



May 28, 2024

To, The General Manager Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001. <u>Scrip Code: 540268</u>	To, The Manager Department of Corporate Compliance National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051. <u>Scrip Code: TRU</u>
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Subject: Earnings Presentation

Dear Sir/Madam,

This is to inform you that the Board of Directors of TruCap Finance Limited at its meeting held today, i.e., Tuesday, May 28, 2024, has approved the Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended March 31, 2024.

In this regard, pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, and in furtherance to our letter dated May 22, 2024, enclosed herewith the Earnings Presentation. The same is uploaded on the website of the Company i.e. www.trucapfinance.com.

A copy of the earnings presentation is attached herewith.

We request you to take the above on record.

Thanking You,

Yours faithfully,
For TruCap Finance Limited

Sonal Sharma
Company Secretary & Compliance Officer
Encl: As above

TruCap Finance Limited
(Formerly known as Dhanvarsha Finvest Limited)

Regd. Off. : 3rd Floor, A Wing, D.J. House, Old Nagardas Road, Andheri (East), Mumbai – 400 069
Tel. : 1800 210 2100 | contact@trucapfinance.com | www.trucapfinance.com | CIN : L24231MH1994PLC334457



TruCap Finance Ltd



Lender to MSMEs with a thrust on Sustainability and Financial Inclusion

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Company Overview



At a Glance



AUM
INR 10.3 Bn



FY'24 Disbursals
INR 13.2 Bn



Branches
128



Average Loan Ticket Size
INR 0.12 Mn



Active Lenders
45+



Active
Customer Base
96,700+



Cumulative
Customer Served
317,500+

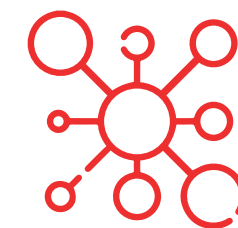


Gross NPA
1.3%

Partners



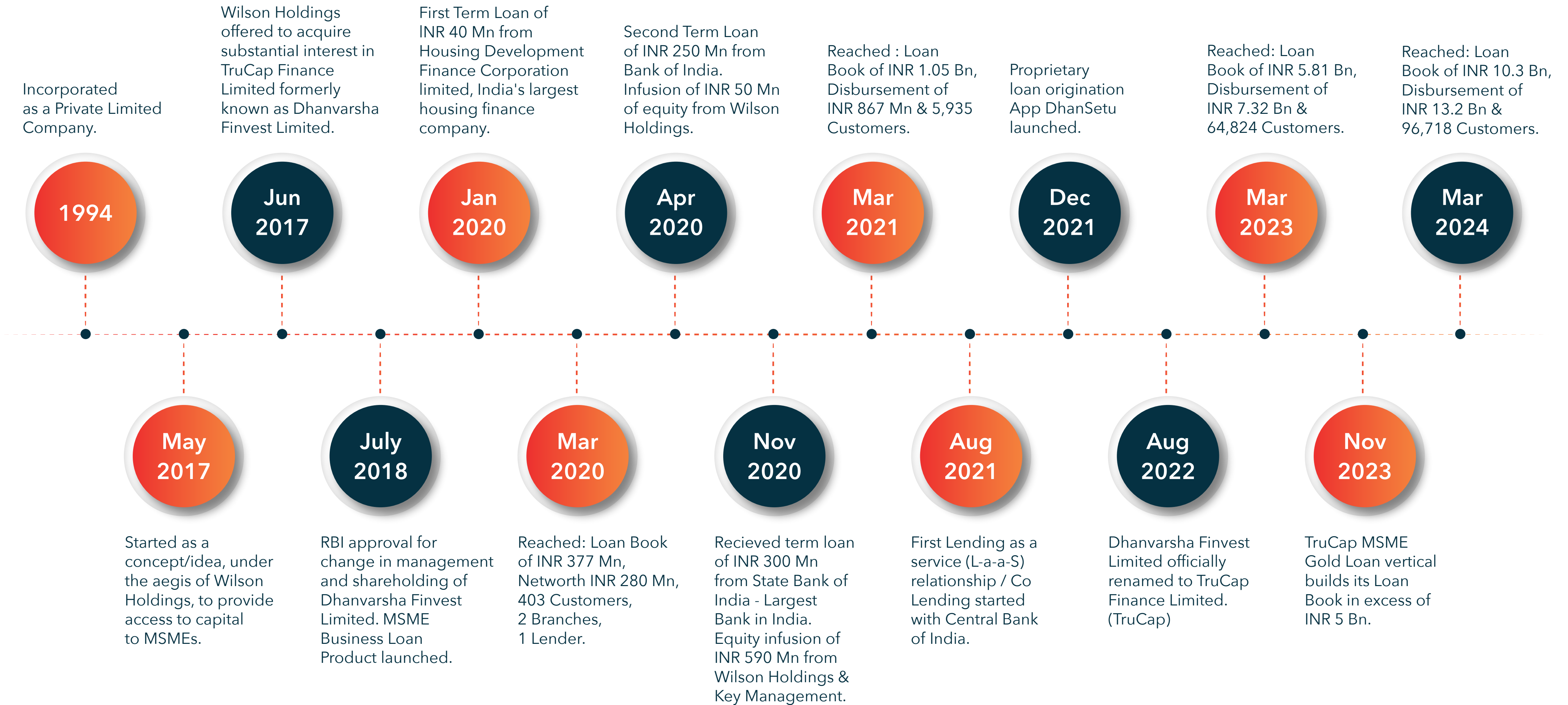
L-a-a-S Partners
7



Distribution Partners
100+

Lender To India's MSME Needs With A Thrust On Sustainability & Financial Inclusion

Journey So Far



Product Mix Catering to MSMEs

TruCap believes in providing financial access through a diverse range of product offerings to underserved MSMEs. The company is a one-stop solution for all Credit requirements, categorized and customized as per the customer's needs. The products are easily accessible without any hassles with transparent processes and affordable interest rates.



Gold backed Loans

Loan Range - INR 0.1-5 Mn

Loan Tenure - 12 months

Average Ticket Size - INR 0.1 Mn

Interest Rate - 15-21%

LTV - 60-75%

Basis of Credit Approval - Purity-22Karat



Business Loans

Loan Range - INR 0.1-5 Mn

Loan Tenure - 12-36 months

Average Ticket Size - INR 0.1 Mn

Interest Rate - 15-22%

Basis of Credit Approval - Cash
flow analysis



Green Energy Finance

Loan Range - Upto INR 0.2 Mn

Loan Tenure - Upto 12-24 months

Average Ticket Size - INR 0.12 Mn

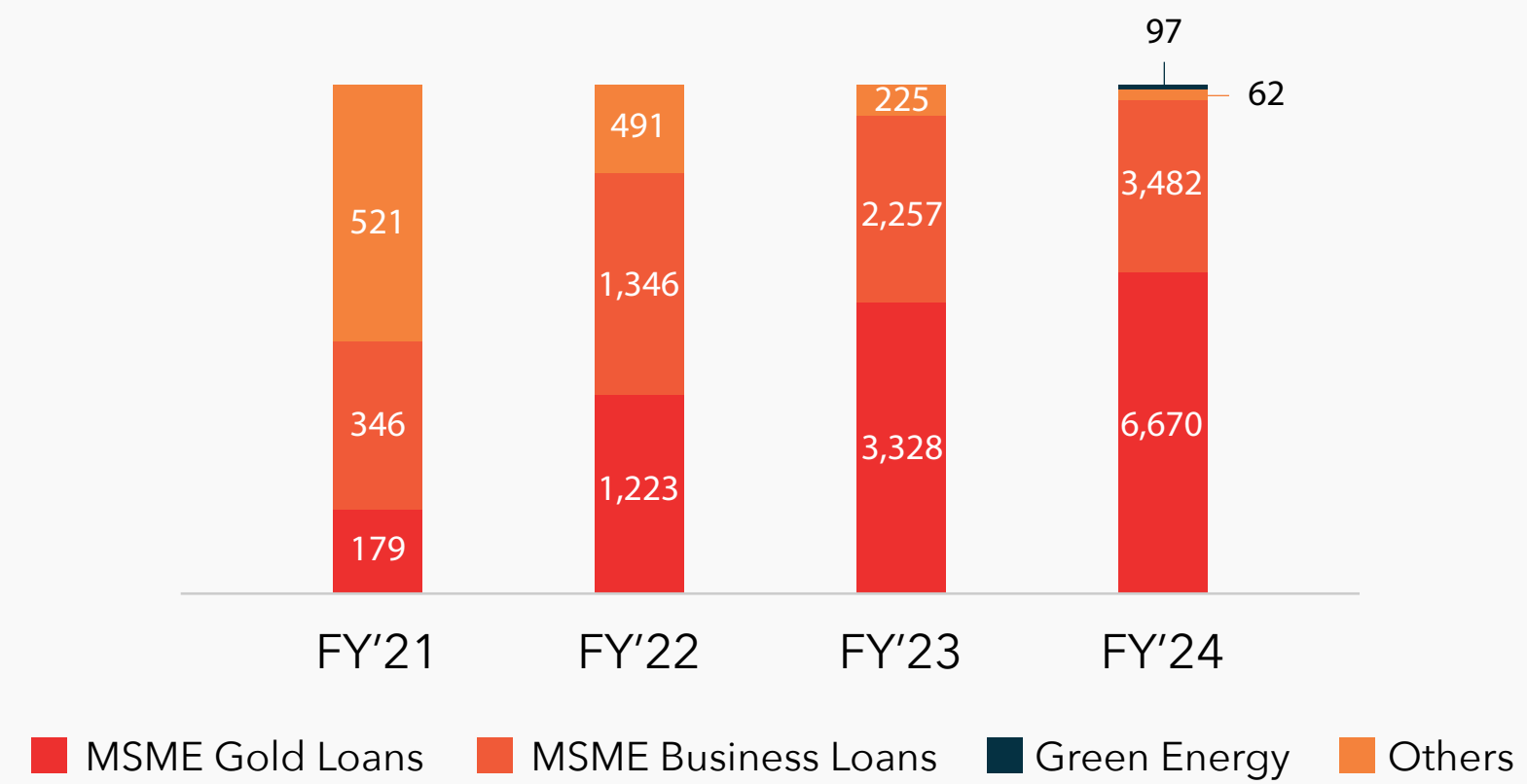
Interest Rate - 16-20%

LTV - Upto 75%

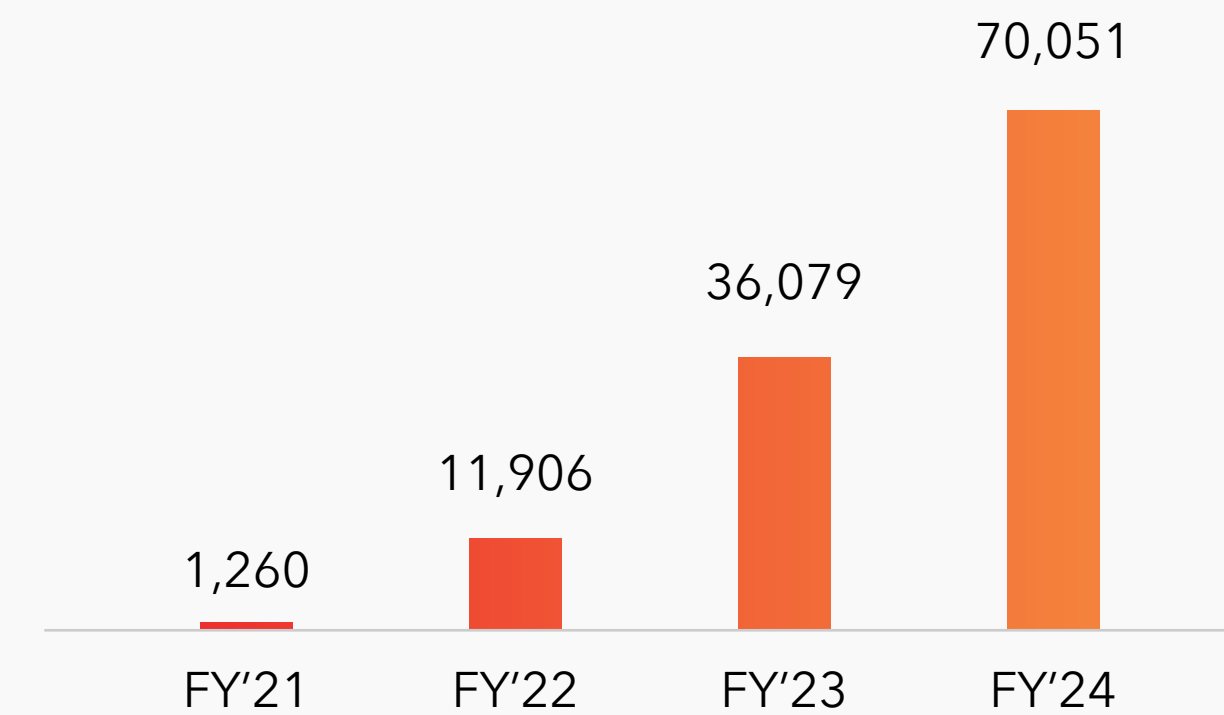
With Financial Inclusion at the Helm

Unwavering commitment to support under-served, women led and clean energy led businesses

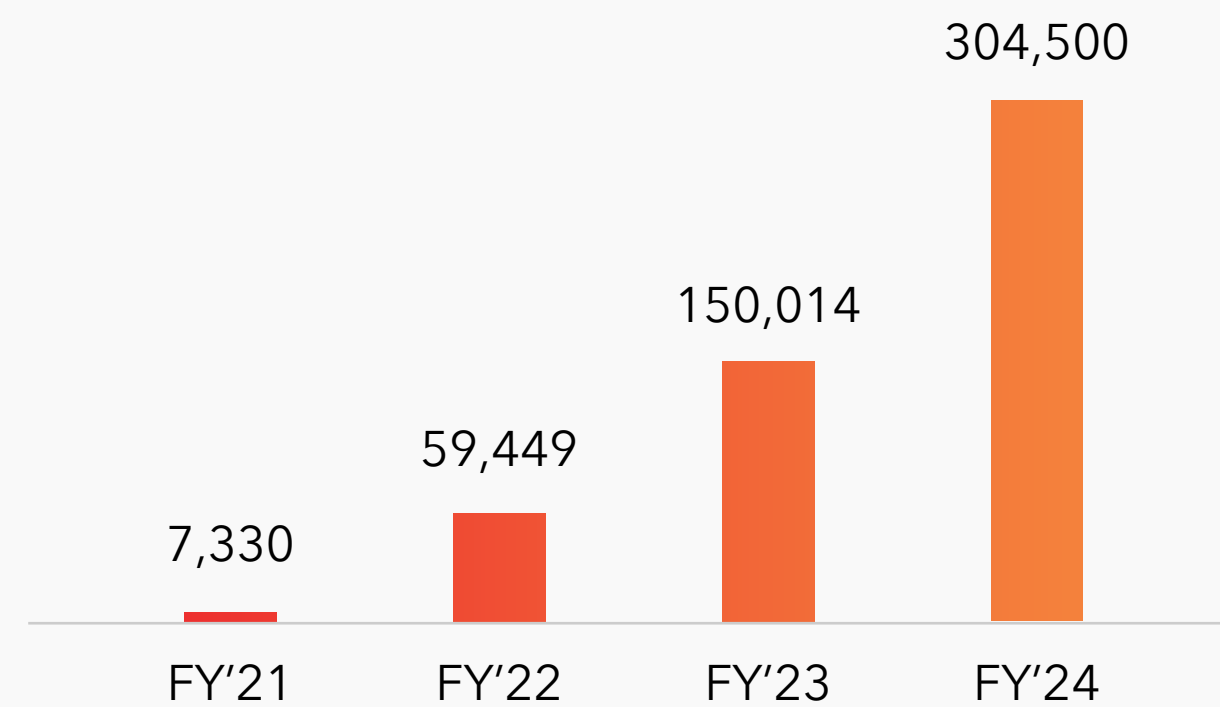
AUM Split (INR Mn)



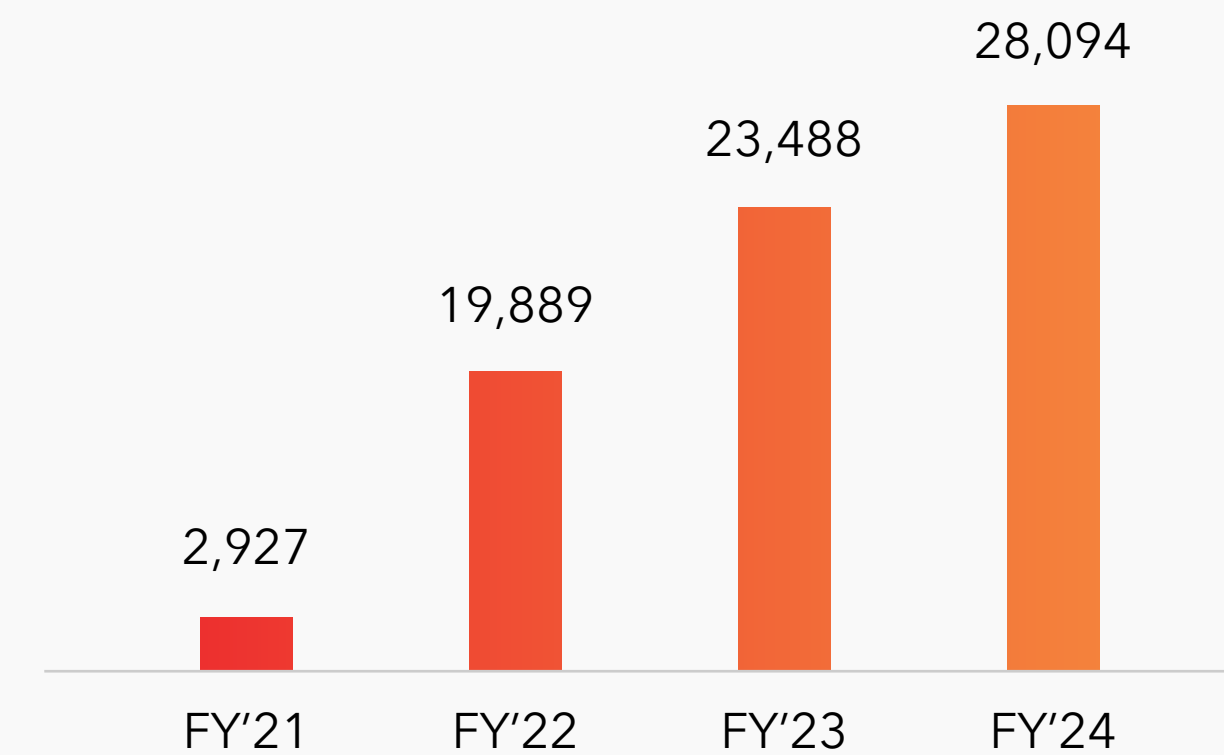
Increasing Number of Women Borrowers



Borrowers having exposure below INR 0.5 Mn ticket Size

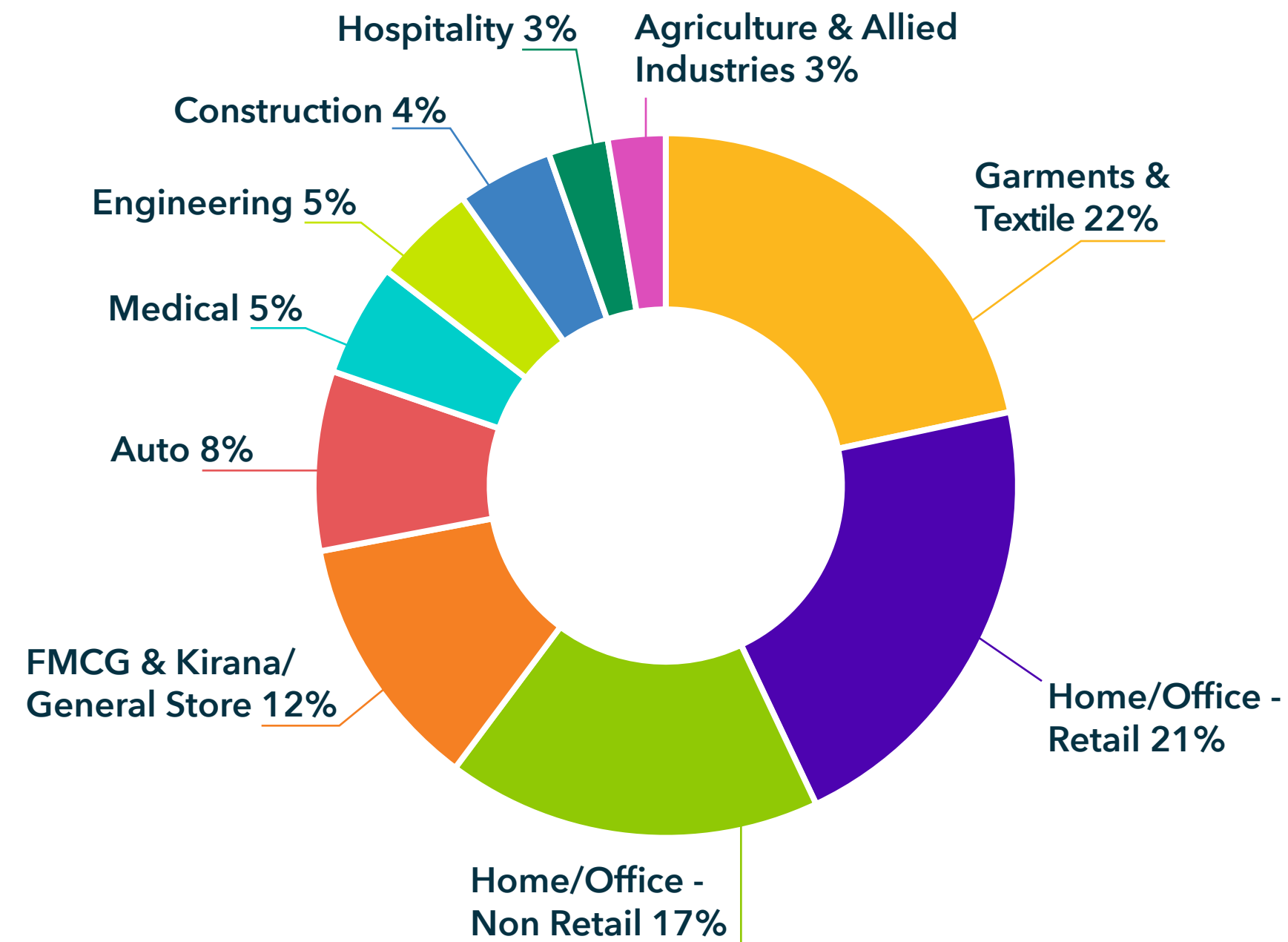


New to Credit Borrowers

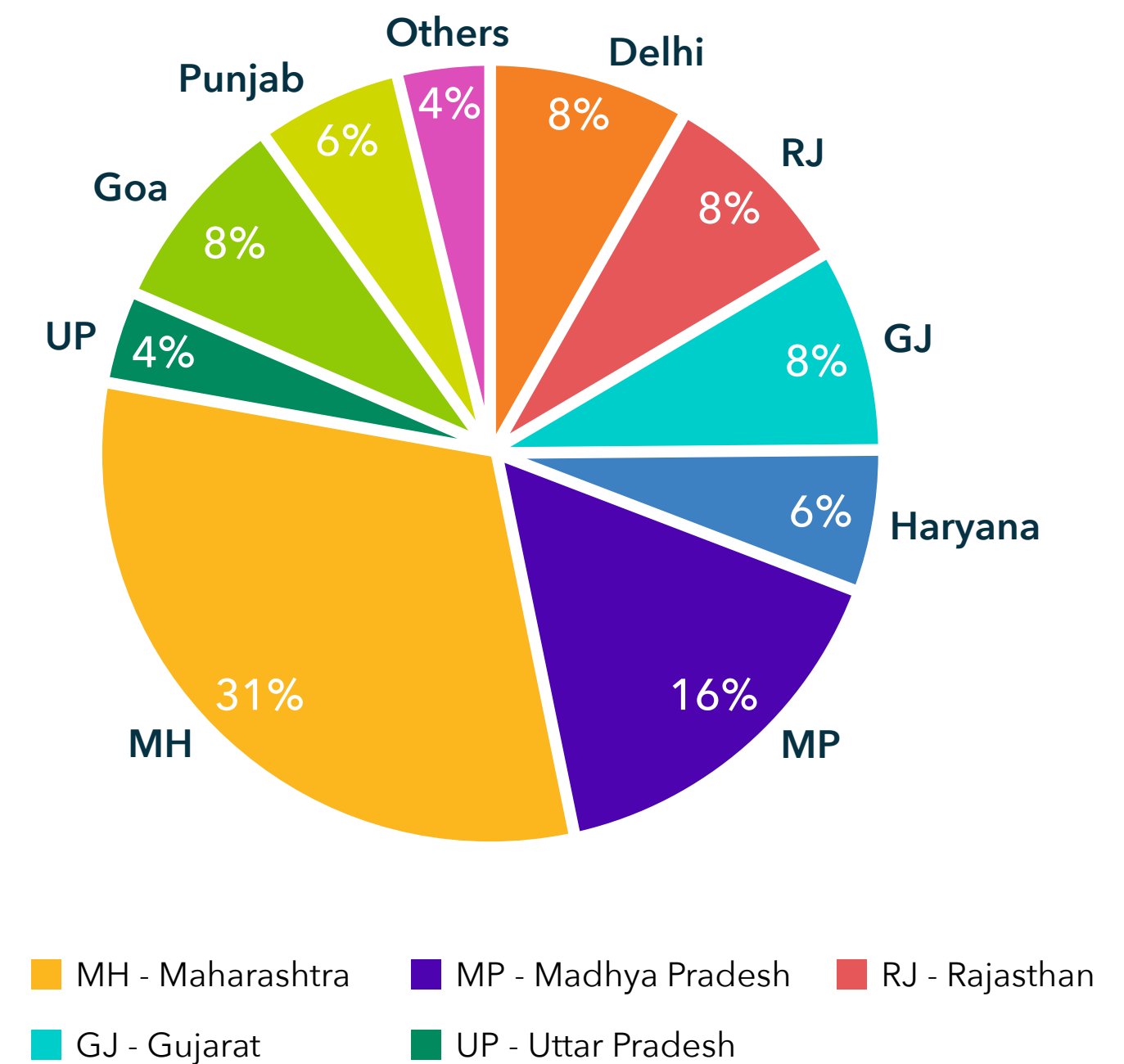


Sectoral and Geographical Split of Loan Portfolio

Top 10 Sectoral Mix as on March-24



Geography



Home/Office - Retail refers to retail cash and carry shops like hardware stores, furniture shops, etc.

Home/Office - Non Retail refers to wholesale manufacturers and distributors of home appliances.

Business Highlights

Particulars (INR Mn)	FY'23	FY'24
Disbursements (Excl. Renewal)	7,321	13,164
AUM	5,810	10,311
MSME Gold Loans AUM	3,328	6,670
MSME Business Loans AUM	2,257	3,482
MSME Gold Loans AUM %	57%	65%
MSME Business Loans AUM %	39%	34%
L-a-a-S Portfolio	1,611	4,333
L-a-a-S Portfolio %	28%	42%
Interest Income	932	1,158
Finance Cost	508	787
Total Income	1,240	1,820
Total Opex	659	911
Profit Before Tax	72	122
Profit After Tax	55	117
GNPA %	2.2%	1.3%
NNPA %	1.8%	0.8%
CRAR %*	34%	25%
Experiential Centers (Count)	79	128
Active Customers (Count)	64,824	96,718

*Recent Fund Raise Efforts

Company announced a warrant infusion of INR 482 Mn in Nov'23. INR 120.6 Mn (or 25% of warrant subscription) was received in early Feb'24.

Company announced a warrant infusion of INR 400 Mn in Apr'24. The approval from shareholders of the company for the said infusion has been obtained on 22nd May 2024. 25% of the warrant subscription amount is expected in the next 2 weeks.

Company announced INR 600 Mn warrant infusion on 28th May 2024. Extra Ordinary General Meeting for shareholders' approval is expected to be held on 27th June 2024. 25% of the warrant subscription amount is expected in July 2024 post regulatory approval.

Post completion of all warrants issuances, anticipated net worth of the company is expected to be in excess of INR 3.5 Bn.

How is TruCap Addressing Needs of MSMEs



Latent MSME Potential in India



MSMEs Market Size

63.4Mn MSMEs in India, over 99% of total MSMEs qualify as micro-enterprises that make up to 63.1Mn enterprises

Potential Addressable Market size: INR 819 Bn

Only 14% of MSMEs have access to Credit

350 Mn Blue-collared workers



MSMEs Contribution to India's GDP

29%, Exports (2022): 50%

Contributes to 6% to India's manufacturing GDP & 24.6% to the service GDP.

Accountable for 1/3rd of India's Manufacturing Output.

Number of People Employed by MSMEs in India: Current ~130 Mn, Projected (2024): ~150 Mn



MSMEs Credit Needs

Addressable credit gap in the MSME sector is INR 25.8 trillion*

This credit gap still persists due to limitation of credit lending mechanism of...

- A. Thin credit history at the lower end of the spectrum
- B. Balance Sheet based lending
- C. Reliance on "tangible" collateral limits credit expansion



MSMEs Growth Outlook

Bank credit to MSMEs expected to increase at a CAGR of 16%-18% in the next two years, driven by their pivotal role in the Economy.

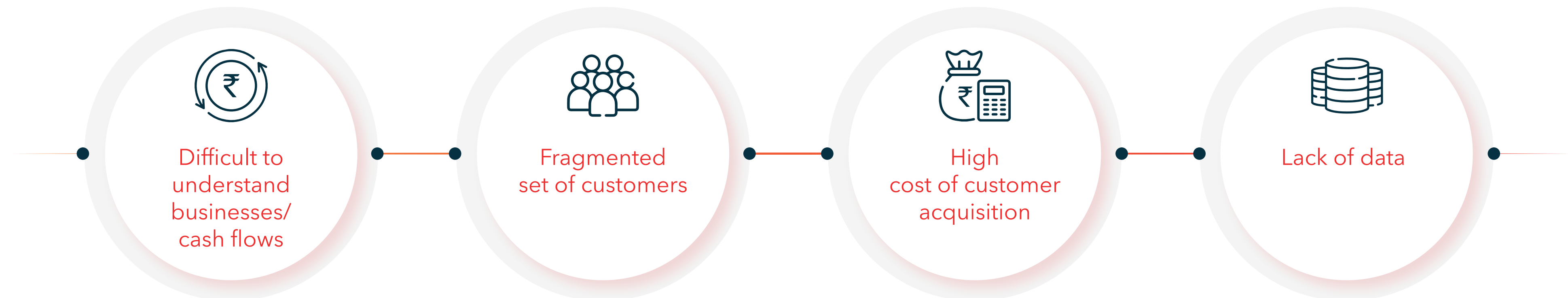
Indian economy aimed to be the 3rd largest in the world in next 5 years, fuelled by unprecedented growth in MSME sector.

Relatively Un-addressed & Undeserved Market

Challenges MSME Customers face when trying to get a loan



Challenges Lenders face when catering towards MSMEs



Loan Growth driven by Capital Efficiency with L-a-a-S Partners

Balance Sheet (INR Mn)	Mar'23	Jun'23	Sep'23	Dec'23	Mar'24
L-a-a-S Disbursement (INR Mn)	1,258	2,057	2,048	2,023	3,264
L-a-a-S Disbursement (%)	33%	43%	46%	45%	45%
L-a-a-S AUM (INR Mn)	1,611	2,209	3,075	3,467	4,333
L-a-a-S AUM (%)	28%	33%	39%	41%	42%

INR Mn

L-a-a-S Partner Name	Product	Cumulative Disbursement	Total AUM
DCB Bank Limited	Gold Loan	5,537	2,048
Shivalik Small Finance Bank	Gold Loan	2,874	1,243
Central Bank of India	Gold Loan	4,666	822
Ugro Capital	Business Loan	626	576
HDFC Bank	Business Loan & Gold Loan	702	349
Ratnaafin Capital Private Limited	Business Loan	23	23
SIDBI	Business Loan	1	1

What is L-a-a-S?

In an effort to bolster lending to MSMEs, the company has focused on developing 'Lender as a Service' (L-a-a-S) partnerships with large lenders who have a bigger capital base relative to TruCap.

In L-a-a-S, TRU serves as a minority capital provider but does the entire sourcing, servicing and collection effort in the partnership.

Benefits for TruCap

Sourcing partnership with large lenders to realize last mile affordable credit inclusion.

TruCap contributes upto 20% while the remainder portion is funded by the Financial Institution.

Growth with higher IRR.

Enables cheaper funding in debt table.

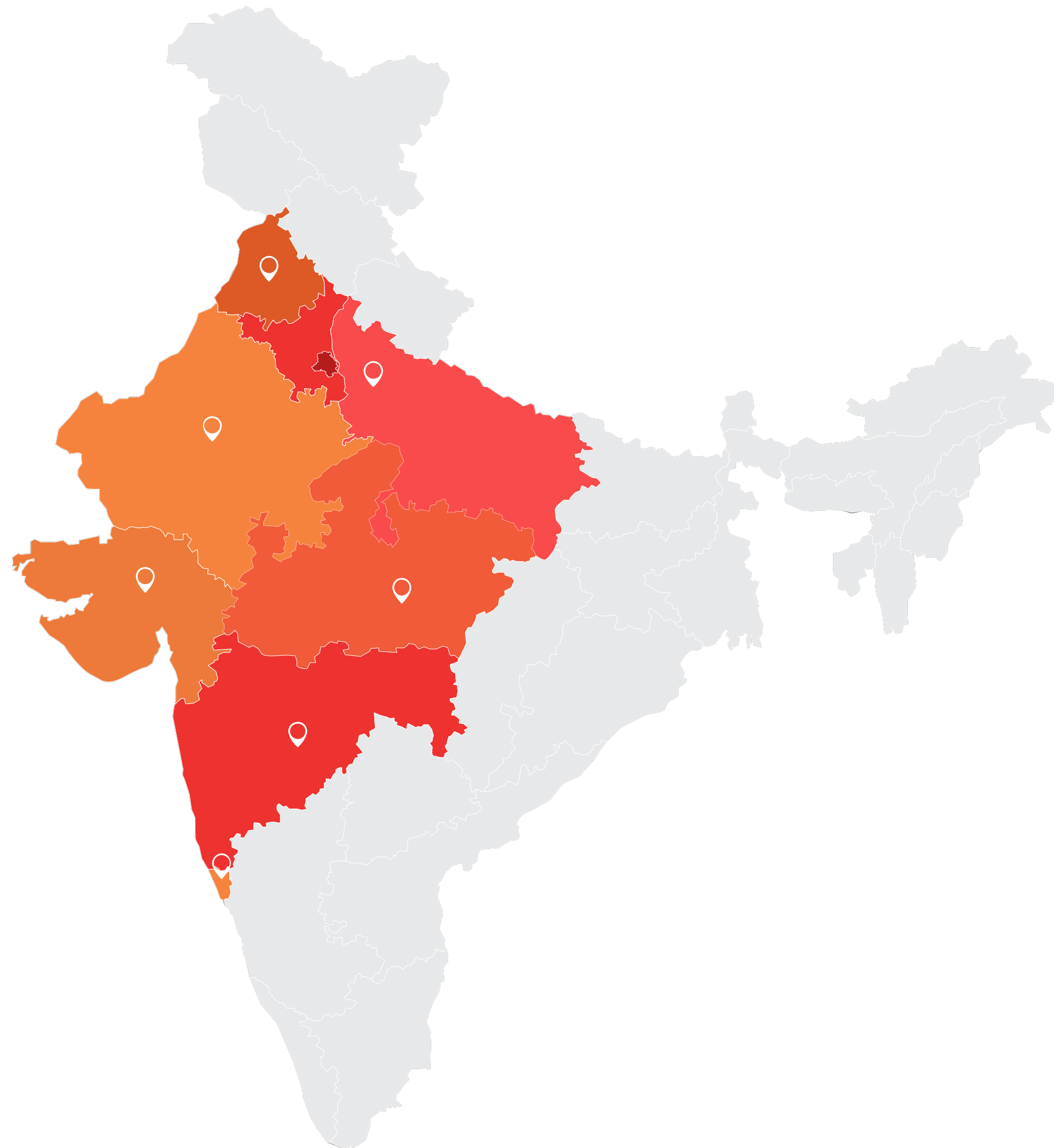
Benefits for L-a-a-S Partners

Derive benefit from TruCap's distribution, robust underwriting practices and collection processes

Supported by a robust risk and technology framework

No cost of opex, capex or marketing

Cluster-based Distribution Network...



128 Experiential Centres

- 33 Maharashtra
- 20 Madhya Pradesh
- 22 Rajasthan
- 18 Delhi NCR/ Haryana
- 16 Gujarat
- 11 Punjab
- 8 Goa

Expanding network to cater to MSME customers for both Gold & Business Loans.

The states of Maharashtra, Gujarat, MP, Haryana and Delhi-NCR comprise 35% of MSME enterprises.

87 Experiential Centres are located in these geographies which are the hub of micro and small enterprises units.

...Focused Largely in Tier II/III/IV Cities...

Branch additions		FY'20	FY'21	FY'22	FY'23	FY'24	Total Branches
Tier I	Maharashtra		2	4	5		19
	Delhi/NCR			3	4		
	Goa						
	Madhya Pradesh						
	Gujarat	1					
	Rajasthan						
	Punjab				5		
Tier II/III/IV	Maharashtra		4	3	2	10	109
	Delhi/NCR		4	1	4	4	
	Goa			2	13	2	
	Madhya Pradesh			7	5		
	Gujarat					10	
	Rajasthan	1				21	
	Punjab					11	

Network strength



128 branches across 8 states in India



More than 85% of our branches are located in MSME hubs of Tier II, III, IV cities

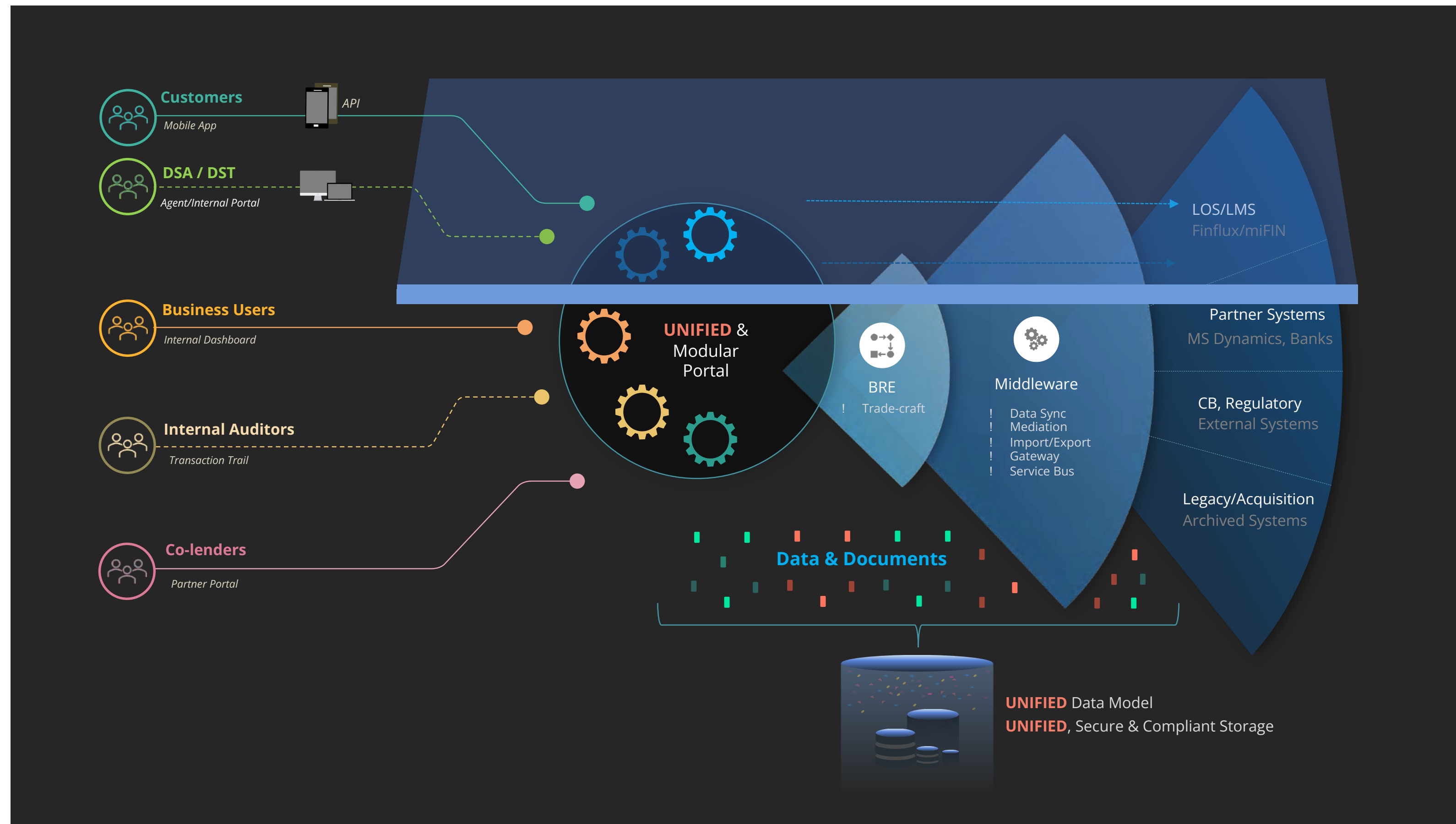


Generating significant local employment opportunities



Expected to lead the next phase of economic growth

...With a Scalable Tech Platform



Our Unified & Modular Portal will be a centralized platform acting as a core bridge between front-end apps and back-end systems.

The Middleware houses a Business Rules Engines (BREs) for automated decisions.

This centralized portal ensures seamless data movement from Front-End to the Central Platform and then to the Back-End system.

It provides nearly real-time data for quick decisions, reducing delays and making the system swift and user-friendly.

It guarantees secure data storage and regulatory compliance.

Marquee Lenders Funding Growth



Professional Management Team



Mr. Rohan Juneja
Managing Director
& CEO



Mr. Sanjay Kukreja
Chief Financial Officer



Mr. Mahendra Kumar Servaiya
Chief Credit Officer



Mr. Lalit Mohan Chendvankar
Chief Compliance Officer
and Legal Head



Ms. Sonal Sharma
Company Secretary



Mr. Gaurav Bhargava
Business Head -
Gold Loans



Ms. Priyanka Singh
Chief Impact &
Marketing Officer



Mr. Sreeman Reddy
Product Head -
Digital Development



Mr. Syamantak Mayekar
Head of Operations



Ms. Radhika Seshadri
Business Intelligence



Mr. Mohinder Dogra
Head - Collections

Summary of Key Strengths



Financial Highlights



Income Statement

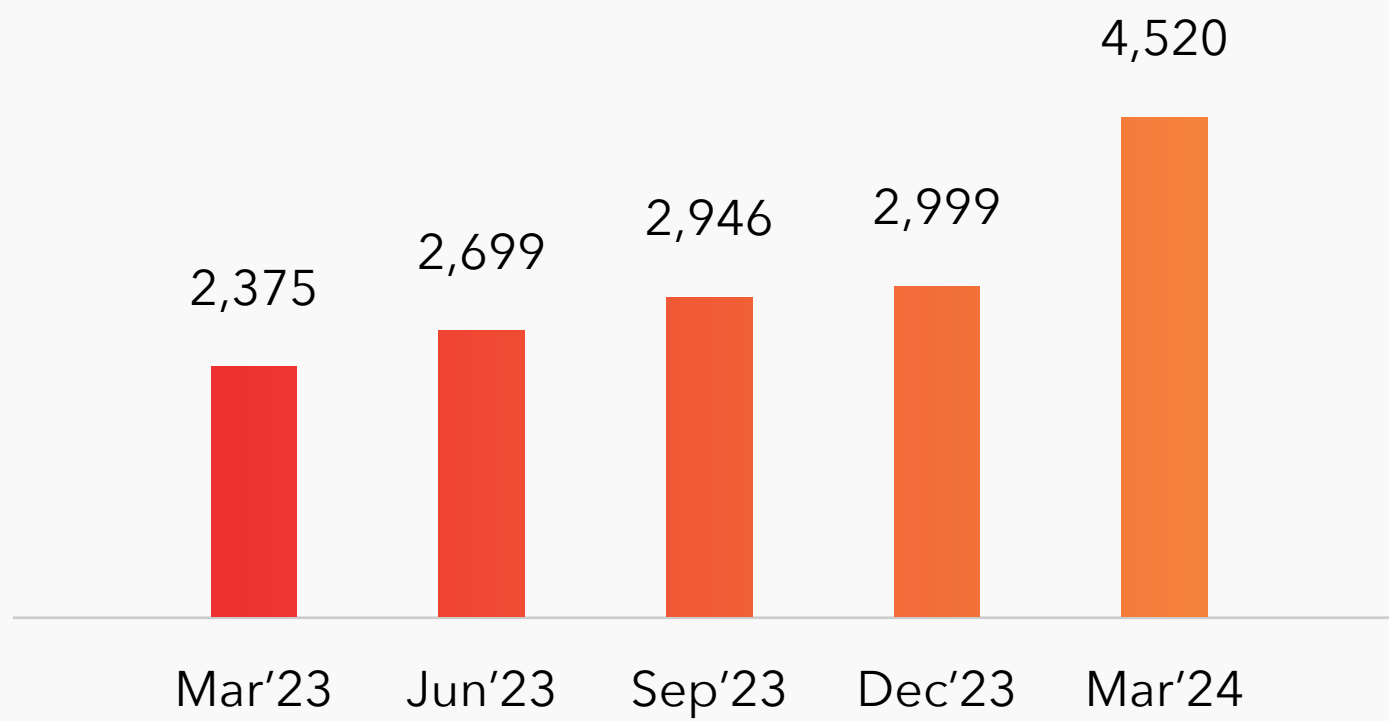
Particulars (INR Mn)	Q4FY'23	Q4FY'24	Y-o-Y	FY'23	FY'24	Y-o-Y
Interest Income	225	324	44%	932	1,158	24%
Less: Finance Cost	149	227	52%	508	787	55%
Net Interest Income	76	98	29%	424	371	-13%
Total Income	327	527	61%	1,240	1,820	47%
Operating Expenses	164	258	58%	659	911	38%
Profit Before Tax	14	43	195%	72	122	69%
Less: Tax	4	-16	-518%	13	5	-71%
Profit for the Period	11	59	449%	55	117	111%

Balance Sheet

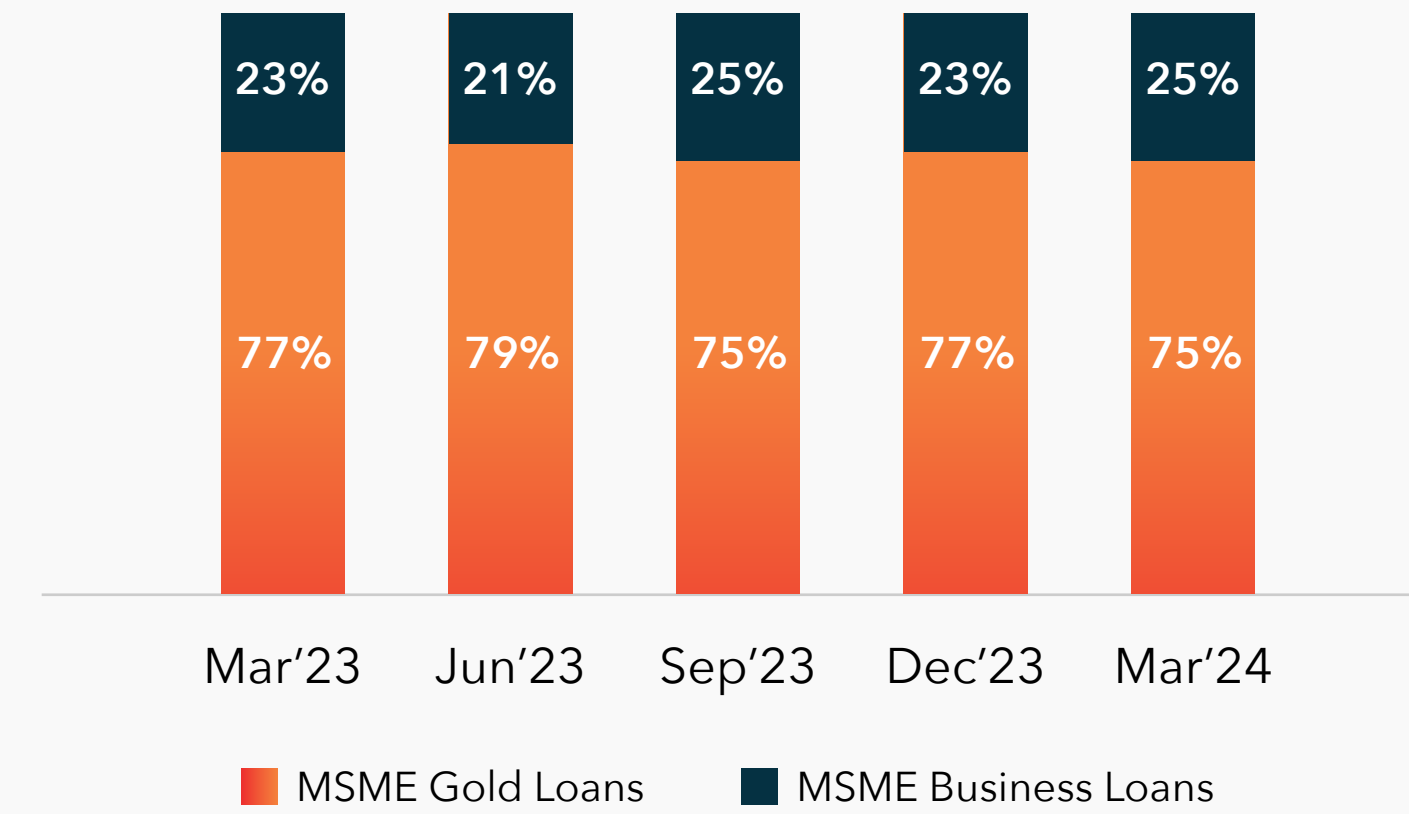
Balance Sheet (INR Mn)	FY'23	FY'24
Financial Assets	6,300	8,719
Cash and Investments	1,184	1,613
Gross Loans	4,200	5,978
Less: Impairment Loss Allowance	20	51
Net Loans	4,179	5,927
Other Financial Assets	938	1,179
Non-Financial Assets	477	565
Total Assets	6,777	9,284
Financial Liabilities	4,462	6,896
Trade Payables & Other Liabilities	37	126
Borrowings & Debt Securities	4,425	6,861
Non-Financial Liabilities	88	104
Total Liabilities	4,550	7,000
Equity Share Capital	232	234
Other Equity	1,995	1,959
Total Equity	2,228	2,193
Total Liabilities and Equity	6,777	9,284

Operational Highlights...

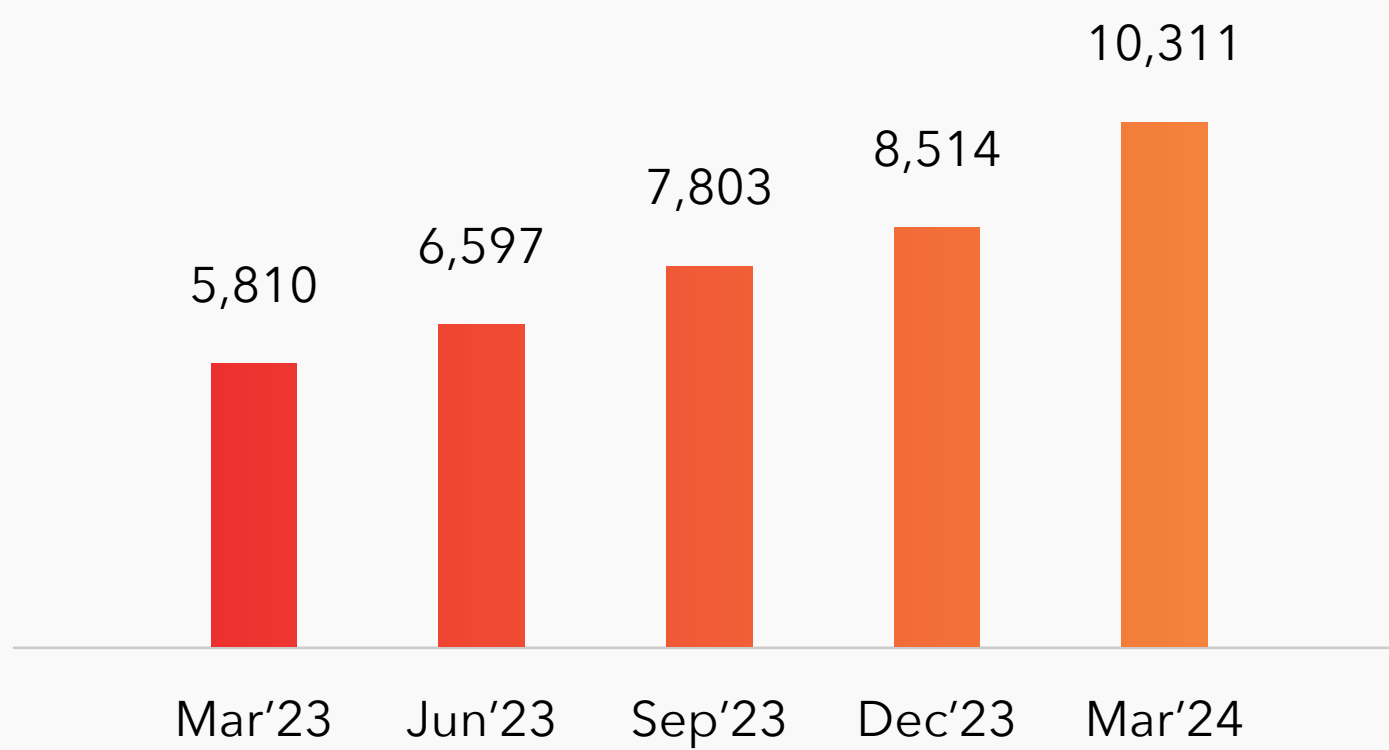
Quarterly Disbursals (INR Mn)



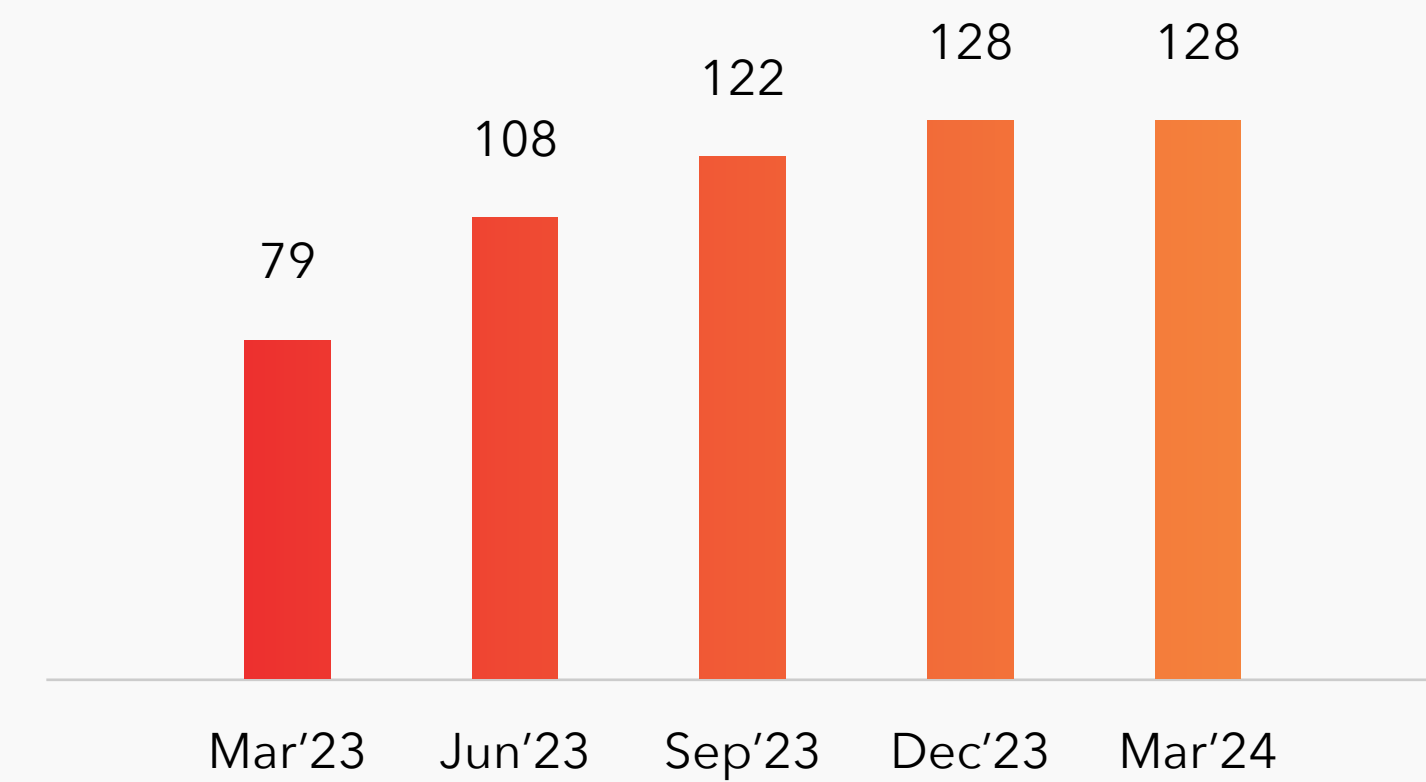
Disbursal (%)



AUM (INR Mn)

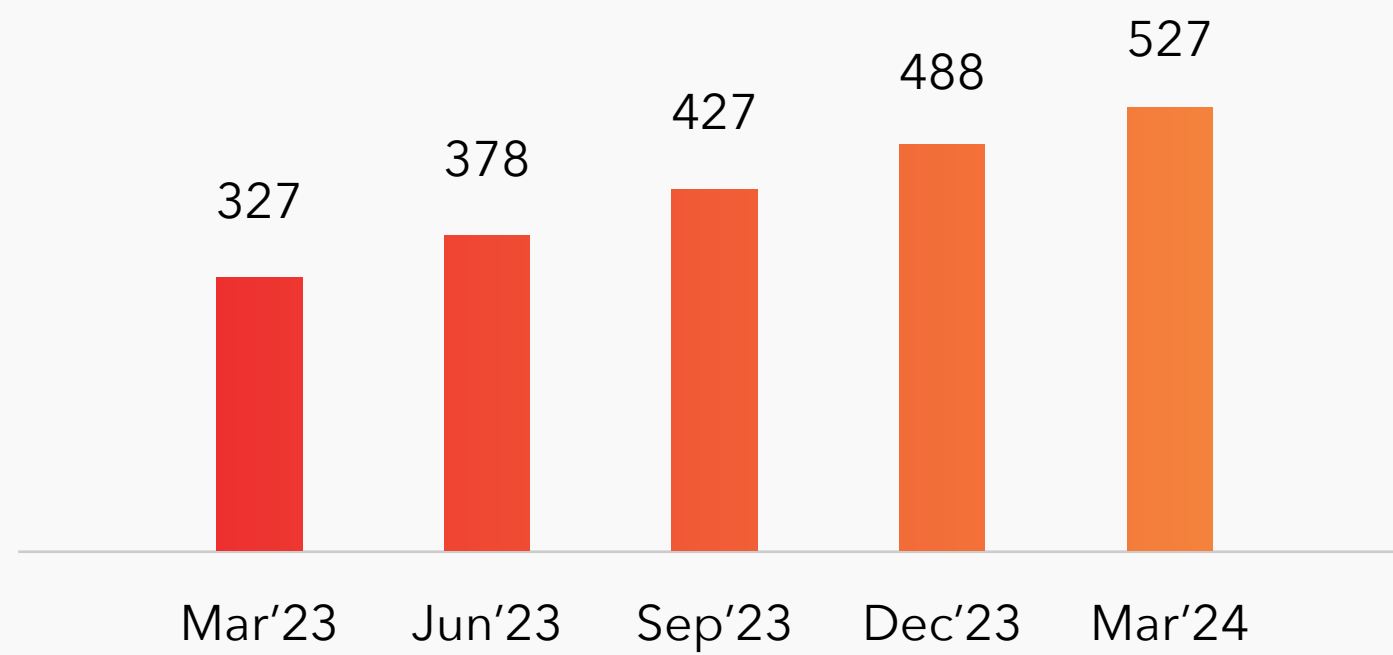


Distribution Network

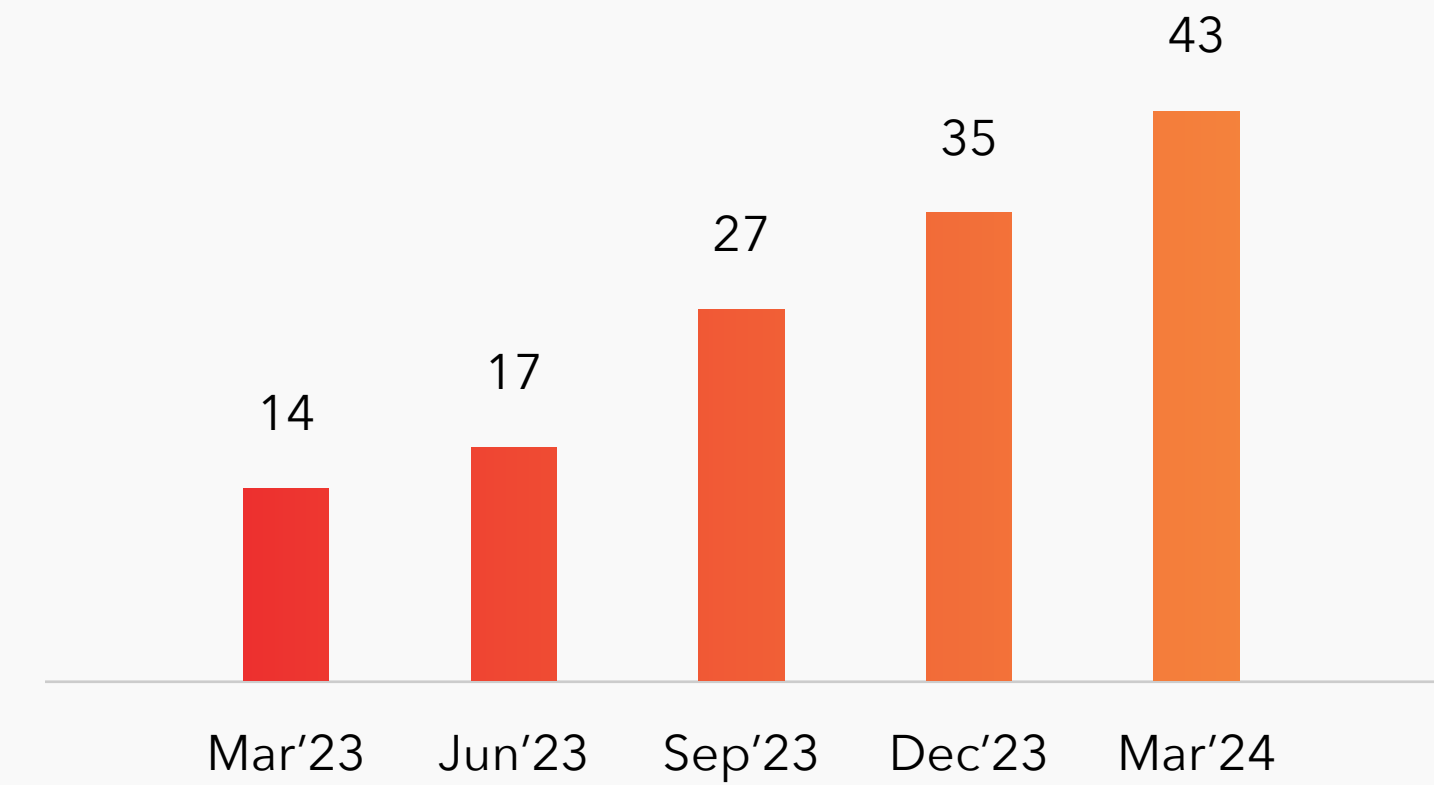


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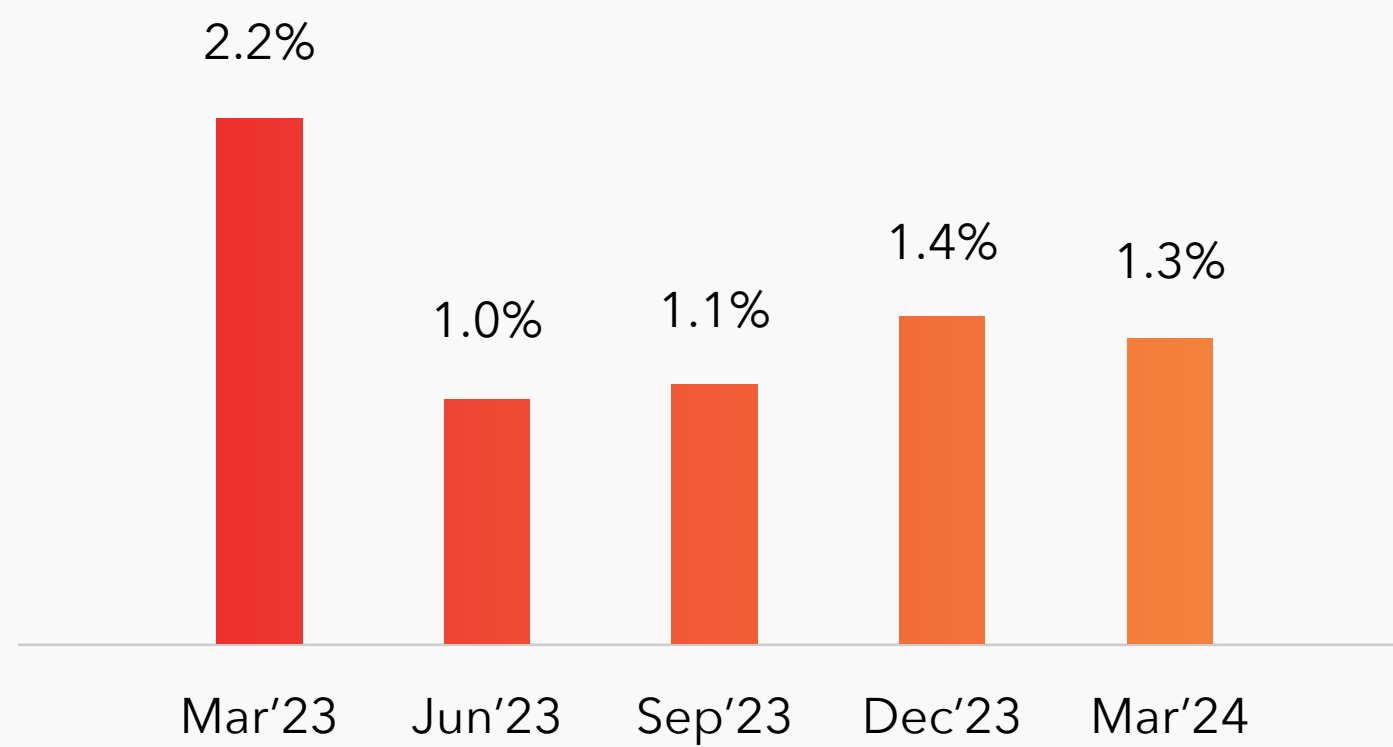
Total Revenue (INR Mn)



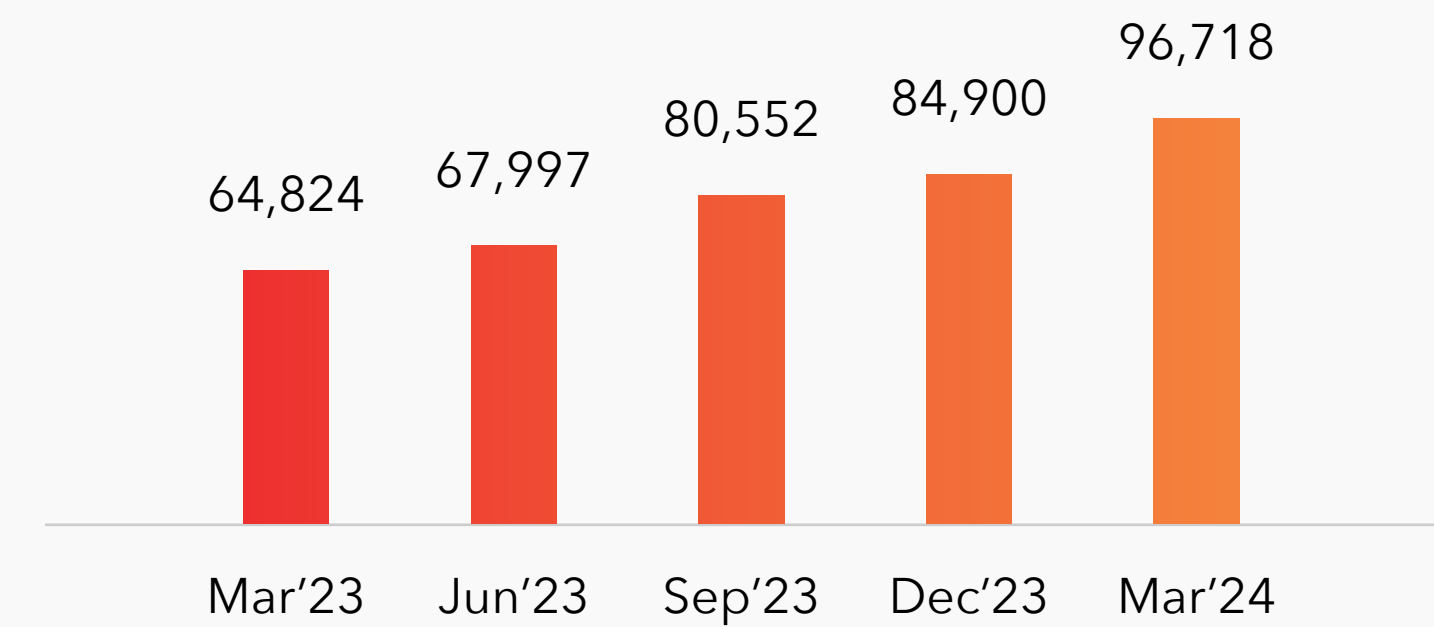
PBT (INR Mn)



GNPA (%)



Active Customers



Thank You

For further information, please contact

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