



12th August, 2024

To,

The Manager
Department of Corporate Services
BSE Limited, 1st Floor
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai - 400001

Scrip Code: 532745

Dear Sir/Madam,

Sub: Investor Presentation on the unaudited financial results of the Company for the quarter and three months ended 30th June, 2024

Ref: Our Board meeting dated 6th August, 2024

With reference to the above, we are enclosing herewith the Investor Presentation on the unaudited financial results of the Company for the quarter and three months ended 30th June, 2024.

You are requested to take the same on your record.

Thanking you

Yours faithfully

For **Inditrade Capital Limited**

Jhuma Guha
Director
DIN : 00007454

Inditrade Capital Limited

Registered Address: Second Floor, M E S Building, Kaloor, Kochi, Ernakulam, Kerala, India - 682017 India
B: 0484 6714800 | **F:** 0484 6714820 | **E:** inditrade@inditrade.com | www.inditrade.com | **CIN:** L67120KL1994PLC008265

Inditrade Capital Limited- Investor Presentation- June 2024



Let's Progress
little by little, bit by bit.
One step, one day,
one person at a time.
Uplift lives.

inditrade

inditrade

Disclaimer

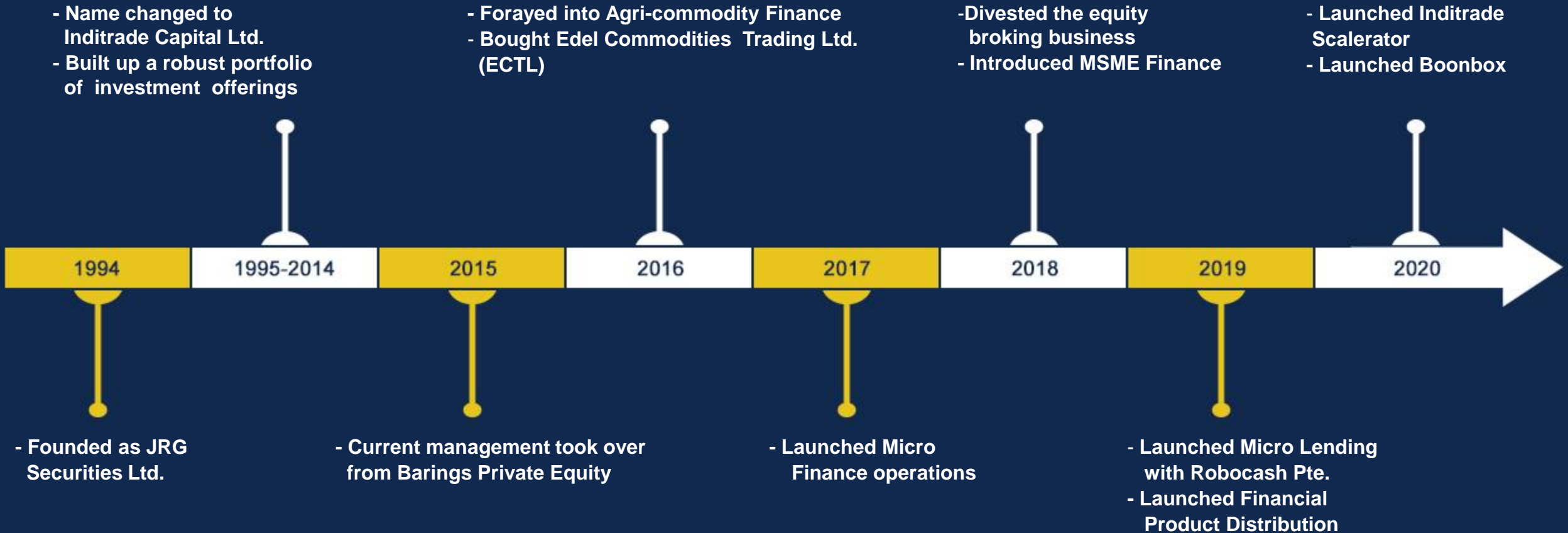
Certain statements in this document that are not historical facts are forward looking statements. Such forward looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Inditrade Capital Limited will not be in any way be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

Contents

- **Company Overview**
- **Performance Update – Q1 FY 2024-25**
- **Business Verticals Update**

Company overview

Our Milestones



Products Snapshot

MSME Finance

- Business Loans
- Upto INR 50 lakh
- Processed within 72 hours
- Credit underwriting through alternate means

Micro Finance

- Micro business loans
- Upto INR 10,000 to 60,000
- Joint liability group based lending
- Diversified product range to suit all requirements

Agri-commodity Finance

- Loan against non-essential commodities
- Upto INR 5 crore
- Evaluation through exchange accredited warehouses
- Price hedged in exchange

Scalerator

Customer centric offers through Third Party

- Business loans
- Personal loans
- Insurance
- Health loan
- Gold loan

Boonbox

- End to end of rural E-commerce
- Rural customers with household income < 1 lakh p.a.
- Customer acquisition through affiliates
- Delivering the product to the customer
- Product installation and 1st level customer support

Digital Approach

Lending Partners

Bank Borrowings



Non-Bank Borrowings



Securitization/ DA/ BC Partner



Financial Performance update – Q1 FY 2024-25

FY 2024-25 – Key Business Update

| Particulars | Quarter ended 30.06.24 (Rs. in Cr) | Quarter ended 31.03.24 (Rs. in Cr.) | Quarter ended 30.06.23 (Rs. in Cr.) | Year ended 31.03.24 (Rs. in Cr.) |
|-----------------------|--|---|---|--|
| Disbursement | 26.11 | 141.91 | 123.36 | 535.15 |
| AUM | 687.35 | 747.64 | 676.42 | 747.64 |
| Collection efficiency | 91.48% | 95.26% | 96.94% | 95.26% |
| Lending Rate | 22.50% | 22.50% | 23% | 22.50% |
| Cost of Funds | 14.11% | 13.43% | 13.19% | 12.18% |
| Regular POS | 95.27% | 94.86% | 94.99% | 94.86% |
| PAR>0 | 4.73% | 5.14% | 5.01% | 5.14% |
| Net worth | 193.56 | 193.61 | 193.73 | 193.61 |
| No. of branches | 164 | 164 | 176 | 164 |
| No. of employees | 1108 | 1108 | 1225 | 1108 |

Disbursement Data

| Particulars | Microfinance (Amount in cr) | Fincorp (Amount in cr) |
|--------------|--------------------------------|---------------------------|
| April-23 | 29.89 | 2.94 |
| May-23 | 40.49 | 7.78 |
| June-23 | 39.69 | 2.57 |
| July-23 | 38.37 | 1.24 |
| August-23 | 45.50 | 3.56 |
| September-23 | 45.85 | 1.16 |
| October-23 | 52.35 | 8.92 |
| November-23 | 55.34 | 0.63 |
| December-23 | 33.15 | 6.83 |
| January -24 | 47.32 | 4.93 |
| February-24 | 32.40 | 5.32 |
| March-24 | 32.68 | 19.26 |
| April- 24 | 2.83 | 4.90 |
| May- 24 | 1.22 | 7.87 |
| June - 24 | - | 9.28 |

Consolidated Inditrade Capital Limited

| Particulars | Quarter ended 30.06.24 | Quarter ended 31.03.24 | Quarter ended 30.06.23 | Year ended 31.03.24 |
|-----------------------------------|---------------------------|---------------------------|---------------------------|---------------------|
| | (Rs. in Cr.) | (Rs. in Cr.) | (Rs. in Cr.) | (Rs. in Cr.) |
| Total Revenue | 30.17 | 45.38 | 45.37 | 177.44 |
| Cost of Goods Sold | 3.99 | 4.78 | 11.45 | 33.49 |
| Operating Expenses | 2.01 | 5.19 | 2.87 | 12.85 |
| Employee Cost | 10.28 | 9.54 | 13.57 | 48.71 |
| Admin & Other Expenses | 3.80 | 8.23 | 8.90 | 33.62 |
| Finance Cost | 5.27 | 5.92 | 8.14 | 27.37 |
| Total Expense | 25.36 | 33.66 | 44.93 | 156.05 |
| PBT | 4.81 | 11.72 | 0.44 | 21.40 |
| Provisions for loans | | | | |
| - IMFL | 3.51 | 5.10 | 1.61 | 10.61 |
| - IFL | -0.43 | -2.70 | -6.08 | -8.41 |
| Bad debts | | | | |
| - IMFL | | - | 1.54 | 1.54 |
| - IFL | 1.16 | 6.55 | 2.44 | 10.91 |
| Extra ordinary items | 4.24 | 8.95 | -0.49 | 14.65 |
| Adjusted Profit before Tax | 0.57 | 2.76 | 0.92 | 6.74 |
| Tax expense | 0.43 | 1.46 | 0.51 | 3.82 |
| Profit /(Loss) after Tax | 0.14 | 1.30 | 0.41 | 2.92 |
| Share of profit from Associate | 0.06 | 0.08 | 0.06 | 0.19 |
| Profit for the year | 0.20 | 1.38 | 0.47 | 3.11 |

June 2024 – Consolidated Balance Sheet

| ASSETS | June-24 (Amount in cr) | March-24 (Amount in cr) |
|---|---------------------------|----------------------------|
| Financials Assets | | |
| Cash & Bank Balance | 35.94 | 42.40 |
| Receivables | 70.02 | 64.83 |
| Loans & Advances | 184.84 | 180.64 |
| Investments | 13.68 | 13.84 |
| Other Financial Assets | 26.14 | 25.89 |
| Total Financial Assets | 330.62 | 327.59 |
| Non- Financials Assets | | |
| Inventories | 2.43 | 2.83 |
| Current & Deferred Tax Assets (Net) | 10.59 | 9.87 |
| Property, Plant and Equipment | 0.60 | 5.56 |
| Intangible assets & Goodwill on consolidation | 24.36 | 22.41 |
| Right to Use Asset | 1.91 | 1.97 |
| Other non financial assets | 29.36 | 34.09 |
| Total Non- Financial Assets | 69.25 | 76.73 |
| Total Assets | 399.87 | 404.32 |

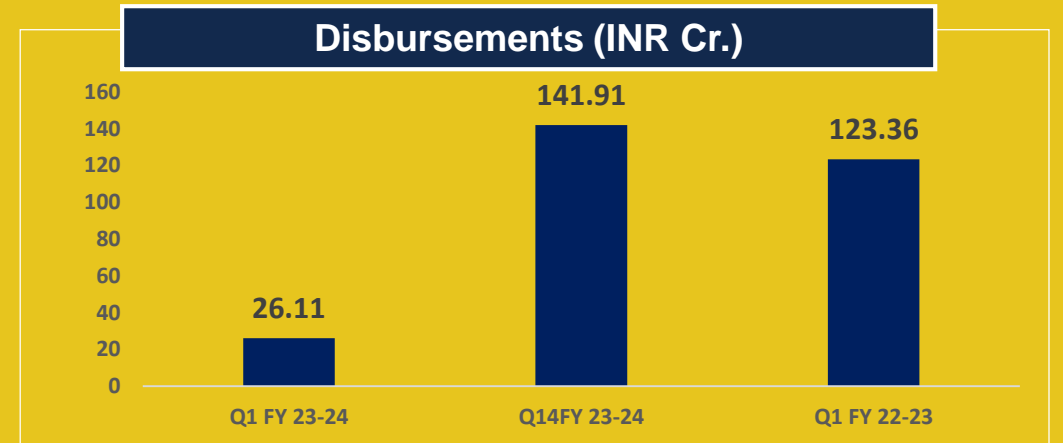
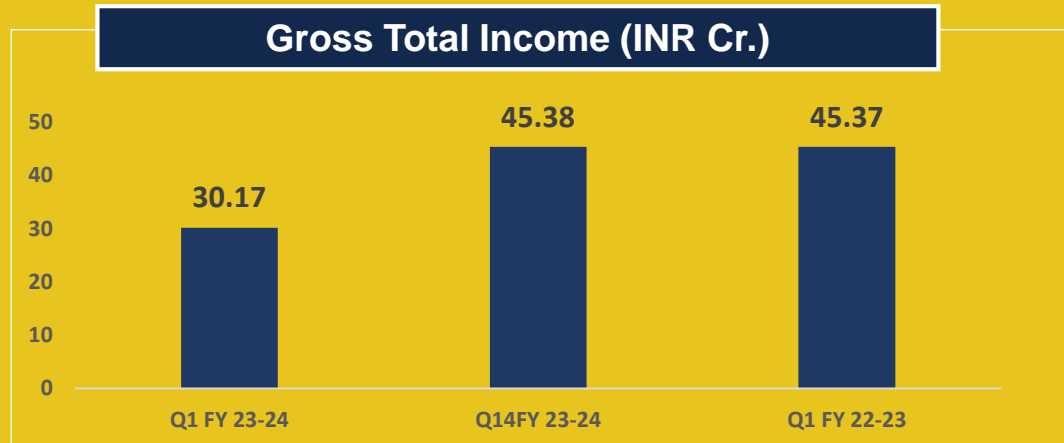
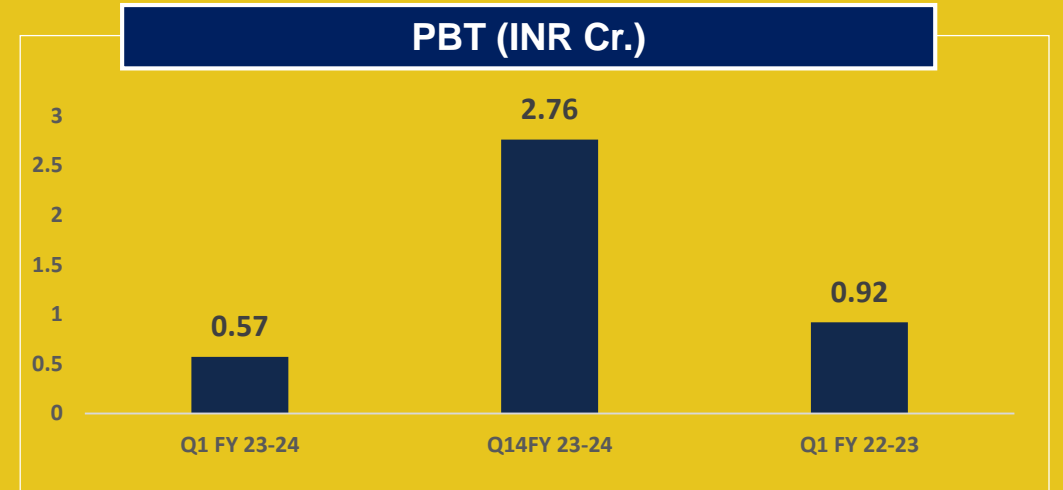
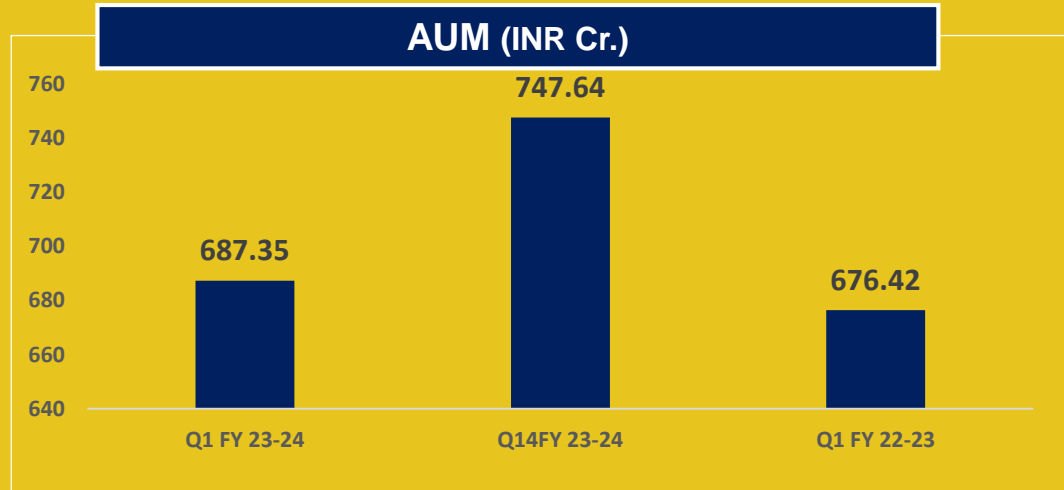
June 2024 – Consolidated Balance Sheet

| LIABILITIES | June-24 (Amount in cr) | March-24 (Amount in cr) |
|--|---------------------------|----------------------------|
| Equity Share Capital | 23.29 | 23.29 |
| Reserves & Surplus | 94.95 | 94.92 |
| Non controlling Interest | 75.32 | 75.40 |
| Total Shareholders Funds | 193.56 | 193.61 |
| <u>Financial Liabilities</u> | | |
| Payables | 33.84 | 25.09 |
| Borrowing & Debt Securities | 112.39 | 119.11 |
| Subordinated Liabilities | 30.81 | 30.41 |
| Other financial liabilities | 19.46 | 21.15 |
| Total Financial Liabilities | 196.49 | 195.76 |
| <u>Non- Financial Liabilities</u> | | |
| Current & Deferred tax liabilities | 2.56 | 9.49 |
| Provisions | 3.45 | 2.11 |
| Other non-financial liabilities | 3.81 | 3.36 |
| Total Non- Financial Liabilities | 9.83 | 14.95 |
| Total Liabilities & Equity | 399.87 | 404.32 |

Portfolio Performance

| Particulars | Micro Finance | Fincorp | Total |
|---|---------------|---------------|---------------|
| Outstanding Gross Portfolio as on 31 th March 2024 | 614.15 | 125.89 | 740.04 |
| Interest Accrued | 0.47 | 7.13 | 7.60 |
| Gross Portfolio – 31 th March 2024 | 614.62 | 133.02 | 747.64 |
| Disbursement | 4.05 | 22.06 | 26.11 |
| Interest Accrued | 14.83 | 6.47 | 21.29 |
| Restructured Interest Capitalized | - | - | - |
| Transfer/sale | - | - | - |
| Interest reversal | - | - | - |
| Transfer / reversal | - | - | - |
| Collection in Q1 FY 2024-25 | - | - | - |
| Collection on account of Principal | 83.24 | 8.01 | 91.25 |
| Collection on account of Interest | 7.63 | 7.55 | 15.17 |
| Bad Debts / (Reversal) | - | 1.16 | 1.16 |
| Closing Portfolio | 542.63 | 137.65 | 680.29 |
| Principal Loan | 534.96 | 138.60 | 673.56 |
| Interest Accrued | 7.67 | 6.23 | 13.90 |
| Portfolio as on 30th June 2024 | 542.63 | 144.72 | 687.36 |

Q1 FY24-25 QoQ – Performance Update



Cost of Borrowings

| Segment wise average cost of Borrowings | |
|---|--------|
| Micro Finance | 14.96% |
| Fincorp | 13.26% |

Provision on Portfolio

| Segment | Gross NPA% | Net NPA % |
|--------------|------------|-----------|
| Microfinance | 14.91% | 2.55% |
| Fincorp | 3.95% | 2.06% |

Portfolio and Debt Details – ICL Consol

| Particulars | June 2024 Amount (in Cr) | March 2024 Amount (in Cr) | March 2023 Amount (in Cr) |
|--|-----------------------------|------------------------------|------------------------------|
| Own Portfolio | 263.39 | 241.71 | 343.00 |
| Managed Portfolio | 423.96 | 505.92 | 296.89 |
| Cash & Bank Balance | 16.69 | 0.23 | 56.51 |
| AUM (Including Cash & Bank Balances) | 704.04 | 747.86 | 696.40 |

| | | | |
|--|---------------|---------------|---------------|
| Term Loan | 70.65 | 79.20 | 187.10 |
| Sub-Ordinate Debt | 30.81 | 30.41 | 29.00 |
| Total Debt | 101.46 | 109.61 | 216.10 |
| DA,PTC &Co lending | 423.26 | 505.92 | 296.89 |
| Total Debt and DA,PTC,&Co lending | 524.72 | 615.53 | 512.99 |

| | | | |
|-----------------------|---------------|---------------|---------------|
| Net Owned Fund | 193.21 | 193.61 | 193.58 |
|-----------------------|---------------|---------------|---------------|

| | | | |
|---------------------------------------|--------|--------|--------|
| Debt Equity Ratio | 0.54 | 0.56 | 1.12 |
| Capital Adequacy ratio – Fincorp | 79.31% | 67.71% | 49.67% |
| Capital Adequacy ratio – Microfinance | 15.38% | 28.41% | 18.39 |

Portfolio – Detailed Breakup

| Portfolio Segment Amount (in Cr) | Own Amount (in Cr) | Managed Amount (in Cr) | Total Amount (in Cr) |
|-------------------------------------|-----------------------|---------------------------|-------------------------|
| Microfinance | 119.51 | 423.12 | 542.63 |
| MSME | 6.23 | 0.84 | 7.07 |
| Agri & Other Loans | 137.65 | 0.00 | 137.65 |
| Total Portfolio | 263.39 | 423.96 | 687.35 |

| Portfolio Share | Percentage |
|-----------------|------------|
| Microfinance | 78.95% |
| Others | 21.05% |

THANK YOU