvement in quarterly profitability** with scale, improving yield and declining cost of borrowings

Other Important Updates



Diversification of funding sources and lowering of funding cost

Partnerships: visibility of ₹ 500 crore p.a. of lending partnerships (BC/CLM)

Low-cost & Diversified Funding: Increased lenders count to **33, including 11 leading Banks**. In FY25, focus on increasing borrowing from banks

NCD & PTC Issuance: Raised ₹ 97 crore via NCD issuance and raised ₹ 49 crore through PTC (securitization) since inception



Equity capital raise

Equity raise of ₹ 271 Cr (including warrants ~ ₹ 113 crore) announced in Q2 FY25

Equity raise of ₹ 179 Cr since inception (₹ 85 Cr in FY24)

Equity to more than double in FY25 (vis-à-vis FY24)



Other Updates

Secured lending: Gaining momentum and in line to reach 40% of AUM by Mar'25 (27% in Jun'24)

Plan to increase **branches to 175** by Mar'25

Ongoing **impact initiatives** (vets in branches for free cattle health management)

Bio-gas digester and agro-forestry initiatives as part of sustainability efforts



THANK YOU



Gurgaon Corporate Office Address

Moneyboxx Finance Ltd, DLF Building 8, Block A, 4thFloor, DLF Cyber City, Gurugram - 122002, Haryana

Mumbai Head Office Address

Moneyboxx Finance Ltd, Wing A-411, Kanakia Wall Street, Andheri East, Mumbai-400093 Maharashtra



info@moneyboxxfinance.com



www.moneyboxxfinance.com

